



SESAME VALUE CHAIN ANALYSIS POLICY STUDY

Prepared by

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Acronyms

CISANET	Civil Society and Agriculture Network
ADMARC	Agricultural Development and Marketing Cooperation
GDP	Gross Domestic Product
NGOs	Non-Governmental Organizations
WALA	Wellness and Agriculture for Life Advancement
ADMARC	Agricultural Development and Marketing Cooperation
TLC	Total Land Care
ROLEC	River of Life Evangelical Church
FACE	Foundation for Active Civic Educators
CWW	Concern Worldwide

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1.0 Executive Summary

Civil Society Agriculture Network (CISANET) is a grouping of civil society organizations that was established in 2001 to facilitate the engagement of the CSOs working in the agriculture sector with Government over policy issues affecting the sector especially smallholder farmers. Currently CISANET has a membership of 104 and this membership comprises of NGOs both local and International, farmers organizations and interested individuals. It also has a wider range of partners outside its membership who also have an interest in policy issues in agriculture and food security. In trying to fulfil its mandate of engaging the grassroots in policy research and analysis, CISANET in conjunction with Nsanje civil society organizations conducted a sesame value chain analysis study from 24-28 March 2014.

The study was organized to critically analyze why sesame production should be promoted for people in the Lower Shire, understand current stakeholder efforts in the promotion of Oil Seeds Production such as sesame, examine and validate approaches towards the promotion of sesame production and marketing, understand key Issues attributing to the underdeveloped sesame value chain, objectively understand why there is poor Sesame production and inconsistent supply by the producers to satisfy the market, assess Business Management Skills amongst the sesame producers and to understand why there is uncoordinated Interventions and Capacity Building Support Services for Sesame producers. Additionally, the study wanted to understand why there is lack of uncoordinated marketing channels within the sesame value chain critically analyze why there is inadequate and uncoordinated policy support to the sesame value chain and evaluate the effectiveness of extension services in the sesame sector

Sesame is an important export crop in Malawi has a substantial role in the global sesame trade as shown in black-market trade trends between Malawi and neighboring countries such as Mozambique over the past 3 years. Annual exports of sesame from Malawi are not statistically recorded by either government or the private sector but emerging trends reveal a huge market component primary supplier of sesame seed to the world's largest importer, Japan. These features are poorly recognized and it is timely to develop support and action to facilitate the continued expansion of this sector.

Agriculture remains the main source of growth and exports and represents approximately 37% of GDP, employing about 80% of the labor force and accounting for 82.5% of foreign exchange earnings. It has been estimated that food crops account for about 70 percent of agricultural value added (African Development Bank, 2011).

However, the smallholder farming sector is faced by many challenges such as; extreme weather variability, climate change, nutrient-depleted soils, lack of fertilizer, poor seeds quality, pests and diseases (Mkwambisi *et al.*, 2014). As such productivity among smallholder farmers in Malawi is generally low and they fail to meet their food entitlements (Stringer *et al.*, 2010).

More than 99% of agricultural land remains under rain-fed cultivation. This affects agricultural productivity owing to weather shocks and natural disasters e.g. droughts and floods. Even though the country is heavily agriculture dependent, food insecurity problems are exacerbated by the widely changeable food prices.

The position of sesame as a cash crop is not well understood either in Malawi or in the global trade, and a significantly clearer interpretation of Malawi's competitive position and opportunities is essential. The compilation of this report has revealed areas of uncertainty in both, and the formulation of strategy and associated activities is therefore premature. In the first instance, a greater understanding of the position of Malawi and its options is needed and the following notes elaborate recommendations towards this goal.

Government and all stakeholders have to appraise and evaluate the research, trials and extension services available to the sesame sector. They should investigate opportunities in other markets, with particular focus initially on the oil markets of the Far East, Korea and Taiwan. Exploration of the possibility of policy changes to guard black market trade with neighboring countries is essential. The government has to evaluate the competitive position of Malawi's sesame in the Japanese market and assess the opportunity for increasing market share. In conjunction with other recommendations above, evaluate the opportunity for differentiating Malawi's sesame for oil users and explore the economics and market potential for pressing sesame in Malawi on an industrial

scale. There's a need for collaborative efforts in appraising the requirements of other sesame sectors.

