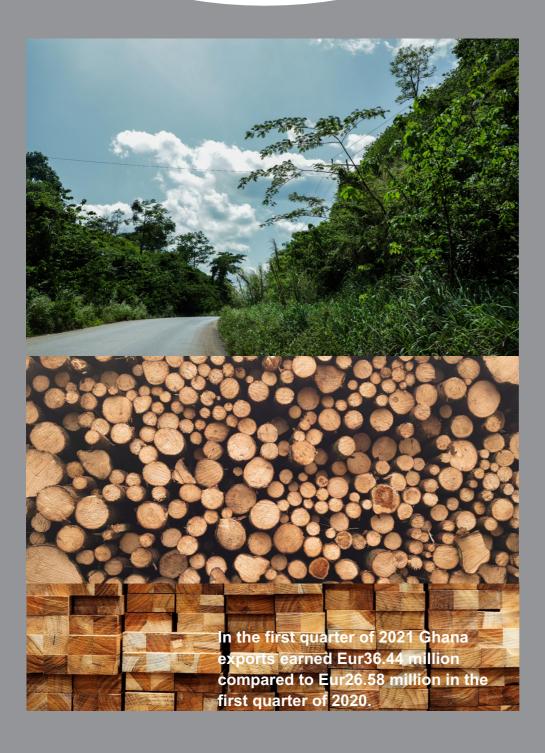
Market Report

Prepared by the London Office & Timber Industry Development Division of the Forestry Commission for Ghana's wood products sector





3rd Qtr 2021

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Foreword

The coronavirus (COVID-19) has changed the world and has changed the way that many in the world relate to facts and figures. This edition opens with a series of articles on tropical timber trends covering Ghana, Southeast Asia, North and Central America. It also covers the potential for investment in Climate Change related programmes/projects in Ghana with the Cocoa Forest REDD+ program, Ghana Shea Landscape Emission Reductions project, and Forest and Farm Facility Phase II project. Finally, we conclude with benefits of FLEGT licensing to European market prospects. This gives a highlight that the existence of EU Timber Regulation (EUTR) is helping to reduce reputational problems surrounding trade in tropical timber.

Charles Dei-Amoah Head-Ghana Forestry Commission, London Office

Ghana's wood product exports rebound

Ghana exported 120,562 m³ of wood products during the first 5-months of 2021 with total value of Eur 63.60 million according to Timber industry Development Division (TIDD) of the Forestry Commission. Data for 2021 compared to the same period in 2020 (76,551 m³, Eur38.00 million) showed increases of 57% in volume and 67% in value year-on-year.

Products which registered significant increases in export volumes over the previous year included billets (293.25%), air-dry sawnwood (57%), sliced veneer (33%), kiln-dry sawnwood (20%) and plywood for the regional market (6%). These products also registered corresponding increases in export earnings.

The average unit price for products exported during the period was in the range of Eur509 to Eur1,107 per m³. Teak shipments to India accounted for close to 51% of the total export volume to become the leading export timber followed by wawa, ceiba, denya and asanfina.

Nine ECOWAS countries accounted for a total volume of 11,951 m³ representing (10%) of total exports for the period January to May 2021 while for the same period in 2020 seven ECOWAS countries also accounted for 8,515 m³ (11%) of total exports. The leading species shipped to all markets were teak, ceiba, wawa, dahoma and black ofram.

Export to major markets

Ghana has five major continental markets for wood products for which available data show that Asia and the Far East are the leading market destinations with the least exports to Oceania.

For the period under review wood exports to Asian markets increased, rising over 60%. The Middle East markets also made a positive impact during the period with a growth of 4% year on year.

The pace of export growth to Europe, Africa and America was only moderate in the first 5 months of 2021 compared to 2020. The export of wood products to these regions included air and kiln dry sawnwood, billets, teak and mahogany sliced veneer, rotary veneer, plywood and emire, niangon, ceiba and wawa boules.

Cumulative exports for the period registered increases of

43% in volume and 53% in value against that for the same period in 2020. All products, except rotary veneers, registered positive increases in the first five months of 2021 compared to the same period in 2020.

