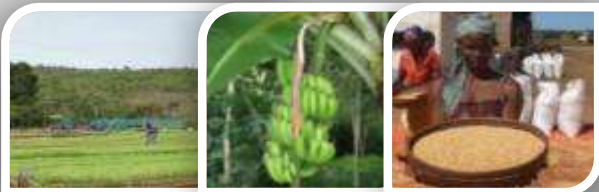


Mozambique



Stimulating Private Sector Agricultural Investment in Mozambique

Seed Registration Process
June, 2013



Monitor
Deloitte





Seed Registration Process

Key Contacts

PRELIMINARY

National Seed Department (DNSA)

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Maputo, Mozambique*

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+258 82 62 58 270

+258 84 25 58 603

Center of Promotion for Agriculture (CEPAGRI)

*Rua da Gâvea n°33 - 1°andar
Maputo, Mozambique*

Abdul Cesar

abdulcesar@hotmail.com

+258 82 30 02 017; +258

84 42 84 443

SADC Secretariat

Private Bag 0097

Gaborone, Boswana

www.sadc.int

registry@sadc.int

+267 359851

+267 356086

Registered Seed Companies in Mozambique¹

- AGRIFOCUS
- TECAP
- SOLUCOES RURAIS
- CAMPO TERRA
- CONTABIL (Moc.) LDA
- IAP - Insumos Agricultura e Pecuaria
- MOZASEM, LDA
- TWIGA CHEMICAL INDUSTRIES (MZ), LDA
- TIMBER LAND, LDA
- AGRO INCOMATI, Lda
- SAPAP-SOCIEDADE DE PRODUCAO E ABASTECIMENTO AGROPECUARIA
- CONSULTORIA, REPRESENTACAO E COMERCIO, LDA
- SEMENTES DE NAMPULA, LDA
- Agro Global, Lda
- MATUEL COMERCIAL
- AGRO COMERCIAL, OLINDA FONDO
- SEED MOQ - Semente Mocambicana de Qualidade, EI
- HORTICOLAS DE MOCAMBIQUE
- BONIMAR AGRO-COMERCIAL
- SEFFAGRI, LDA
- EMJET, Lda
- JNB Empreendimentos
- TECNEIRA MOCAMBIQUE SA
- PANNAR SEED, Lda
- SEMOC - SEMENTES DE MOCAMBIQUE, SARL
- IKURU, SARL
- LOZANE FARMS
- MIA- Mocfer Industrias Alimentares
- AGRICIN, LDA
- JCF PROCAMPO LDA
- LUSOSEM
- DENG COMERCIAL
- SEMENTE PERFEITA
- Manica Mbeu
- Nzara Yaperia
- IAV
- IAM
- MOCOTEX
- BRAZAFRICA
- Morais Comercial
- ORWERA LDA