Malawi through the MGDS II identifies agriculture as a key to food security, economic growth and wealth creation. The sector, however, faces a number of challenges including over dependence on rain-fed farming, low absorption of improved technologies, weak private sector participation, and lack of investment in mechanization. To address these challenges, CISANET is implementing initiatives under policy analysis, research and review that will aim at enhancing agricultural productivity, promotion of diversification of agricultural production for domestic and export markets, improving the functioning of agricultural markets and reducing post-harvest losses to oil seed crops such as sesame (locally called Chitowe).

Although there are no recorded statistics covering the sesame sector in Malawi, the current global market for sesame is roughly US\$500 million. As such, the opportunities for investment in this market are huge for Malawi. Therefore the following is just an overview of the sesame market, rather than an in-depth sub-sector assessment accompanied by an industry action plan.

This overview document examines market trends, opportunities and constraints, both international and domestic; production and processing requirements; operating environment issues; and recommendations to address the needs of the Malawian industries.

2.0 The International Sesame Trade Industry

2.1 Introduction

Sesame seeds (or sesamum or benniseed) are the seeds of the tropical annual *Sesamum indicum*. The species has a long history of cultivation, mostly for its yield of oil. The original area of domestication of sesame is obscure but it seems likely to have first been brought into cultivation in Asia or India. The plant is usually 60 to 120cm tall and the fruit is a dehiscent capsule held close to the stem. When ripe, the capsule shatters to release a number of small seeds. The seeds are protected by a fibrous 'hull' or skin, which may be whitish to brown or black depending on the variety. 1000 seeds weigh some 4-8g. The seeds have a high oil content of 44-60%.

The plant is deep rooting and well adapted to withstand dry conditions. It will grow on relatively poor soils in climates generally unsuitable for other crops, and so it is widely valued for its

nutritional and financial yield from otherwise inclement areas. It is well suited to smallholder farming with a relatively short harvest cycle of 125 –135 days allowing other crops to be grown in the field. It is often intercropped with other grains (Malawi GAP 2012).

According to FAO, Sesame is now cultivated around the dry tropics between the latitudes of 40° N and S. It is scarcely cultivated in the USA or Europe, not only because of climate but also because of the low returns per unit area. Non-shattering varieties have been bred in order to mechanize the crop, but the great majority of the world's output is still harvested by hand.

2.2 Sesame Products

Sesame is grown for its seeds, and the primary use of the sesame seed is as a source of oil for cooking. The young leaves may also be eaten in stews, and the dried stems may be burnt as fuel with the ash used for local soap making, but such uses are entirely subordinate to seed production. Sesame is commercialized in a number of forms. Most sesame is processed directly into oil by the grower or within the producing region, but can also be sold in various stages of processing, for various uses, such as meal, paste, confections, and bakery products. Once harvested, the seed is cleaned and dried to about 8% moisture and may then be stored before crushing. The seed is typically crushed intact for the oil. This, however, yields a meal that is made bitter and somewhat indigestible by the presence of the fibrous husk. As such the meal is only useful as cattle feed.

The quality of the meal can be improved by removing the seed coat, dehulling, before crushing. In India, where sesame meal is an important food, this process is a standard feature of an oil extraction plant. The meal is notable for its high protein concentration which is rich in methionine and tryptophan. Since these amino acids are missing from a number of other sources of vegetable protein, such as soya, sesame meal or flour can be added to recipes to give a better nutritional balance to health food products. Dehulling is also important for the production of the ground seed pastes and for confectionery uses. The dehulled seeds are extensively used in the ground form where they comprise the base material, a paste used as an ingredient in Eastern Mediterranean and Middle Eastern foods.

The seeds, hulled or dehulled, roasted or raw are now widely used in the European and North American bakery industry as a garnish on bread products. For bakery products it is more a question

of consumer preference as other bakeries owners interviewed in Blantyre city for example, use only the whitest grades of de-hulled seed which have been treated to maintain their whiteness on baking, whereas other bread products exploit the darker color of the whole seeds to give aesthetic appeal.

Dehulling has always been a major problem for the sesame industry and a variety of solutions have been sought. The most basic approach is largely manual: the skins are rubbed off the wetted seed by hand. Mechanical techniques now use a similar combination of wetting and rubbing. Alkali treatments are also used to strip the hull, and this tends to result in a whiter seed. The most sophisticated plants now incorporate color sorters to differentiate between the different grades of seed. (FAO *et al* 2012).