Ghana's wood product exports in the first five months of this year earned the country Eur 49.15 million from a total volume of 93,527 m³ according to data from the Timber Industry Development Division (TIDD) export permit report. Of the revenue from wood product exports for the period reviewed, Asian markets accounted for just over 60% of total exports followed by Europe (17%), Africa (9%), America (9%) and Middle East (5%) of the total receipts. The top four export products all recorded corresponding increased earnings compared to 2020 for example billet (275%), air-dried sawnwood (33%), overland plywood (16%) and kiln-dried sawnwood (6.48%).

In the first quarter 2021 there were 92 producers who exported twelve different products from 47 different species including teak, wawa, ceiba, denya and esa to 41 markets with the first top five being India, the United States of America, Belgium, Germany and Italy.

First quarter 2021 exports earned Eur36.44 million compared to Eur26.58 million in the first quarter of 2020.

Forest Industries Association of Ghana (FIAG) formally launched

The Forest Industries Association of Ghana was launched on June 29, 2021. and seeks to strengthen the private forestry sector to respond to current challenges of climate change, sustainability of forestry resources and trends in global trade.

The Association members are the Ghana Timber Millers Organisation (GTMO); Ghana Timber Association (GTA); Furniture and Wood Products Association of Ghana (FAWAG); Wood Workers Association of Ghana (WAG); Ghana Sawn Timber Sellers Association (GSTSA); Domestic Lumber Traders Association (DOLTA): Domestic Lumber Manufacturers of Ghana Association (DOLMAG): National Association of Handicraft Exporters (NAHE); Kumasi Wood Cluster (KWC); and Ghana Canoe Carvers Association (GCCA) as its membership.

Indonesia: Plantation & natural forest log protection rises

The performance of the Indonesian forestry and wood processing sectors in the first and second quarters of 2021 improved compared to the same periods in 2020. There was an increase in log production, processed wood production, NTFP production and export earnings.

Production of logs from both natural forests and plantation forests in the second quarter of 2020 was 11.56 million cubic metres and this rose to 12.8 million cubic metres in the second quarter of 2021. Processed wood production in the first quarter of 2021 increased by 6% compared to 2020 and in the second quarter it was the same as last year.

To accelerate the growth of the forestry sub-sector the government implemented several policies including relaxation of fiscal policy, acceleration of the implementation of the Job Creation Law and facilitation of financing for timber legality certification for MSMEs in forest products and community forest industries.

Recovery of exports to US

Indonesia's furniture and craft exports recorded positive growth especially to the US market rising 35% in the first half of 2021.

During the first half of 2021 exports of furniture and crafts were valued at US\$1.687 billion, a 35% increase year on year. The main market was the US (50%) followed by Japan (7%), the Netherlands (5%) Germany (4%), Belgium (4%), Australia (3.6%) and the UK (3%).

Meanwhile, the Director of Production Forest Business in the Ministry of Environment and Forestry (KLHK) reported that exports of forest and wood products in the first quarter of 2021 increased to US\$3.045 billion compared to the US\$2.731 billion in 2020. In the second quarter of 2021 exports increased 70% year on year.

Indonesia timber export trends

The Indonesian forestry sector has achieved two major goals in the first half of the year; a significant fall in the number of hotspots that could have resulted in forest fires and a substantial growth in wood product exports.

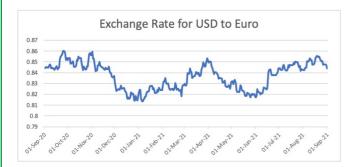
In the first 4 months of this year Indonesia's exports of wooden furniture and handicrafts increased by almost 40% compared to the same period in 2020.

Indonesian handicrafts to Japan reached US\$10.32 million in the first 5 months of 2021, an encouraging figure amid the pandemic as most are from SMEs. Products exported to Japan included wooden frames valued at US\$2.18 million, rattan baskets worth US\$562,000, woven baskets made from natural material US\$435,000 thousand and synthetic wigs worth US\$423,000.