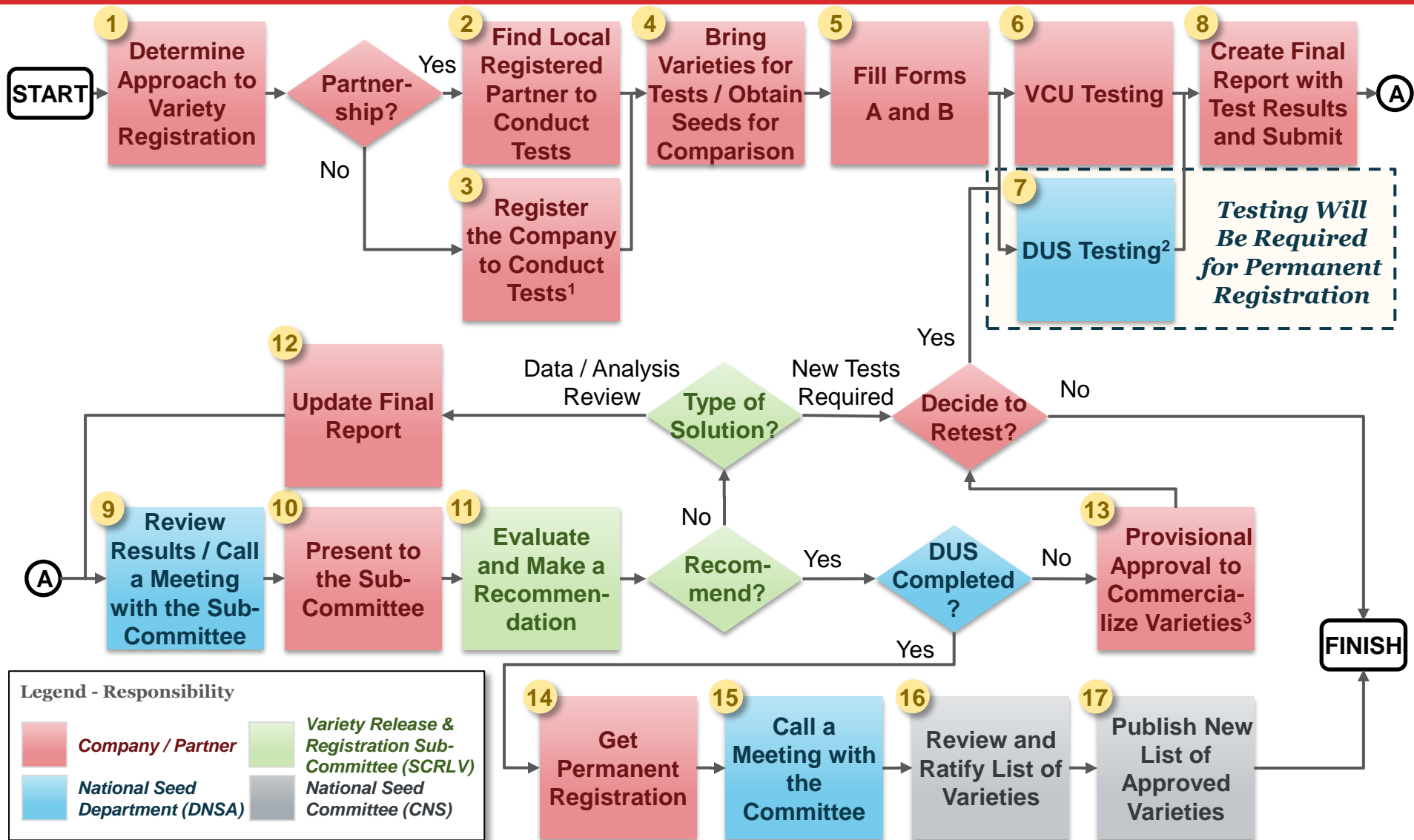
- **CEPAGRI:** Center for Agriculture Promotion
- **CNS (Committee):** National Seed Committee
- **DINA:** National Directorate of Agriculture
- **DNEA:** National Directorate of Agriculture Extension
- **DNER:** National Directorate of Rural Extension
- **DNSA:** National Directorate of Agriculture Services
- **DSU:** Distinction, Stability and Uniformity (Test)
- **ICM:** Mozambican Grains Institute
- **IIAM:** Mozambican Agrarian Institute
- **INIA:** National Institute of Agriculture Research
- **SADC:** Southern African Development Community
- **SCRLV (Sub-Committee):** Variety Release & Registration Sub-Committee
- **UNAC:** National Small Farmers Union
- **VCU:** Value for Cultivation and Use (Test)



Seed Registration Process

Mozambican Process (Non-SADC Approved)

PRELIMINARY



Notes: 1) Many foreign companies initially look for local partnerships rather than chose this option; 2) DUS Testing is currently not available due to need for additional funding / planning. Is an important step in using Mozambican approval to register seeds in SADC; 3) Provisional approval currently will last through end of 2014
 Source: Seed Regulation, Interviews with IIAM, CEPAGRI, MozSeeds