Cake Animal feed Protein rich useful supplement Cake from hulled seeds Ingredient Used in some Indian cooking. Also as a snack. The dehulling process, no matter what the method, always involves wetting the seed, which leads to considerable drying costs. As a result, the price of de-hulled seed is at least 30% above the natural type. Dehulling is said to reduce the storage ability of the seed, particularly in hot climates.

2.3 Markets

Only a small proportion of the global sesame harvest enters international trade. For the most part, the oil is expressed locally and used locally for cooking or the seeds themselves are eaten, particularly after being fried. The oil has a distinctive nutty sweet flavor that has become established in the Far Eastern cuisine. It is also used in Europe and North America for cooking or as a salad oil, but the Eastern hemisphere oil market is much greater. The oil is also useful in the industrial preparation of perfumery, cosmetics (skin conditioning agents and moisturizers, hair preparations, bath oils, hand products and make-up), pharmaceuticals (vehicle for drug delivery), insecticides and paints and varnishes. However, all of these uses are comparatively insignificant in terms of the quantities used.

2.4 Sesame Seed Oil

Processing Sesame oil is extracted from the seeds by mechanical pressing. The seed may be cold-pressed to give an aromatic salad oil or hot pressed to give a lower grade product. In the Far East, sesame seeds may also be toasted (i.e. roasted) before pressing to yield much darker oil that is more pungent. The hot pressed oils are usually refined before consumption to remove free fatty

acids, residues and all aromatic compounds. This then leaves bland colorless oil. Refined oils are suited to the cooking of the Western hemisphere where highly aromatic oils are not appreciated.

2.5 Trade

The Food and Agriculture Organization estimate that global production of sesame oil now exceeds 200,000 tons per year. However, global exports are just over 30,000 tons per year. Clearly processing is either local, with the oil used within the region (SADC), or the seeds are exported and pressed nearer to the market especially in South Africa. The major exporters of oils are China and Japan. Among African sesame growers, only Sudan has developed a significant export trade in oil with shipment in 2000 estimated by the FAO at 2,800 tons. The importers of oil are the countries of the Far East and also Europe. These markets have rather different requirements for the types of oil, with a strong preference for refined oils in Europe. Relative to other vegetable oils, the trade in sesame oil is quite minor in quantity but high in value.

3.0 Current status of the Malawian Sesame Industry

3.1 Production

Sesame is an important crop to Malawian agriculture, it is quite extensively cultivated in almost all the regions of the country, it yields in relatively poor climatic conditions, and is widely used within, it is fast becoming an important component of Malawi's agricultural exports. Sesame is however, given little attention and there are relatively few companies involved in the trade. As a smallholder crop, often intercropped with others, the extent of cultivation is poorly known and there is little information on yields or productivity. For the most part the surplus crop is commercialized, bulked up and exported with minimal processing limited to drying and cleaning.

Sesame production in Malawi probably began in the southern region of the country and later spread out to the rest of the country. It should be mentioned that Malawi specific research for this crop is currently very limited although some variety recommendations are available. International research priorities in sesame include the identification of higher yielding and non-shattering varieties suitable for mechanical harvesting and exploitation of sesames nutrient profile.

However, there have been challenges in the production of sesame in Malawi as there are no formal markets available locally. Most of the farmers interviewed in Nsanje district sell their produce to vendors from Mozambique. This practice does not provide a guarantee to the farmers as it all

depends on the political stability of Mozambique, suffice to say that it is also very difficult to run away from this informal trade because some Malawian farmers in the district actually cultivate their crops in Mozambique.

Over the years Sesame has been neglected by different stakeholders specifically as it is considered as a traditional/minor crop cultivated less than 25%, of the total arable land in Malawi (MoAFS, Agricultural Production Estimates 2011).

Recently from 2011 there has been a major boost in sesame production, most farmers have grown the crop due to the increase in demand on the world market as portrayed by an influx of foreigners from neighboring countries. Over the last 3 years, the selling price for sesame has been increasing with the 2013/2014 growing season recording prices of as high as K600.00 per Kg. The government applies the demand driven mode of extension services whereby a farmer goes to the extension worker to ask for advice, as a result, most small-scale farmers have had challenges to access extension services from the government because they exist sparsely.

An estimated average of around 5 600 ha of sesame per year is grown in Malawi along the lakeshore, in the shire valley, Phalombe, Mzimba, Rumphi, Chitipa and Lilongwe. Sesame performs better in well drained soils of moderate fertility and grows over a wide range of temperature conditions with minimal rainfall or irrigation.