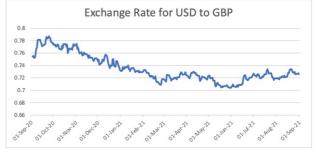
After the sharp dip in UK imports of tropical joinery products during the first lockdown period in Q2 2020, imports gradually built momentum until March this year and then surged in April. Imports from Indonesia, mainly consisting of doors, were USD46 million in the first five months of 2021, 46% more than the same period last year. The UK tropical timber imports from Indonesia made gains during this period, rising 36% to 20,400 m³.

Currency exchange rate trends

USD per 1 Euro 12 months to Sept 2021



USD per 1 GBP 12 months to Sept 2021



USA and Canada tropical hardwood imports

After a strong recovery in March, US imports of sawn tropical hardwood held steady in April, falling a modest 2% from March. At 9,457 m³, volume is only slightly more than half that of last April, which saw a spike early in the pandemic.

Imports from Congo (Brazzaville) were down 66%, while imports from Ecuador and Brazil fell 11% and 16%, respectively.

Imports this year from Brazil, by far the largest supplier of sawn tropical hardwood to the US in 2020, are down 83% year to date through the first four months of 2021.

However, there is no single species that is significantly down in volume. Teak imports fell by

77% in April and are behind 24% year to date, yet cedro (*Cedrela odorata*) fell 21% in April but is up 67% year to date, and acajou d'Afrique (*Khaya anthotheca*) imports are ahead 22% year to date despite falling 22%.

Canadian imports of sawn tropical hardwood soared in April, gaining 79% over March 2021 to mark the strongest month since October 2019.

Imports of mahogany rose 20% and imports of iroko rose 30%, while imports of virola, imbuia and balsa more than doubled. Imports from Congo (Brazzaville), the Democratic Republic of Congo, Cameroon, and **Ghana** were all up sharply.

Country news

Vietnam

In the first two quarters of 2021 Vietnam's export value of wood & wooden products reached 8.205 billion US-\$ and was up by 62.6% compared to the same period in 2020. June 2021 even set a new export record with 1.558 billion US-\$, up by 10.2% compared to previous month and by 64.51% compared to June 2020. Most of the main markets increased sharply such as the USA with +14.02%, Japan with +13.87%, South Korea +(10.51%), Canada (+28.16%), France (+30.62%) and especially the Netherlands with +54.52% compared to the previous month.

The export value to China and the UK, however decreased and those to Malaysia and Taiwan fell sharply. In the first 6 months of 2021, the United States has been the largest export market of Vietnamese wood, reaching more than 5 billion US-\$, accounted for 61% of the total export turnover. It has also been the market with the largest growth among Vietnam's key export markets, with an increase of 93.43% over the same period in 2021. The import value in the first 6 months of 2021 reached 1.542 billion US-\$, up by 40.8% over the same period last year. In June 2021, the import slightly decreased, achieved 269 million US-\$, down 4.6% compared to previous month and increased by 42.83% over the same period last year. The wood import value from China, the US and Brazil decreased slightly over the previous month but fell sharply in the markets of Laos, France and Germany. In contrast, the import from Thailand, Chile and New Zealand increased sharply.

In the first two quarters of 2021, the import value from most of the main supply markets increased strongly compared to the same period in 2020: China 76.67%, Thailand 89.93%, Brazil 128.67%. In contrast, the import from a few markets decreased such as the USA 5.25% and Russia 32.71%. Due to current business and production restriction as pandemic measures a forecast of the next months is hard to come by.

Gabon

Gabon has forecast production of sawnwood to increase by 2.5% to 1.17 million m³ this year compared to the 5.4% decline in 2020. Sawnwood exports were around 835,299 m³ in 2020 due to slow international demand. However, sales in the domestic market expanded 2.3%. Producers in Gabon continue to raise concerns over increases in sawnwood export taxes as this puts them at a competitive disadvantage with shippers in other countries such as Cameroon.

UK

UK imports of all tropical wood products in Chapter 44 of the Harmonised System (HS44) of product codes were USD178 million in the first four months of 2021, 20% more than the same period last year. With imports of USD58 million in April 2021, this was the highest monthly import value recorded.