1

Determine Approach to Variety Registration

The decision as to choosing / not choosing a partnership should consider the following:

● **Partnership:**

- Existing operations and local knowledge of the process / key contacts may facilitate timely attainment of the approval
- Can be helpful to commercialize seeds locally
- May require partner oversight and company may need to test their reliability
- Will need to negotiate rights to approved variety and potential future returns / incentives

● **No Partnership:**

- While company registration process is not complex, it could delay seed registration process
- Company will likely need:
 - Technical knowledge on the agro-environment
 - Land for testing
 - Resources to fund / enable tests
 - “On the ground” presence
 - Relevant contacts within the government

2

Find a Partner Registered in Mozambique to Conduct Tests¹

- List of Registered Seed Companies (potential partners) available with CEPAGRI (Center for Agriculture Promotion) or Seed Department within DNSA (National Directorate of Agriculture Services)
- Local companies may be looking for the following when setting up a partnership:
 - Registration rights, distribution rights and exclusivity
 - Knowledge transfer
 - Local seed production instead of seed importation
- Contracting will be important, though intellectual property laws are still being developed

3

Register the Company in Mozambique to Conduct Tests

- Prepare legal documents to register the company in Mozambique as a seed company
 - Process could take up to 2 months, though should be faster
 - May need to hire local lawyer / representative to speed process
- Understand local seed registration process
- Conduct primary and secondary research about local conditions/seasons for planting and testing
- Look for resources such as equipment, skilled labor and land to conduct own tests

Note: 1) See slide “Seed Registration Process – Key Contacts” in this document for a list of registered companies in Mozambique; IIAM technicians can also be partners in the registration process, they can help conducting tests, building the report and presenting to the sub-committee

Source: Seed Regulation, Interviews with IIAM, CEPAGRI, MozSeeds



4 Bring Varieties for Tests / Obtain Seeds for Comparison

- Request permission from the Minister of Agriculture to bring up to 2 Kg of seeds for testing by writing a letter to the Seed Department
 - Can be done with assistance from CEPAGRI
- Ask for appropriate seed variety to conduct comparative tests
 - Seeds can be purchased in the market or provided by IIAM (Mozambican Agrarian Institute) depending on variety

5 Fill Forms A and B

- Both Forms can be requested from Seed Department
- Form A is general, while Form B is crop specific
- Can be completed before VCU and DUS tests based on:
 - Already known characteristics of the variety
 - Preliminary tests conducted in Mozambique
 - Other tests conducted overseas
- VCU and DUS tests are performed to validate information included in Form B
- Submit Form B to Seed Department to start DUS testing

6 VCU Testing¹

- VCU - Value for Cultivation and Use - is performed by the company for 2 planting seasons (i.e. 2 years):
 - Preferably in 3 regions (North, Center, South) to allow for sales nation-wide
 - Ideally, each test site is visited 3 times by Seed Department¹ (vegetative, flowering, and maturation)
- Have to plant and compare against at least one seed variety that is already approved in Mozambique
- Test will need to demonstrate that variety **is better in at least one characteristic** than existing approved seeds

7 DSU Testing²

- DUS - Distinction, Stability and Uniformity - is conducted by Seed Department for 2 planting seasons (i.e. 2 years):
 - Only in one region (usually in or close to Maputo)
- Have to use at least one seed variety for comparison that is approved in the market
- Seed Department can provide additional details for the test, but at current the test is not being performed due to lack of resources
- Seed Department will create a report with their findings

Note: 1) Currently, Seed Department does not have the needed resources to attend VCU testing; as such these visits are not currently required; 2) The Government does not have enough resources to conduct DUS Testing which made it create the provisional registration license

