

# **Vertical and Horizontal Integration in the Uganda Fish Supply Chain**

Daniel V. Gordon, Ssebisubi Maurice, Trond Bjondal,  
Audun Lem

**A VALUE-CHAIN ANALYSIS OF INTERNATIONAL FISH TRADE AND FOOD SECURITY  
WITH AN IMPACT ASSESSMENT OF THE SMALL-SCALE SECTOR**

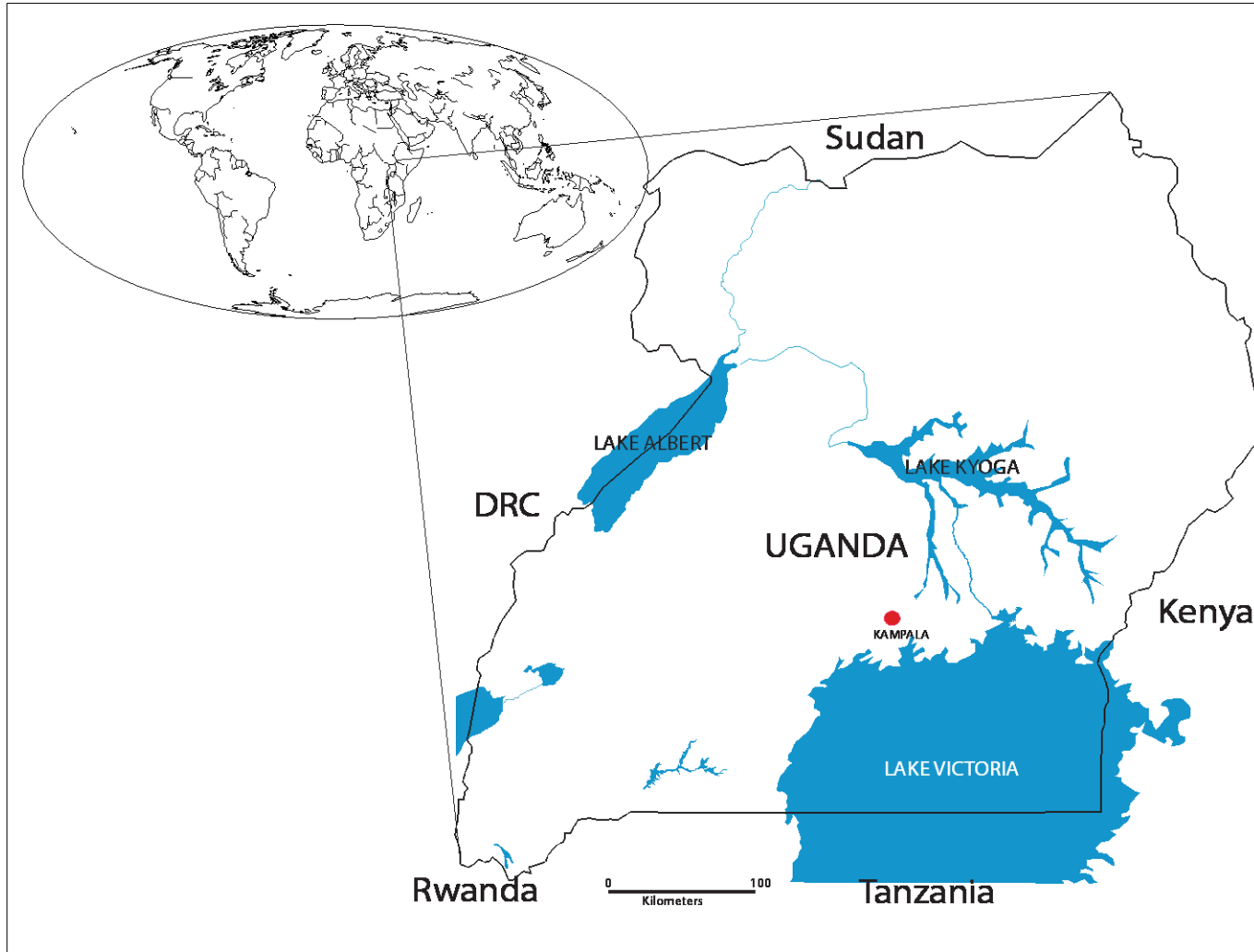
**A FAO PROJECT**

**WITH THE FINANCIAL SUPPORT OF NORAD**

**2012**

# Introduction

- Five Supply chains were investigated using price data at different links in supply chain
  - Nile perch
  - Nile tilapia
  - Mukene (Daaga)
  - African catfish
  - Bagrus