Comparing the first four months of 2021 with the same period in 2020, UK imports of tropical joinery products increased 45% to USD80 million while imports of tropical plywood increased 16% to USD50 million and imports of tropical mouldings/decking increased 20% to USD8 million. These gains offset a 16% decline in tropical sawnwood imports to USD23 million.

Promoting Investments in Climate Change Issues in the Forestry Sector in Ghana

The Climate Change Directorate (National REDD+ Secretariat) of the Forestry Commission of Ghana is currently coordinating three main programs/projects on the ground under the Global Climate change mitigation and adaptation mechanism dubbed. Reducing Emissions from Deforestation and forest Degradation plus **Biological** diversity Conservation, Sustainable Management of Forests and Carbon Stocks Enhancements (REDD+). REDD+ is enshrined in Article 5 of the Landmark Paris Agreement on Climate Change and it incentivizes action for tropical forest protection, conservation and sustainable management against acceptable global safeguards and carbon accounting benchmarks for transparency, inclusiveness accountability.

The objectives of the programs/projects in Ghana are:

- To reduce emissions from deforestation and Forest degradation while enabling carbon stocks enhancement:
- To Preserve Ghana's Forest estate to sustain their ecosystem services, conserve biodiversity and maintain a cultural heritage for generations to come;
- To incorporate Climate resilient practices in Ghana's Commodity production systems;
- To enhance livelihood interventions for local communities for income diversification;
- To provide an enabling environment for Private sector growth and sustainability and
- To create green jobs for the youth.

The three programs/projects are:

- A. The Ghana Cocoa Forest REDD+ Program.
- B. The Ghana Shea Landscape Emission Reductions Project.
- C. The Forest and Farm Facility (FFF) Phase II Project.

A. The Ghana Cocoa Forest REDD+ Program (GCFRP)

The Ghana Cocoa Forest REDD+ Program (GCFRP) is the premiere program to be fully developed under Ghana's REDD+ Strategy, borne out of a 10-year period of readiness with support from the Forest Carbon Partnership Facility (FCPF). Its implementation on the ground is being funded through an agreement with the Carbon Fund also of the FCPF. The program is jointly being developed by the Forestry Commission and Ghana Cocoa Board with the support of private sector actors, local communities, traditional authorities, NGOs and CSOs. The programme has 6 main pillars around which interventions and activities are being implemented. They are:

• Forest Reserve Rehabilitation & Restoration

- Institutional Coordination and Monitoring Reporting and Verification System
- Landscape Planning within Hotspot Intervention
- Implementation of Climate Smart Cocoa practices
- Risk Management and Finance
- Legislative & policy Reforms

Areas of support for the GCFRP for potential partners include the following:

- Diversified and Additional livelihood support for farmers
- Support the pillaring and boundary planting of admitted farms within forest reserves
- Undertake reforestation of degraded forest reserves in the HIAs
- Set-up a functional National Forest Monitoring System (NFMS)
- Support the Project Management Unit for easy coordination and monitoring of GCFRP activities
- Provision of logistics for active monitoring and patrolling of forest areas
- Strengthen the development of landscape governance structures

B. Ghana Shea landscape Emission Reductions Project (GSLERP)

This project targets the 5 Northern savannah regions of Ghana. It is the second largest project in Ghana's REDD+ Strategy in terms of emission reductions potential.

The GSLERP seeks to promote sustainable approaches to land use, forest conservation, and enhanced community-based resource management to stem the on-going degradation and deforestation from illegal logging, charcoal production, agricultural expansion and illegal mining that threaten the forests and Shea production system. This programme would also be an important initiative to strengthen rural economies in the north, support female-dominated Shea harvesting systems and revenue streams and address poverty which is widely considered to be endemic in this zone.

The GSLERP will deliver:

- 200,000 hectares of off-reserve savannah forests restored and placed under self-financing community management;
- 300,000 hectares of degraded Shea parklands restored;
- 26,000 hectares of modified Taungya system forest plantations created in severely degraded forest reserves, and;
- National REDD+ monitoring and reporting systems strengthened.

