



GRUPO DE PAÍSES PRODUCTORES DEL SUR

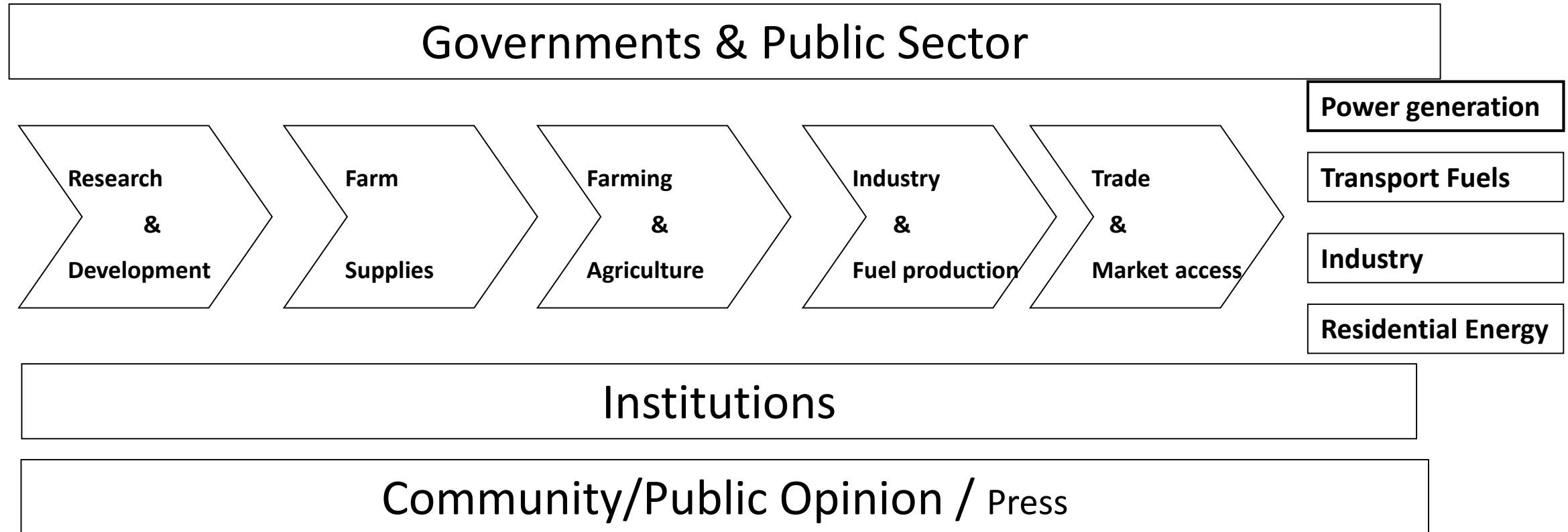
GROUP OF PRODUCING COUNTRIES FROM THE SOUTHERN CONE

Bioenergy Value Chains

Martín Fraguío

- A competitive bioenergy value chain is made of hundreds of public and private decisions.
- Goods and Service with more competitive value chains have better market access.
- Strategy, structure and institutional environment or culture are the three key dimensions of a bioenergy value chain.

Bioenergy Value Chains



Value Chain Alignment

Strategy

- Based on Relations
- Common Goals
- Public-Private
- Competitive Advantages

Institutional Culture

- Communication
- Negotiation
- Consensus
- Trust

Main Challenges

Domestic

- Public-Private coordination
- Value chain strategy
- Market Access
- Inflation
- Investments
- Technology
- Consumer perception and choice
- Exchange rate
- Social & economic development

International

- GHG emissions reduction
- Efficient Global Markets
- Foreign investments
- New trade barriers based on:
 - GHG emissions
 - ILUC
 - Indirect effects
 - Food vs fuels
 - Certification schemes
 - Environmental debate
 - Biotechnology
 - Agchemicals

Thank you,

- Martín Fraguío
- mfraguio@gmail.com
- +54911 5602 3272