**Map showing location of Uganda and major water bodies**

# Objective

- The extent of ex-vessel prices impacting links downstream in the fish supply chain

# Methodology

- <http://www.fao.org/valuechaininsmallscalefisheries/en/>

# Results

- The supply chains
- Nile perch (*Lates niloticus*) (5 nodes)
  - ex-vessel, landings, industrial processing, retail and export



- Mukene (*Rastrineobola argentea*) dried (3 nodes)
  - ex-vessel, landings, and retail



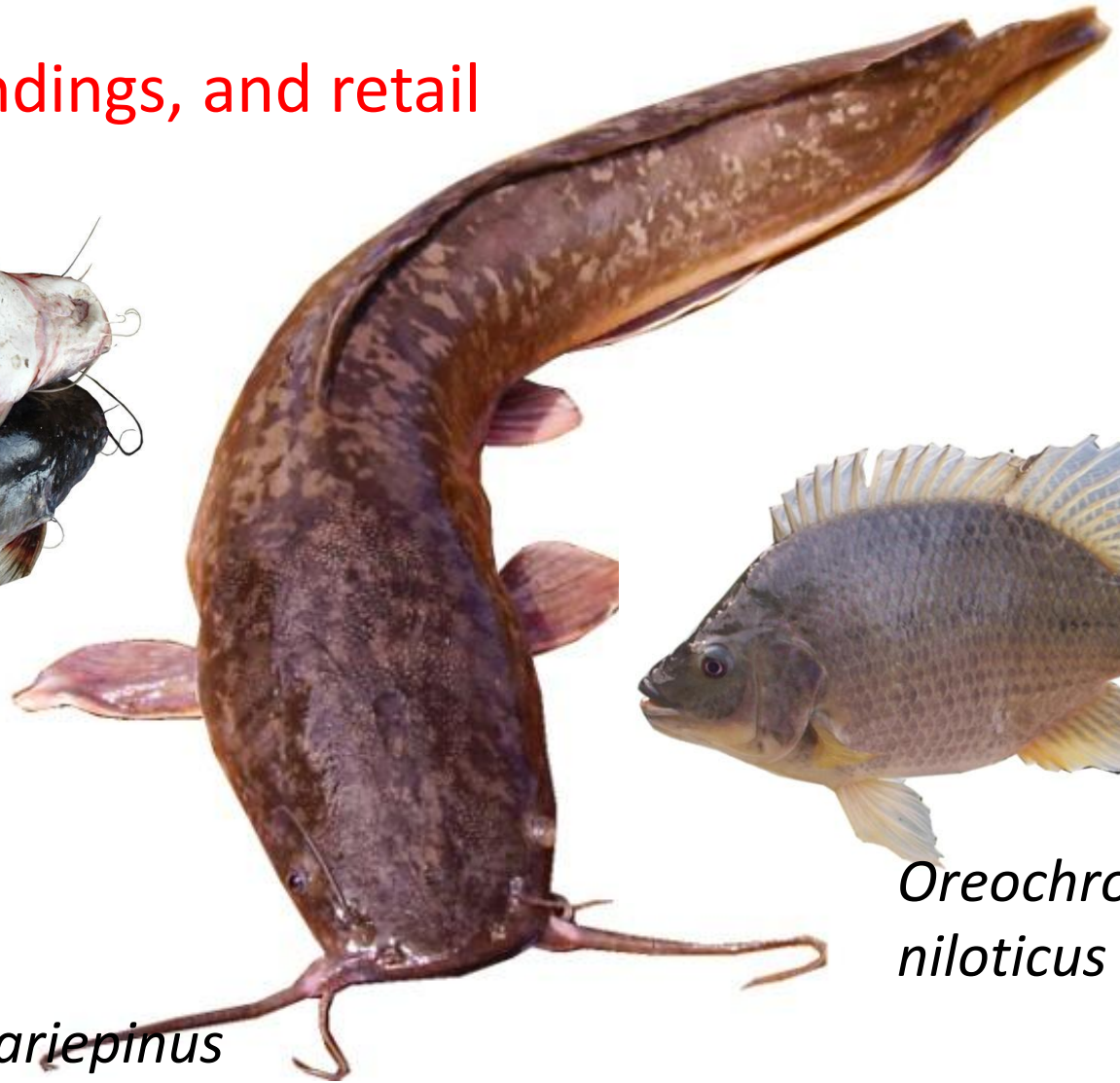


- Bagrus, Catfish, Tilapia (no processing) (3 nodes)