Promoting Investments in Climate Change Issues in the Forestry Sector in Ghana

Proposed areas of support for potential partners in the GSLERP include the following:

- Forest Reserve Reforestation
- Technical and Financial support for CREMAS
- Shea Parklands restoration through agroforestry
- Establishment of Shea nurseries to provide planting materials
- Establishment of woodlots for wood fuel production
- Establishment of Shea Processing Plants
- Provision of community amenities such as boreholes/dug outs/ mini dams

C. Forest and Farm Facility Phase ii Project

The Forest and Farm Facility (FFF) is a multi-donor programme, housed within the Forestry Division of the

Food and Agriculture Organization (FAO) of the United Nations. The overall objective of the FFF is to support Forest and Farm Producer Organizations (FFPO) to be primary agents of change, build climate resilient landscapes and improved livelihoods.

Proposed areas of support for potential partners include the following:

- Mentoring of FFPOs to ensure effective governance structures
- Access to soft Financial Credits for FFPOs
- Provision of Reliable markets

Source: Climate Change Department of the Forestry Commission, Ghana

For further information on how to invest in these programs please contact Mr. Charles Dei-Amoah at ghanafc.london@ghanatimber.org

Trends in EU imports of tropical timber products

The EU27 imported 178,400 m³ of tropical sawnwood in the first three months of this year, 3% less than the same period in 2020. Imports were sharply down from Cameroon (-9% to 58,300 m³) and Malaysia (-38% to 13,900 m³), while imports from Côte d'Ivoire continued a steady decline (-6% to 5,600 m³).

However, there were gains in imports from Brazil (+21% to 32,500 m³), Gabon (+15% to 27,800 m³), Republic of Congo (+17% to 13,300 m³), Ecuador (+5% to 6,100 m³), and **Ghana** (+27% to 5,400 m³). Despite the sharp decline in imports from Cameroon this year and last, it is notable that the country still remains very dominant as the lead supplier of tropical sawnwood into the EU27.

In contrast to sawnwood, EU27 imports of tropical mouldings/decking increased in the first quarter of this year, at 45,700 tonnes 7% more than the same period in 2020. Imports from Brazil, the largest supplier, were level at 19,300 tonnes. Despite widespread reports of supply shortages for Indonesian bangkirai decking, imports of moulding/decking from Indonesia increased 24% to 16,400 tonnes during the three-month period. Imports also increased 24% to 3,400 tonnes from Peru and 11% to 1340 tonnes from Gabon. These gains offset a 26% decline in imports from Malaysia to 1600 tonnes, and a 26% fall from Bolivia to 1,300 tonnes.

EU27 imports of tropical logs, which have been in long term decline and are now a shadow of their former level, did at least rebound 9% to 22,000 m³ in the first three months of this year. Imports recovered from the leading African supply countries but imports from South American countries, which had increased sharply last year, fell back to negligible levels.

Imports increased 38% to 9,100 m³ from the Republic of Congo, 52% to 4,200 m³ from CAR, 8% to 2000 m³ from Cameroon, 5% to 2,000 m³ from DRC, and 7% to 2,600 m³ from Liberia. In contrast, imports from Paraguay fell 85% to just 236 m³ and from Guyana were down 27% to 360 m³.

EU27 imports of tropical veneer declined 4% to 64,900 m³ in the first three months of this year. After a rapid rise last year, imports from Gabon declined 1% to 33,500 m³. There were larger falls in imports from Côte d'Ivoire (-7% to 14,500 m³), **Ghana** (-7% to 1,800 m³), Equatorial Guinea (-78% to 900 m³), and Indonesia (- 17% to 1,537 m³). However, imports increased 13% to 4,700 m³ from Cameroon and 32% to 5,900 m³ from the Republic of Congo.

After a slow year in 2020, EU27 imports of tropical plywood made only marginal gains in the first quarter of this year. Imports of 51,500 m³ in the three-month period were just 2% more than in the same period in 2019. Imports were up from all four of the largest supply countries including Indonesia (+6% to 16,200 m³), China (+2% to 14,500 m³), Gabon (+29% to 8,000 m³), and Vietnam (+14% to 2,100 m³).