Source: Seed Regulation, Interviews with IIAM, CEPAGRI, MozSeeds



8

Create Final Report with Test Results and Submit

- The report should be in Portuguese and could contain¹:
 - Details on the VCU test: how many tests, location (climate, altitude, soil, rain), techniques/materials used, dates in which tests were performed
 - Which registered varieties were used for comparison and details of the comparative tests
 - Explanation of statistical analysis (to control against variables); details on which program was used
 - Results (harvest size) with comparison and details (e.g. which fertilizers were used)
 - Description of results and specific information about the characteristics that make tested varieties better
 - Economic viability (based on inputs used)
 - Commercial strategy (including distribution, marketing and sales)
 - Conclusion and references
 - Table with varieties and results across characteristics (e.g. harvest time, time for flowering)
 - Botanical Comparison
- Upon completion, provide to Seed Department for review

9

Review Results / Call a Meeting with the Sub-Committee

- Seed Department:
 - Reviews the documents and clarify any questions with the company
 - Calls a meeting with the Variety Release & Registration Sub-Committee (SCRLV, referred to as Sub-Committee) to discuss this specific seed registration process
 - Sends out report to Sub-Committee prior to meeting
- The Sub-Committee has no fixed meeting, but will meet when needed and can meet to discuss a single variety
- The Sub-Committee is chaired by the National Director of the Agriculture Services, co-chaired by the Director of IIAM and includes the following members: Head of Seed Department; Head of the Seed Department Variety Release and Control Section; Head of the Plant Protection Department; Director of ICM (Mozambican Grains Institute); representatives of DNEA (National Directorate of Agriculture Extension), Seed Companies, Seed Producers Association, and UNAC (National Small Farmers Union)



10

Present to the Sub-Committee

- On the scheduled date and time, the company presents the varieties using a PowerPoint overhead presentation, preferably with pictures of tests / results
 - Presentation should summarize report, but focus on context on tests, results, and why the varieties are better than existing options
 - Presentation should be 15-30 min. and in Portuguese
- Seed Department will present the results of the DSU Testing (if the test was conducted)
- After the presentation there is a Q&A session

11

Evaluate and Make a Recommendation

- After the presentation and the Q&A session, Sub-Committee members discuss for about 15-30 minutes and immediately provide their recommendation:
 - *Positive recommendation*: the company is allowed to commercialize varieties in Mozambique
 - *Negative recommendation*: company will need to review the process and work on the issues raised by the Sub-Committee
- The Sub-Committee can approve a subset of all varieties presented by the company in the session

12

Update Final Report

- According to the issues raised by the Sub-Committee, the company should review the final report, update data analysis, and resubmit the report to schedule a new presentation
- In this case, there is no need to conduct additional tests

13

Provisional Approval to Commercialize Varieties

- The company is granted a provisional license to commercialize varieties
- This license is set to expire in 2014, but this date is under review and might be extended
- Once registered, company needs to obtain a form from Seed Department to import seeds
 - This form should be filled and submitted to Customs



14

Get Permanent Registration

- The company is granted a permanent license to commercialize varieties
- Once registered, company needs to obtain a form from Seed Department to import seeds
 - This form should be filled and submitted to Customs

15

Call a Meeting with the Committee

- Committee meeting is usually only one time per year, and it is not called for a specific seed variety
- It is chaired by the Minister of Agriculture, co-chaired by the Director of DINA (National Directorate of Agriculture) and includes the following members: DINA, Seed Department, INIA (National Institute of Agriculture Research), DNER (National Directorate of Rural Extension), National Directory of Economy, seed companies, Faculty of Agronomy and Forestry, associations of seed producers, Institute of Cereals, Ministry of Plans and Finances, Ministry of Commerce