Between 500 and 600 mm of rainfall or irrigation is sufficient for a good yield since the crop makes efficient use of residual soil moisture. Sesame will not tolerate water logged conditions. As such the crop is planted from mid-January to early February. This timing is useful in spreading farm labor requirements. Planting sesame is the most critical phase of its management, it will not emerge from soils that are even slightly crushed. It is considered drought tolerant but needs good soil moisture to get established. About 3.5kg per hectare of seed are needed/sown to achieve 30-35plants / square meter. Weeding in the first month is crucial and once the crop is established, it shades out weeds effectively. Sesames nitrogen requirements can be fulfilled through organic sources such as leguminous cover crops or animal manure.

A number of insect pests attack sesame but are unlikely to cause economic damage, in fact, sesame seems distasteful to many chewing insects.

The crop matures between 125 to 135 days from planting. At harvest, extra care is needed to avoid losing the small seed during shattering of the pods. Removal of off colour seed and foreign matter can also be expensive due to the small seed size.

As noted above, annual output of a smallholder crop such as sesame is difficult to estimate when much of the production is consumed locally without entering into formal trade. Large-scale commercial production of sesame is limited in Malawi, and there are no accurate records of national production.

3.2 Processing

As explained earlier, sesame can be processed to several different stages, such as simply cleaning, or cleaning and dehulling, cleaning/dehulling/drying, cleaning/dehulling/drying/crushing for oil, etc. In Malawi, the primary processing facilities focus almost exclusively on cleaning. There are a few commercial cleaning facilities, and they are all privately held by agro dealing companies such as Export Trading, Mulli Brothers, Farmers World and Rab Processors. There are also dehulling/cleaning/color-sorting facilities but most of the sorting is done manually by women, some located at storage facilities. Presently, there are no commercial crushing plants for sesame seed oil in Malawi.

3.3 Marketing

As a predominantly smallholder production, the crop is commercialized by buyers or middlemen who tour the rural areas buying from the farmers. The sesame is transported to the larger towns, bulked in store and sold to the agents of the major exporters. The major buying centers are the urban markets in the regions where sesame is predominantly cultivated. Alternatively, farmers are opting to sell their produce through unchartered routes to neighboring countries such as Mozambique.

4.0 Key Issues attributing to the underdeveloped sesame value chain in Malawi

4.1 Low production Outputs

There is a generally low production output on farmer's part to meet the required sesame demand on the national market, in Nsanje district alone, the production estimates have the potential to satisfy the market demand but there is lack of commitment by the government and other

stakeholders in promoting sesame. Consequently, the quality of seeds used is very low as farmers still use their recycled seeds for cultivation. There are no improved varieties of sesame and research on the same is almost non-existent. Training to farmers on post-harvest handling by extension workers is minimal.

4.2 Poor Business Management Skills amongst the producers

It is a proven fact that sesame is a crop that is on high demand by different countries and it has the potential of improving the livelihoods of smallholder farmers in across Malawi. There is a need for the farmers to be equipped with skills on how they can be handling simple agribusiness transactions, currently inadequate extension services have hampered efforts to train farmers adequately in agribusiness management.

4.3 Poor organization of the farmer clubs and associations

Most of the sesame producing farmer clubs were established by organizations such as Total Land Care. In the past farmers used to produce and sell sesame individually but this approach was not sustainable as it was difficult for the farmers to find profitable markets. The intermediate buyers /vendors buying the sesame usually prefer to buy in bulk and an individual farmer could not meet the demand. Meanwhile the farmer club approach has not been sustainable and most of the existing clubs lack capacity to advance their course of action. Most of the clubs do not have enough resources and capacity in terms of packaging and marketing sesame. The farmers lack the materials for labeling their produce for follow up purposes when selling the sesame to vendors. Additionally, there is limited women participation in the sesame value chain. Mostly the women are involved in the production process and are left out on issues of marketing where males dominate.

4.4 Lack of Coordinated markets within the sesame value chain

The marketing system for sesame is uncoordinated, this is primarily due to minimal engagement of the government despite the availability of potential buyers non-governmental organizations have not helped much to push the private sector to make investments in the sesame value chain. The unavailability of an apex body to coordinate issues makes it even more difficult for farmers to be enticed in producing more to manage the high demand on the market.