However, there was a decline in imports from Brazil (- 40% to 1,100 m³) and Malaysia (-37% to 875 m³.). The re-export of tropical hardwood plywood from the UK to EU27 fell 35% to 2,000 m³.

Sharp rise in China log imports in first half of 2021

Log imports in the first half of 2021 totalled 31.26 million m³ valued at US\$5.265 billion (CIF), up 29% in volume and 48% in value. The average price for imported logs was US\$167 (CIF) per m³, up 15% from the same period of 2020.

Of total log imports, softwood log imports surged 41% to 24.81 million m³, accounting for 78% of the national total. The average price for imported softwood logs was US\$142 (CIF) per m³, up 24% from the same period of 2020

China's log import in the first half of 2021 (volume)

| | 2021 1st half mil. m ³ | % change YoY |
|-------------------|-----------------------------------|--------------|
| Total log imports | 31.62 | 29% |
| Softwood logs | 24.81 | 41% |
| All hardwood logs | 6.81 | -1% |
| Tropical Logs | 3.77 | -8% |

Data source: China Customs

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Data source: China Customs

The main reason for the increase in the volume of softwood logs imports was that a large quantity was imported from European countries in the first half of 2021. It has been estimated that about 500 million m³ of damaged European spruce will have to be harvested up to 2024 and much of this will be imported by China.

Major log suppliers in the first half of 2021(volume)

| Major log suppliers in the first half of 2021 (volume) | | | |
|--|----------------------------|--------------|--|
| | Volume mil. M ³ | % change YoY | |
| New Zealand | 10.02 | 58% | |
| Germany | 6.43 | 95% | |
| Russia | 3.40 | 3% | |
| USA | 1.64 | 36% | |
| Uruguay | 1.10 | 467% | |
| PNG | 1.04 | -26% | |
| Solomon Is. | 0.96 | -6% | |
| Brazil | 0.94 | 176% | |
| Canada | 0.81 | 44% | |
| Czech Rep. | 0.73 | -48% | |

Data source: China Customs

Major log suppliers in the first half of 2021(value)

| | Value US\$ mil CIF | % change YoY |
|----------------|--------------------|--------------|
| New Zealand | 1,532 | 107% |
| Germany | 898 | 149% |
| Russia | 440 | 10% |
| USA | 364 | 33% |
| Uruguay | 137 | 564% |
| PNG | 215 | -17% |
| Solomon Is. | 161 | 0% |
| Brazil | 105 | 189% |
| Canada | 155 | 53% |
| Czech Rep. | 101 | -34% |

Data source: China Customs

Germany, the second largest log supplier

The volume of log imports from most countries soared in the first half of 2021 and Germany became the second largest supplier of logs to China. Log imports from Germany rose 95% to 6.43 million m³ in the first half of 2021. China's log imports from Uruguay and Brazil surged to 1.10 million m³ and 0.94 million m³ respectively which contributed to the increase in overall log imports.

New Zealand was the top log supplier to China in the first half of 2021 accounting for 32% of total log imports. Log imports from New Zealand totalled 10.02 million m³ in the first half of 2021, up 58% from the same period of 2020.

Major softwood log suppliers in the first half of 2021 (value)

| | Value US\$ mil CIF | % change YoY |
|-------------|--------------------|--------------|
| New Zealand | 9.97 | 58% |
| Germany | 6.19 | 119% |
| Russia | 1.97 | -11% |
| USA | 1.26 | 50% |
| Uruguay | 1.08 | 467% |
| Canada | 0.79 | 57% |
| Czech Rep. | 0.70 | -49% |
| Japan | 0.67 | 37% |
| Brazil | 0.46 | 1622% |
| France | 0.34 | 71% |

Data source: China Customs

Russia ranked third in terms of log exports to China at 3.40 million m³ in the first half of 2021, accounting for 11% of total log imports in the first half of 2021.

Benefits of FLEGT licensing to European market prospects

A survey of over 130 companies in the EU+UK, including a significant proportion of the region's largest importers of tropical timber products, highlights that FLEGT licensing has helped boost market prospects for Indonesian products. It also shows that implementation of the EU Timber Regulation (EUTR) and associated rising dependence on certified products has led to a narrowing in the range of tropical companies supplying the region overall.