16

Review and Ratify List of Varieties

- The Committee reviews and ratifies Sub-Committee approvals

17

Publish New List of Approved Varieties

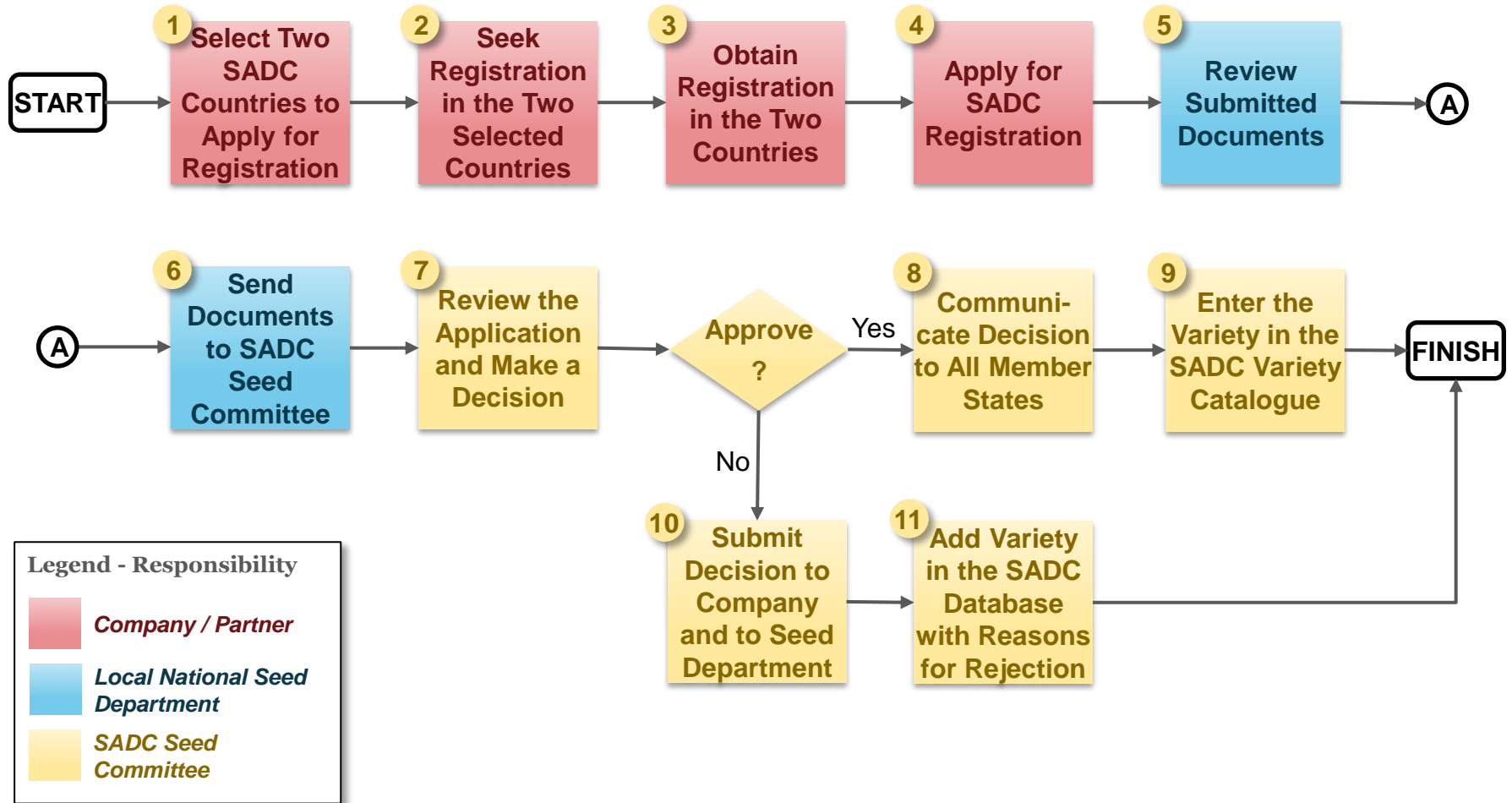
- The Committee publishes the new list of approved seed varieties adding seeds approved by the Sub-Committee



Seed Registration Process

SADC Process¹

PRELIMINARY



Note: 1) As of June/2013 the SADC process is still under implementation as some countries yet have to sign the agreement and the offices/structure for the SADC Committee and Seed Center has to be finalized



Seed Registration Process

SADC Process - Steps (1/3)

PRELIMINARY

1 Select Two SADC Countries to Apply for Registration

- The company should select two countries to conduct required procedures to register varieties
- Criteria used by company could include:
 - Countries which represent key markets for the company
 - Countries' alignment with SADC procedures
 - Countries where the company believes it may have greater success / move forward expediently due to: familiarity with government and associations, presence or expertise within the country, etc.