– ex-vessel, landings, and retail



*Bagrus docmac*



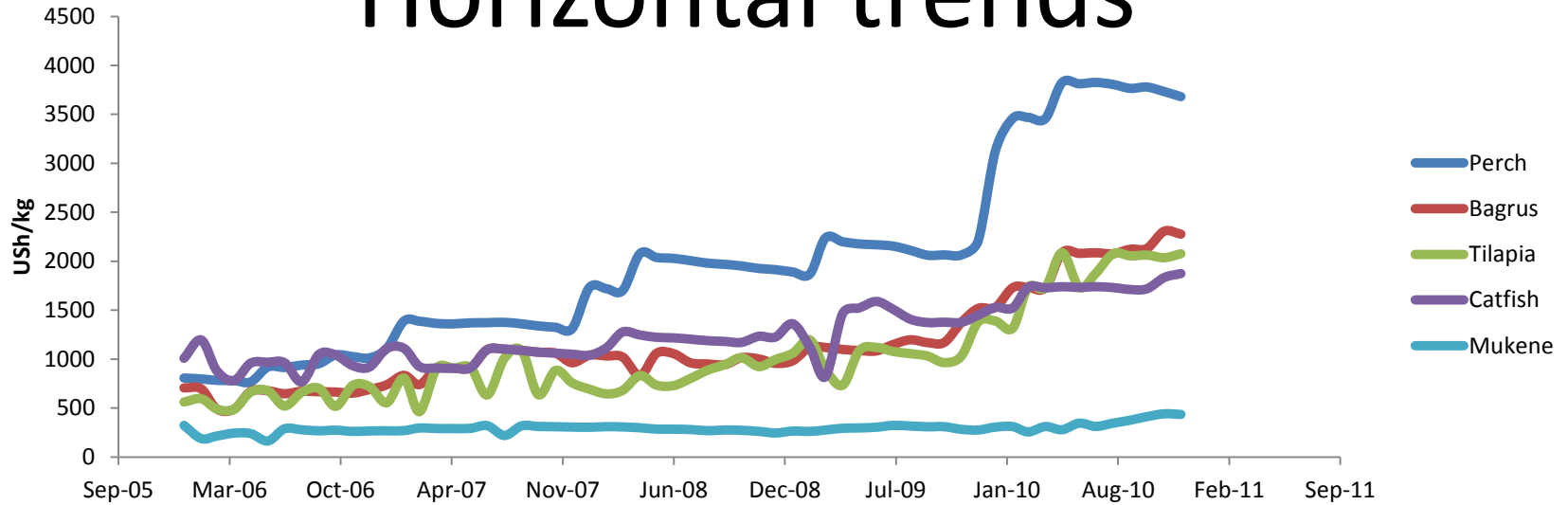
*Clarias gariepinus*



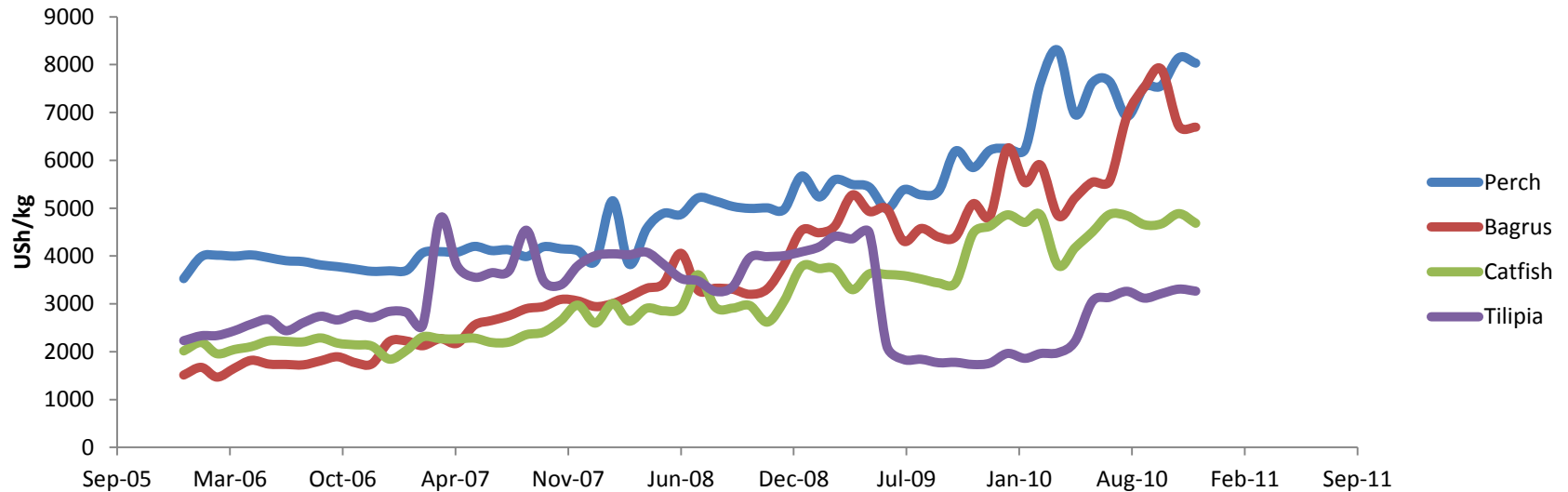
*Oreochromis niloticus*



# Horizontal trends

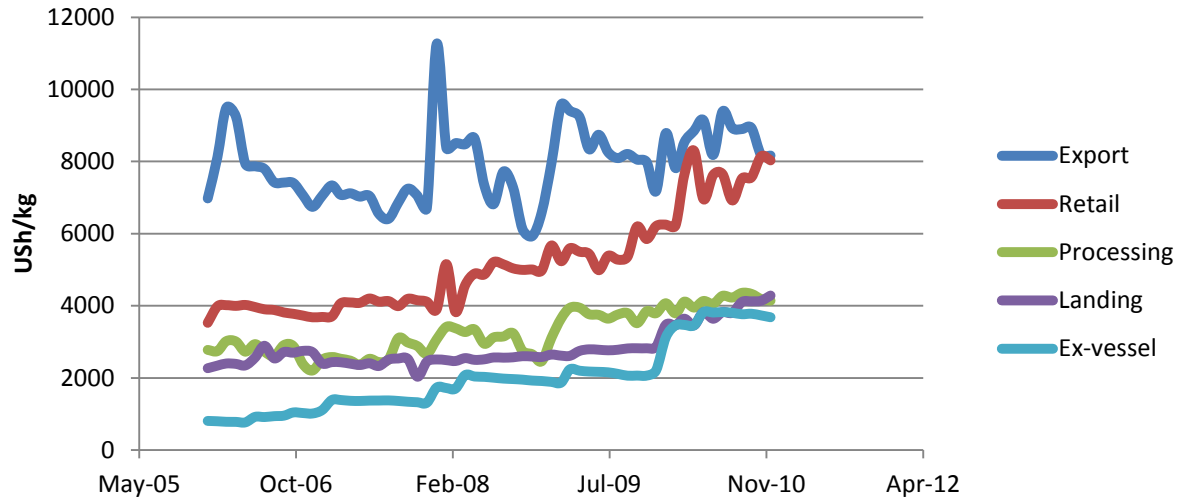


**Figure 1: Real Ex-vessel Prices, January 2006 to December 2010**

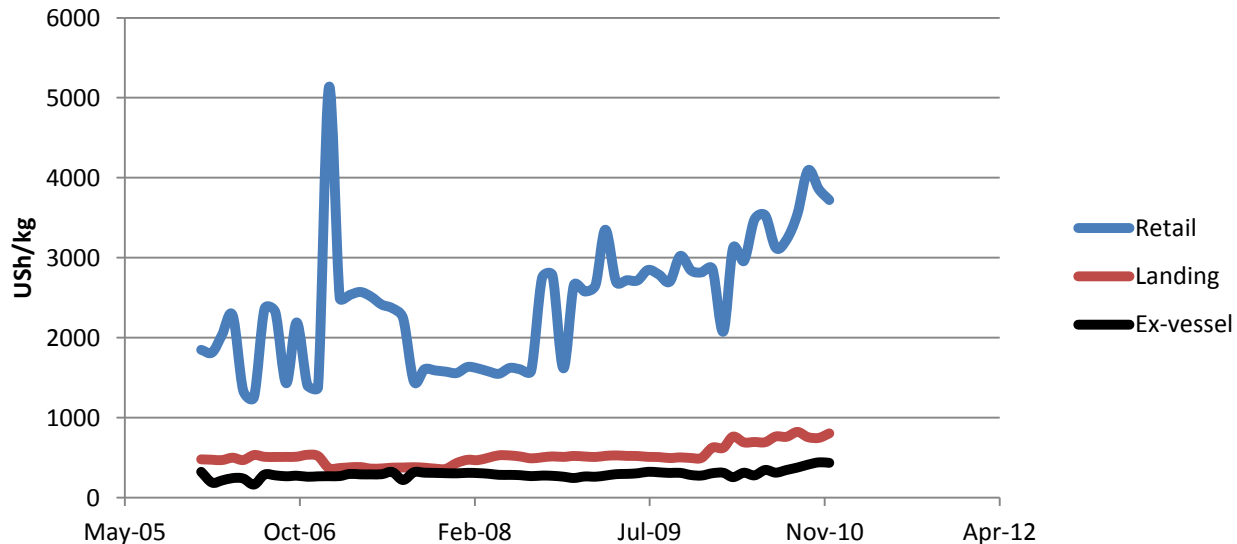


**Figure 2: Real Retail Prices Whole Ungutted , January 2006 to December 2010**

# Vertical trends

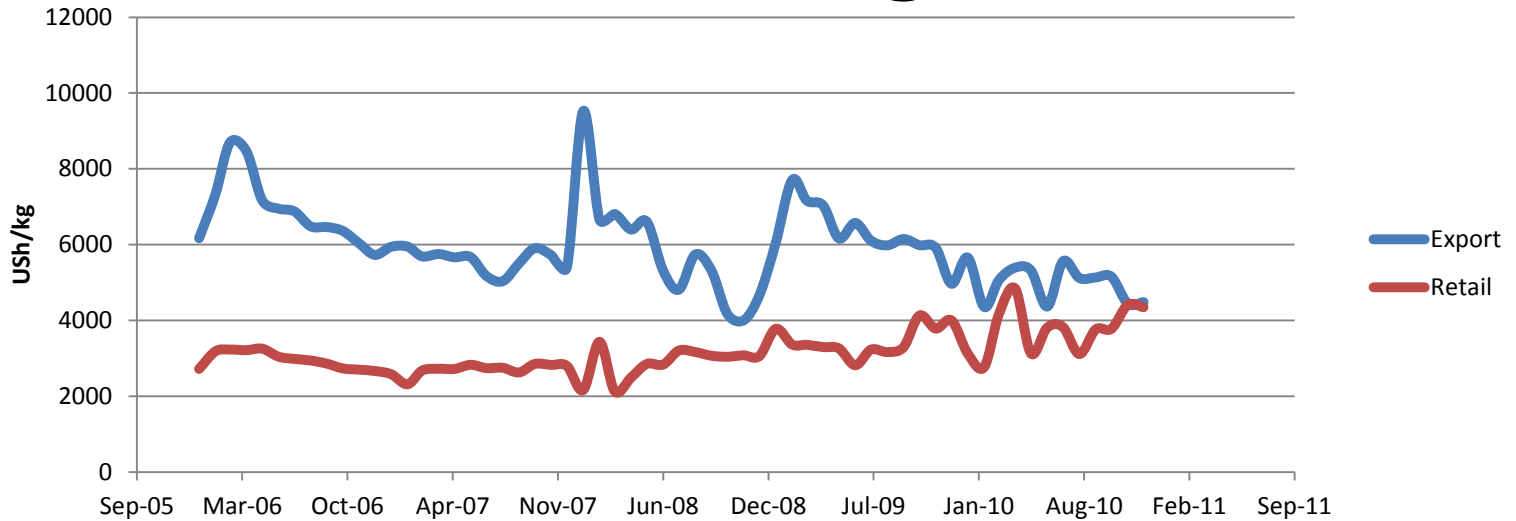


**Figure 3: Real Prices Nile Perch, January 2006 to December 2010**

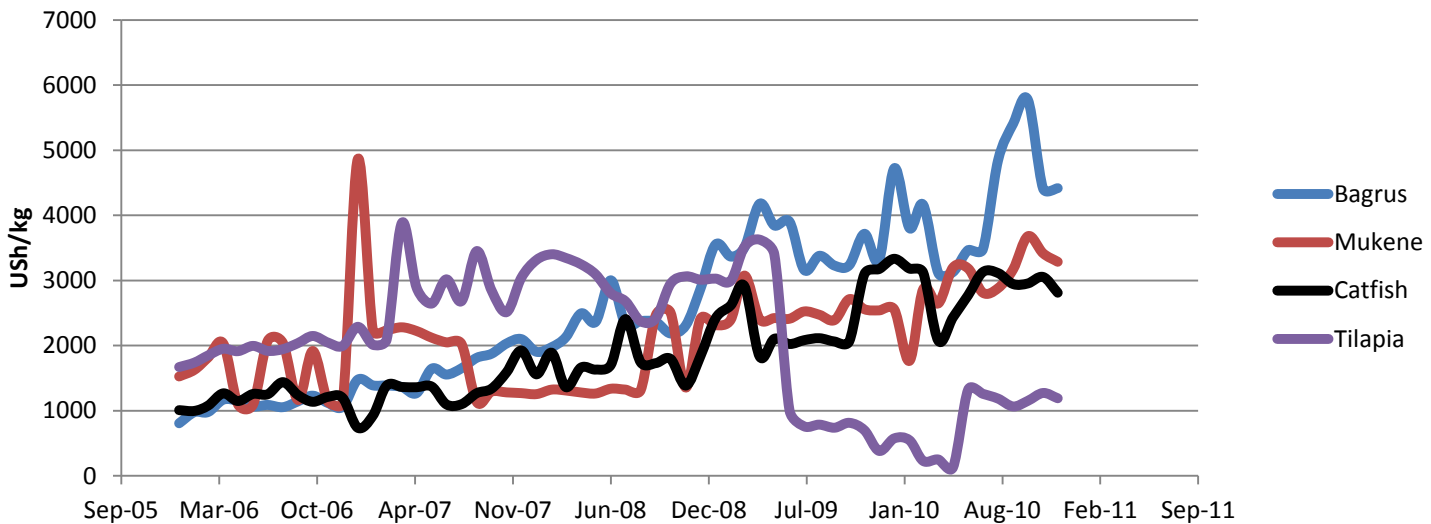