4.5 Inadequate and uncoordinated policy support to the sesame value chain

There is inadequate policy support to the sesame value chain. Most organizations work independently and there is no collaboration and knowledge on who is doing what. For example there is conflict in the implementation of programs as some organizations go to implement the seed distribution programs and others are working on seed multiplication which leads to conflict of interest and most farmers go for the easy way out which has led to the dependency syndrome in Nsanje.

4.6 Inadequate and poor extension services in sesame sector

There are no extension services being provided which specifically target sesame production in Nsanje. The extension approach being practiced by the government is the demand driven approach in which the farmers themselves have to go to the extension farmers and not the other way round. The other approach which is being used in Nsanje to train farmers is through demonstrations and field days in which Sesame has never been promoted through these initiatives.

5.0 Opportunities and Constraints

5.1 Multiple markets and uses

Sesame is imported by over 100 countries according to the FAO. There are at least 20 countries that import 7,000 tons or more per year. There is therefore the opportunity to achieve a broad market base. There is a diversity of uses for sesame and this feature should be exploited by developing the appropriate product to suit the end user.

5.2 Malawi is an important producer and source

Malawi already has the technology to produce a significant export crop. There is an established demand for sesame from Malawi and this must be built upon. Despite the poor reputation of Malawian exports, sesame is accepted in the market and Malawi is a known source of supply.

5.3 Unexploited markets

Malawian sesame is valued primarily as an oilseed. Despite its important position in the Japanese market, Malawian sesame is not gaining market share in other important sesame oil markets such as Korea and Taiwan. Further, while sesame for oil use is generally valued below sesame destined for other uses, there are opportunities to meet the specifications required for such alternatives. Malawian sesame does not feature in the Mediterranean imports, for example, for a variety of

reasons that could be investigated. Malawian sesame is bought based only on the price set by the seller. With its high oil content it is suited to pressing, and the low price and lack of attention to quality issues make the Malawian product an attractive raw material for the industrial processor. Here the quality requirements are low and price expectations are also low. It is however a sector where it is difficult to compete other than on price.

5.4 Many other suppliers

Sesame grows widely across the tropics and is a popular crop with smallholders who can achieve an income in inhospitable conditions with the crop. The yields under mechanization are quite low and the labor based producing regions can compete with the developed economies. The crop is widely cultivated, and as an opportunity to boost rural incomes the crop receives widespread donor support as well. Thus, although demand is likely to continue to grow we can also anticipate the continued expansion of supply and a consequent competitive market.

6.0 Conclusions and Recommendations

Sesame is an important export crop in Malawi, and Malawi will rise to have a substantial role in the global sesame trade only if creative interventions and strategies are employed in the value chain. The position of sesame is not well understood either in Malawi or in the global trade and a significantly clearer interpretation of Malawi's competitive position and opportunities is essential. The government of Malawi in partnership with all stakeholders should develop action plans and strategies for achieving defined objectives in the value chain. Any business strategy must marry the internal capabilities of an enterprise, such as sesame in Malawi, with the environment in which it operates, which here is the global marketplace. The compilation of this report has revealed areas of uncertainty in both, and the formulation of strategy and associated activities is therefore premature. In the first instance, a greater understanding of the position of Malawi and its options is needed and the following notes elaborate recommendations towards this goal. As a smallholder crop, capable of providing income in areas where the options are quite limited, sesame has a key role in sustaining agriculture in disadvantaged areas. Research study participants lamented/complained of inadequate support for producers ranging from, structural, and policy and strategy designs aimed at developing the sesame value chain in Malawi.

The study therefore recommends that:

- Government and all stakeholders have to appraise and evaluate the research, trials and extension services available to the sesame sector.
- Value chain actors should investigate opportunities in other markets, with particular focus initially on the oil markets of the Far East, Korea and Taiwan.
- Exploration of the possibility of policy changes to guard black market trade with neighboring countries is essential.
- The government has to evaluate the competitive position of Malawi's sesame in the Japanese market and assess the opportunity for increasing market share.
- In conjunction with other recommendations above, evaluate the opportunity for differentiating Malawi's sesame for oil users and explore the economics and market potential for pressing sesame in Malawi on an industrial scale.
- There's a need for collaborative efforts in appraising and critically understanding the requirements of other sesame sectors. It seems that Malawian sesame is generally imported as an oilseed. The seed from Malawi has relatively high oil content and is competitively priced. Where the bakery and confectionery users of sesame have particular requirements concerning seed attributes, such as color and flavor, the sesame oil sector is less demanding. Malawi's position is therefore precarious: low prices can be replicated by any other low cost producer and quality norms, such as there any, are easily matched.