2 Seek Registration in the Two Selected Countries

- The company should follow the procedures in each of the two selected countries to register their varieties
- Procedures are specific to each country (i.e. they are not the same for all SADC countries)
- The Mozambican Seed Registration Process is described in this document and it serves as an example

3 Obtain Registration in the Two Countries

- In the two selected countries, national registration requirements must be met
- The varieties need to be registered at the national level in each country of application

4 Apply for SADC Registration

- The company will then apply for SADC variety registration through the local Seed Department in the country of application
- The application form is accompanied by:
 - Results of DUS¹ and VCU² tests
 - The suggested variety name
 - Proof of national registration in two countries
 - Reference sample

Note: 1) The SADC DUS testing is different from the DUS testing for the Mozambican Seed Registration Process; SADC requires that the DUS testing be made by a private organization working in accordance with descriptor guidelines developed by the International Union for Protection of New Plant Varieties (UPOV) for 1 year; 2) Different from the Mozambican Process, the VCU test can be supervised by a competent public or private agricultural organization

Source: Seed Regulation, Interviews with IIAM, CEPAGRI, "Technical Agreements on Harmonization of Seed Regulations in the SADC Regions" – SADC Secretariat



5

Review Submitted Documents

- The local Seed Department verifies the application and stores the reference sample

6

Send Documents to SADC Seed Committee

- The local Seed Department then submits the application with attachments to the SADC Seed Committee

7

Review the Application and Make a Decision

- SADC Seed Committee: reviews the application, makes a decision on regional release, and informs Seed Departments of all Member States with a copy of the application
- It is important to note that genetically modified seeds cannot be registered at the SADC level, only at the country level
- Landraces and other local plant varieties for which sufficient documentation is already available are exempt from field tests

8

Communicate Approval Decision to All Member States

- Decision is submitted to all Member States
- Member States take needed measures to assure varieties are properly registered



Seed Registration Process

SADC Process - Steps (3/3)

PRELIMINARY

9

Enter the Approved Variety in the SADC Variety Catalogue

- SADC Seed Committee maintains a list of varieties that have been registered for commercialization in the region
- New varieties are included in the catalogue if they meet the requirements set by the SADC Seed Committee
- Varieties remain registered in the catalogue for twenty years; applications for renewal shall be submitted not later than one year before expiration
- Inclusion of varieties in the catalogue will incur an initial application fee and an annual fee for as long as the variety remains on the list; varieties for which fees are not paid within 30 days are automatically eliminated from the catalogue
- For each variety the information on the catalogue includes:
 - Botanical and common information
 - Name of the variety and any synonyms
 - Indication of agro-ecological conditions for which the variety is suitable
 - Name and address of the company or partner responsible for registration
 - Date of entry of the variety in the catalogue
 - Name and address of the Seed Department that received the application
 - Information about where the reference sample is being stored and managed

10

Submit Non-Approval Decision to Company and to Seed Department

- If the application is not approved, the decision is submitted to the company with a copy to the Seed Department in the country of application

11

Add Variety in the SADC Database with Reasons for Rejection

- SADC Seed Committee maintains a SADC Variety Database including all varieties submitted for regional registration (both accepted and rejected) and varieties released at the national level, including ones that have not been submitted for regional registration
- SADC Variety Database covers all varieties for which data are available and is accessible to all Member States
- Reasons for rejection will also be included in the database