**Figure 4: Real Prices Mukene, January 2006 to December 2010**

# Price Margins



**Figure 7. Price Margin for Nile Perch between Ex-vessel and Export/Retail**



**Figure 8: Price Margin Ex-vessel and Retail for Bagrus, Mukene, Catfish and Tilapia**

# Result

- Our horizontal integration work shows that perch and mukene are separate non-linked markets compared to catfish, bagrus and tilapia

## Fisheries Management Implication

- A TAC can be set separately for perch and mukene
- An overall TAC is needed for catfish, bagrus and tilapia as they form one market

# Result

- Results of vertical integration show very weak links from the ex-vessel price to downstream markets
- Particularly evident in the export perch supply chain

## Policy Implication

- We suspect that market power in the export market restricts price variation and value to the ex-vessel market

# Policy Implication

- To improve power;
  - First, improve competition in the export sector
  - second, to encourage a single selling desk at the ex-vessel level for export quality perch
  - This is also a good idea for the mukene fishery dominated by processing sector for the drying the fish

# Fishermen threaten to quit fishing over price fall

SHARE BOOKMARK PRINT EMAIL RATING ★★★★★



Fishermen in Entebbe can no longer cope with the high operational costs in fishing while earning little from the sales. PHOTO BY JUDE KATENDE

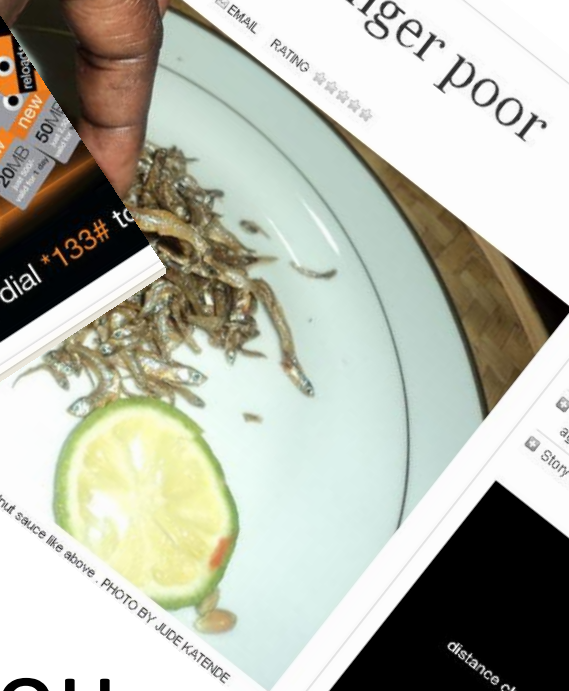
## DISCOVER UGANDA AT 50

- Reflections of an 'economic fighter'
- Lord Adimola, Uganda's first envoy
- Public universities losing aura, study
- Victoria Sekitoleko, an apt example
- Party time as Uganda gets independence
- How DP, Kiwanuka snatched defeat
- The rise of Dr Milton Obote
- Mukene, no longer poor man's diet
- The call of the tribe quiets pleas for agenda
- Story of western medicine in Uganda

new new  
20MB 50MB  
simply dial \*133# to

# Mukene, no longer poor man's diet

SHARE BOOKMARK PRINT EMAIL RATING ★★★★★



Mixed with groundnut sauce like above. PHOTO BY JUDE KATENDE

- Reflections of an 'economic fighter'
- Lord Adimola, Uganda's first envoy
- Public universities losing aura, study
- Victoria Sekitoleko, an apt example
- Party time as Uganda gets independence
- How DP, Kiwanuka snatched defeat
- The rise of Dr Milton Obote
- Mukene, no longer poor man's diet
- The call of the tribe quiets pleas for agenda
- Story of western medicine in Uganda

distance changes w  
more info

# Thank you