But while EUTR contributed initially to the fall in share of tropical timber products in the EU+UK market, the survey reveals that this effect may be moderating, and a significant minority of respondents now suggest that the existence of EUTR is helping to reduce reputational problems surrounding trade in tropical timber.

The survey was undertaken in 2020 by the FLEGT Independent Market Monitor (IMM), the ITTO project supported by EU funding, and covered tropical timber trading companies in six countries (Belgium, France, Germany, Italy, the Netherlands, and the UK) which together account for over 90% of EU+UK timber imports from VPA partner countries.

The 2020 survey built on earlier IMM surveys undertaken each year between 2015 and 2019 and covered a broad range of private sector players, including importers and agents as well as manufacturers, retailers, wholesalers and building contractors.

In response to a question on which country respondents believed would be the most important supply country for tropical timber five years from now, Indonesia received by far the most individual votes in the 2020 survey, overtaking all four countries identified as potentially more important when the same question was asked in 2018 (Cameroon, Brazil, Malaysia and Congo Republic).

Indonesia received 45 out of a total of 293 votes in 2020 (survey respondents were allowed multiple answers), compared to 38 votes for Malaysia, 36 votes for Cameroon, and 32 votes for Brazil. Vietnam ranked only 9th in the 2020 survey, a result likely due to the fact that most respondents are importers of HS44 (chapter 44 of the Harmonised System of product codes – excluding wood for energy) wood products, rather than furniture which dominates imports from Vietnam.

India (3 votes) emerged for the first time as a potential key supplier in the 2020 survey. Over the last decade, Indian exports of wood products and especially furniture increased substantially to a number of countries in the EU+UK including Germany, the Netherlands, the UK and France.

Brazil made a sharp recovery in 2020, after a drop to just 12 votes and 9th place in the ranking in 2019. However, according to survey respondents, doubts persist regarding the political situation in Brazil and the implications for timber legality and EUTR due diligence.

Several other South American countries were mentioned as having potential to gain in importance as suppliers to Europe, including Peru (8 votes), Bolivia (3 votes) and Suriname (3 votes). Among South American VPA partner countries, Guyana (3 votes) was considered to have slightly more potential as a supplier than Honduras (1 vote) in 2020.

Surveyed companies were asked whether FLEGT Licensing and the introduction of the EUTR has had any direct impact on the share of tropical timber in their overall timber imports.

Two thirds of respondents confirmed fully or partially that, where possible, they would give preference to FLEGT licensed timber from Indonesia over unlicensed timber from competing sources. The proportion of respondents reporting small increases in Indonesian timber product imports due to introduction of FLEGT-licensed timber rose sharply to 28% last year; this compares to 12% in both 2018 and 2019. A few respondents indicated that Indonesia had gained market share from South American and Malaysian suppliers.

Nevertheless, a significant majority (71%) of respondents reported that FLEGT-licensing has led to "no change" in the share of Indonesian products in their purchases, a fact at least partly due to Indonesia supplying limited, even negligible, volumes of some key timber products (notably rough sawn hardwood).

The 2020 survey also showed that 60% of respondents found that the administrative process of importing FLEGT-licensed timber was easily understandable and manageable, a rise from around 50% in 2019 and less than 20% in 2017 survey. The number of respondents highlighting challenges in the FLEGT licensing procedure stabilised at a low level in 2020, after declining sharply in 2018 and again in 2019.

The number of respondents stating that they are "fully aware of the FLEGT process and what it involves" increased by 10 percentage points to nearly 60% between 2019 and 2020, the third year of increase. The proportion of respondents that was partially aware was close to 40% in 2020 and those stating they were "unaware of FLEGT" fell to a negligible level in 2020.



TIDD P.O. Box 515 Takoradi, GHANA Tel: 031 22921-23 Fax: 031 23339 Cables: TIMBOD

London Office
Unit 4
Granards Business Centre
Bunns Lane
Mill Hill London
NW7 2DZ Tel: 020
8906 9560
Fax: 020 8906 9570
email:
ghanafc.london@
ghanatimber.org
Web:
www.ghanatimber.org