7.0 SWOT Analysis of the Malawi Sesame Industry

The purpose of this SWOT – Strength, Weakness, Opportunities and Threats analysis - is to provide basic information for strategic restructuring of the investment appraisal within the industry in Malawi. The analysis highlights several issues regarding the sub-sector that are critical for both Malawian and international stakeholders. The observations under each component have been grouped into the general categories: market/price; production; processing; exporting; and labor.

Strengths

Market/price

- Acceptance by at the national, regional and intentional portfolios
- Strong domestic demand for sesame underpinning the production

- Product with recognized nutritional benefits

Production

- Widespread cultivation
- Cultivation technology well understood
- Contributes to sustainability of local agriculture
- Minimal inputs required
- High employment oriented
- Relatively pest and disease free in Malawi

Export-related

- The existence of highly professional exporters
- Established trading connections with overseas markets
- Easy access to sea-freight

Labor

- Large supply of unskilled labor
- Highly dependent on a single market, Asia
- Poor market breadth
- High cost of local capital
- Value added not provided (exporting a raw commodity rather than a food ingredient)

Production

- Produced by a large number of smallholders
- Absence of standards
- Absence of support to farmers – trials, inadequate extension services etc.

Processing

- Limited at present to cleaning facilities

Export-related

- The delays and low efficiencies of the road transport and aviation services
- Poor infrastructure

- Low standards

Opportunities

Market/Price

- Increasing demand for sesame
- Multiple markets and uses
- Unexploited markets such as Taiwan and Korea
- Further opportunities in Japan

Production

- Potential for expanding production
- Improve farm income by improving quality criteria
- New varieties

Processing

- Possibility of hulling, grinding or pressing for oil

Export-related

- Increase foreign exchange earnings

Threats

Market/Price

- Fall in international prices
- No differentiation from other supplies to this sector
- In some countries, the price for Malawian sesame is discounted
- Low credibility of Malawian products and exporters
- The ability of other low cost producers to mirror the comparative advantages of Malawian sesame in the global market

Production

- Competition from other crops

Export-related

- Bureaucratic policies and procedures with export.

8.0 Key action points for government and its collaborating partners

In reference to the study findings highlighted earlier, CISANET proposes to government and its collaborating partners to act swiftly on the following four activity domains if the sesame value chain is to reposition itself and contribute to the socio-economic development of Malawi.

Support to local institutions operating on the value chain

- Capacity development of specific actors such as farmers in agribusiness management which includes needs assessment, prioritisation and planning.
- Capacity development of local service providers such as agricultural extension workers.
- Support (financial and technical support) to training institutions such as LUANAR and NRC to support extension training
- Formulate sesame associations for easy collaboration with farmers

Innovation development and testing

- Conduct demand driven action oriented research and studies
- Participatory policy reviewing and development

Knowledge and Innovation

- Conduct sesame workshops and platform meeting as a means of information dissemination.

Information and knowledge management that includes capitalization of experiences and development of manual and toolboxes for extension staff.

9.0 Study tools

- Questionnaires
- Checklist
- Focus Group Discussions
- Literature Review

10.0 Contributions

- The District Commissioners Offices in Karonga, Salima, Balaka, Chikwawa and Nsanje

- The District Agriculture Development Office Karonga,Salima,Balaka,Chikwawa and Nsanje
- Civil Society Organizations Network members in Karonga,Salima,Balaka,Chikwawa and Nsanje
- Bvumbwe Agricultural Research Station
- Sachas Bakery
- Bakeline Bakery
- Pride Bakeries
- Tione Bakeries
- GOAL Malawi
- Total Land Care (TLC)
- River of Life Evangelical Church (ROLEC)
- Foundation for Active Civic Educators (FACE)
- Concern Worldwide (CWW)
- Small scale farmers from all the Extension Planning Areas in Nsanje (i.e.: Nyachilenda, Zunde, Magoti, Mpatsa and Makhanga)
- Vendors Community Karonga,Salima,Balaka,Chikwawa and Nsanje
- Agro Dealers Networks Karonga,Salima,Balaka,Chikwawa and Nsanje

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