



What's Driving the Wildlife Trade?

A Review of Expert Opinion on Economic and Social Drivers of the Wildlife Trade and Trade Control Efforts in Cambodia, Indonesia, Lao PDR, and Vietnam

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TRAFFIC
the wildlife trade monitoring network

What's Driving the Wildlife Trade?

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Table of contents

Foreword.....	v
Key definitions and terminology used in this report.....	vi
Acknowledgements.....	vii
Executive Summary.....	ix
I BACKGROUND AND INTRODUCTION: why economic and social drivers of the wildlife trade matter, and what the study aimed to achieve.....	1
1.1 The wildlife trade – an overview.....	1
1.2 The wildlife trade in south-east Asia.....	3
1.3 Wildlife trade in an expanding regional economy.....	6
1.4 The rationale for the study.....	7
1.5 Goals of the study.....	7
1.6 Profile of the study countries.....	8
1.7 Structure of this report.....	10
2 METHODS: how the study was carried out.....	11
2.1 The study process.....	11
2.2 Research methodologies.....	12
2.3 Data analysis methods.....	14
2.4 Constraints and data limitations.....	15
3 CONCEPTUAL FRAMEWORK: linking economic and social drivers and interventions.....	19
3.1 Hypotheses and assumptions upon which wildlife trade interventions are based.....	20
4 RESULTS FROM THE SURVEY OF EXPERT OPINION: perceptions of wildlife trade dynamics, drivers and intervention effectiveness.....	23
4.1 The variability of the wildlife trade.....	23
4.2 The sustainability of wildlife harvesting for trade.....	25
4.3 Socio-economic profile of wildlife harvesters.....	26
4.4 Wildlife harvesting as a component of rural livelihoods.....	27
4.5 The impact of livelihood and poverty reduction interventions.....	29
4.6 Market trends.....	30
4.7 Experiences of market-based instruments.....	31
4.8 Application of laws, regulations and regional agreements.....	32
4.9 Lessons on enforcement.....	33
4.10 The influence of local norms and voluntary agreements.....	33
4.11 Changes in community tenure, rights and access.....	34
4.12 Efforts to strengthen awareness.....	35
4.13 Resource management interventions.....	36
5 RESULTS FROM THE CASE STUDIES: understanding the regional trade in the Tiger, agarwood, tortoises and freshwater turtles.....	38
5.1 Tiger.....	38
5.2 Agarwood.....	45
5.3 Tortoises and freshwater turtles.....	51
6 DISCUSSION: what do experts believe drives the wildlife trade, and is working to control it?.....	57
6.1 Livelihoods.....	58
6.2 Markets and prices.....	61
6.3 Legislation and regulations.....	64
6.4 Customary norms, practices and tenure.....	65
6.5 Awareness.....	66
6.6 Resource management practices.....	67

7 CONCLUSIONS & RECOMMENDATIONS: towards more effective interventions to reduce the illegal and unsustainable wildlife trade in South-east Asia.....	68
7.1 The evidence base for wildlife trade interventions needs to be strengthened.....	69
7.2 Wealth appears to be a stronger driver of illegal and unsustainable wildlife trade in south-east Asia than poverty	70
7.3 The design of wildlife trade interventions needs to take into account the broader conditions and trends that act to drive illegal and unsustainable wildlife trade.....	71
7.4 Laws and regulations stand little chance of success unless they are effectively implemented and enforced, and wider issues of governance are also tackled	72
7.5 Non-regulatory approaches to controlling illegal and unsustainable trade, e.g. market-based interventions and support for improvements in resource management, are under-used	73
7.6 Awareness efforts to reduce illegal and unsustainable trade need to be targeted to specific audiences and their effectiveness evaluated over time	73
7.7 Co-ordinated packages of mutually reinforcing interventions are required to address illegal and unsustainable wildlife trade in a more comprehensive manner	73
7.8 Increased attention and investment is required if wildlife trade is to be brought within sustainable levels and conducted according to national and international trade controls.....	74
REFERENCES.....	75
ANNEX 1: Questionnaire used for the survey of expert opinion	83
ANNEX 2: A sample of expert opinions of key actions required to reduce the illegal and unsustainable wildlife trade provided during the second project workshop	95
ANNEX 3: Tools to support further exploration of expert knowledge	96

List of figures

Figure I: Assumptions underlying wildlife trade interventions	xi
Figure 1: Declared import value of wildlife resources other than timber and fisheries products in 2005 (USD million).....	2
Figure 2: Assumptions underlying wildlife trade interventions	19
Figure 3: Principal Components Analysis plot of case studies using the questionnaire responses as descriptor variables.....	24
Figure 4: Dendrogram produced by cluster analysis, illustrating grouping of cases.....	24
Figure 5: Perceptions of changes in habitat, availability, harvesting conditions and quality of traded wildlife products.....	25
Figure 6: Perceptions of the most important driver of harvesters leaving the wildlife trade	27
Figure 7: Wealth status of wildlife harvesters	28
Figure 8: Contribution of trade in specified products to cash income of harvester households	28
Figure 9: Relative importance wildlife harvesting as a livelihood activity.....	29
Figure 10: The perceived success of interventions to create alternative livelihoods in reducing wildlife harvesting in general	30
Figure 11: Perceptions of the most important driver of changes in wildlife demand.....	30
Figure 12: Perceptions of factors that influence the change in supply of wildlife.....	31
Figure 13: Perceived effectiveness of price and market-based instruments.....	32
Figure 14: Perceived effectiveness of legal restrictions on harvest and trade.....	32
Figure 15: Perceptions of enforcement effectiveness at different points in the trade chain	33
Figure 16: Perceived effectiveness of local norms and voluntary agreements.....	34
Figure 17: Perceptions of impact of land tenure on species abundance in harvesting sites	34
Figure 18: Perceived effectiveness of awareness campaigns	36
Figure 19: Perceived effectiveness of resource management interventions targeted at wild harvests.....	36
Figure 20: Types of monitoring methods used.....	37
Figure 21: Trade flow diagram for Tigers.....	39
Figure 22: Trade flow diagram for agarwood	46
Figure 23: Trade flow diagram for tortoises and freshwater turtles: Cambodia and Vietnam	52
Figure 24: Trade flow diagram for tortoises and freshwater turtles: Indonesia	53
Figure 25: Potential framework for a bio-economic model of the wildlife trade	97
Figure 26: Schematic diagram of interventions, actors, resource ownership and product preference	98
Figure 27: Structure of an example BBN for examining the effectiveness of trade interventions.....	100
Figure 28: Example of results obtained using BBN analysis	100

List of tables

Table 1: Human development indicators for Vietnam, Indonesia, Lao PDR and Cambodia.....	9
Table 2: Products and species investigated in the study.....	14
Table 3: Source of information upon which responses are based	16
Table 4: Profile of experts consulted.....	17
Table 5: Typology groups used in disaggregated data analysis	18
Table 6: BBN prediction of which intervention is the most likely to be most effective for different case study product groups	101
Table 7: BBN prediction of which intervention is the most likely to be most effective for different countries of origin	101
Table 8: BBN prediction of which intervention is the most likely to be most effective for different levels of security of access to the resource	102
Table 9: BBN prediction of which intervention is the most likely to be most effective for different levels of income provided by the wildlife trade	103

Foreword

The trade in wildlife living in the forests and other natural habitats in East and Southeast Asia is of great importance and concern. While we continue to prepare and implement many conservation-related projects across the region, we are aware that unsustainable wildlife trade, much of it illegal, undermines the best attempts by governments and NGOs to secure viable populations of many species. The abundance of many wild species in the forests and other ecosystems is now just a shadow of what it was - and could be - to the detriment of those who have relied on those species in a sustainable manner for livelihoods, including in times of food insecurity.

In 2005, we launched the report *Going, Going, Gone? The Illegal Trade in Wildlife in East and Southeast Asia*, which described the nature and scale of the trade, including through case studies. It described the markets, including illegal markets, for wildlife. However, in our discussions on how to move forward in tackling the problems identified in the report, we became aware that there was limited understanding of the economic and social drivers of these markets. This information is needed to determine the actions most likely to succeed given the wide range of market contexts within which the illegal wildlife trade operates in the region.

This report is intended to help address this information gap. It was supported financially by the World Bank-Netherlands Partnership Program and prepared by TRAFFIC, in collaboration with staff from the IUCN Asia Ecosystems and Livelihoods Group and Species Programme and The World Bank. We believe this to be an important contribution to the effort to generate information about the economic and social factors influencing illegal and unsustainable wildlife trade in Southeast Asia. It is our sincere hope that this information will result in more effective policies, programs and projects aimed to address the illegal and unsustainable trade in wildlife in the region.

I would like, in particular, to acknowledge the continuing dedication and commitment of TRAFFIC in addressing this critical issue and our pleasure in working with them in the preparation of this report.

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Key definitions and terminology used in this report

Intervention	Any action taken in order to modify a result or course of events with respect to the harvest and trade of wild species. This includes both direct and indirect interventions: i.e. those direct actions which aim to work directly on harvesting, production or trade/markets (e.g. price controls or bans), and those indirect interventions that attempt to influence the underlying factors or conditions that motivate people to engage in wildlife trade (e.g. diversifying livelihoods or raising awareness).
Livelihoods	A livelihood comprises the capabilities, assets (including both material and social resources) and activities required for a means of living. A livelihood is sustainable when it can cope with and recover from stresses and shocks and maintain or enhance its capabilities and assets both now and in the future, while not undermining the natural resource base. (DFID, 1999)
Market-based instruments	Market-based instruments are designed to affect the demand and supply conditions facing individuals and enterprises. Instruments that alter market conditions directly include imposition or removal of taxes or subsidies that change cost or demand conditions, or product designations (such as labelling or certification) that change demand conditions. Market-mimicking instruments include tradable permit systems, or other methods that establish tradable property rights or remove barriers for trading. (Farber and Tietenberg, 2006)
Non-legally binding agreements	Arrangements that are not subject to legislative approval to bring them into force, which may be voluntary or required. These often involve organised groups of, for example, villagers, harvesters, traders, private sector companies or industry representatives.
Non-wild sources	Non-wild harvest is considered to include production on farms or nurseries (once the species is fenced in, or grown on a household's land) both through propagation in those facilities (including captive breeding), and through the rearing of specimens that may have originally been harvested or sourced from the wild as eggs or juveniles (often referred to as 'ranching').
Economic and social drivers	Drivers are understood as the forces, conditions or factors that lead people to behave in a particular way. In this report, economic and social drivers are considered in the context of the economic and social conditions that lead people to harvest, trade or consume wildlife in an illegal and/or unsustainable manner
Wildlife trade	Wildlife trade is any sale or exchange by people of wild animal and plant resources. This can involve live animals and plants for the pet and horticultural trades, or the trade in a diverse range of wild animal and plant products needed or prized by humans – including skins, medicinal ingredients, tourist curios, timber, fish and other food products (TRAFFIC, 2007). Timber and fisheries products have been excluded from consideration in this report.

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