



AAFE BEN

Appui à l'Auto Promotion Des
Femmes De
La Boumba et Ngoko

**WIN-WIN PARTNERSHIP
BETWEEN THE PRIVATE SECTOR AND
INDIGENOUS PEOPLES AND LOCAL COMMUNITIES (IPLCS)
IN NATURAL RESOURCE MANAGEMENT**



**Summary document of the discussions
of the 1st edition of the forum**

September 2025

CONTEXT

The first edition of the win-win partnership forum was held on 18 September 2025 under the theme 'Promoting win-win partnerships between the private sector and indigenous peoples and local communities for more inclusive conservation in natural resource management'. This forum, funded with the support of WWF as part of the Leading The Change Phase II project, served as a space for sharing experiences and promoting the types of win-win partnerships that exist between the private sector and IPLCs with a view to involving other private companies and IPLCs that are still lagging behind in terms of engagement. The forum highlighted the success factors of such partnerships, the challenges and recommendations, which led to the production of this document for the attention of the various parties.



FORUM PARTICIPANTS

Sectoral: MINFOF (DRFOF), MINEPDED (DR)

CTD: Abong-Mbang Council

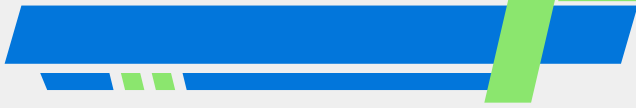
IPLCs: GIC PLACKO, COPROPNAL Cooperative, COTRAMO, SCOOP EXPFNL, CVL, GIC AYI-YIND,

Traditional authority: SM Village Chief of Mintoum

Private sector: ALPICAM, SEFECCAM, DINO & Fils SA

CSOs: GDA, ASBAK, CADDAP, APIFED, AKOK-BAC, CEPED.AC, AAFEBEN

INGOs: ZSL, GEF7, WWF



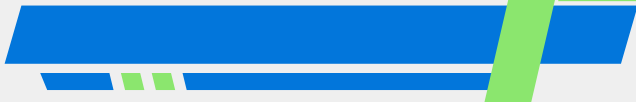
INTRODUCTION

The forests of the Congo Basin are the second largest area of dense, humid tropical forest in the world after those of the Amazon. They are mostly part of the Guineo-Congolese forest complex, accounting for over 80% of its total area. They are home to biological diversity that is exceptional on a global scale. The forests of Cameroon are part of this vast forest. They are the third largest forest in Africa after those of the Democratic Republic of Congo and Gabon.

In addition to the important economic function of this forest at the national level, it also has various other complementary functions. For indigenous peoples and local communities (IPLCs), the forest plays not only an economic role, but also a social and cultural one. IPLCs and the forest have complex relationships, often marked by the communities' dependence on the forest's abundant resources for their livelihoods and development, but also by the potential impacts of human activities on these resources.

Despite this heavy dependence on forests, IPLCs have limited access to forest resources, mainly due to the poor enforcement of existing legislation on usage rights. Forest areas are allocated to private companies for exploitation (UFA, ZIC, agro-industries, etc.), and land is monopolised by certain agro-industrial companies. This limited access results in low incomes for IPLCs, which leads to ongoing poverty in rural areas and, consequently, underdevelopment of communities. Conflicts between IPLCs and forest landowners (private companies) create a climate of tension between the two parties.

In order to try to find a solution to this limited access to forest resources for IPLCs and to avoid the above consequences, it is important to promote win-win partnerships between the private sector and IPLCs. A win-win partnership for natural resource management involves collaboration where both parties benefit from sustainable resource management. This translates into better environmental protection, stronger local economic development, and greater social equity.



WHAT IS A WIN-WIN PARTNERSHIP BETWEEN THE PRIVATE SECTOR AND IPLCS?

A win-win partnership in natural resource management involves equitable collaboration between the private sector and local communities to ensure sustainable resource exploitation, where companies benefit from stable access to resources and a good image, and communities benefit from empowerment, better management and positive economic and environmental spin-offs. This type of partnership strengthens shared responsibility, promotes community ownership and leads to more inclusive and effective resource governance.

WHAT ARE THE IMPLICATIONS FOR ESTABLISHING THIS TYPE OF PARTNERSHIP ?

- **For local communities**

Empowerment, improved living conditions, participation in decision-making, preservation of their environment and livelihoods.

- **For the private sector**

Sustainable access to resources, greater social acceptance and regulatory compliance, improved brand image and environmental performance.

- **For resource management**

More efficient use of resources, reduced overexploitation and environmental degradation, and improved ecosystem resilience.

EXAMPLES OF WIN-WIN PARTNERSHIPS IN THE HIGH CONSERVATION VALUE LANDSCAPE OF THE TRIDOM REGION IN CAMEROON

Box 1

Partnership between ETICWOOD and the Kongo Cocoa Farmers' CIG (PLACKO)

SUPPORTING SUSTAINABLE COCOA PRODUCTION

Context

Cocoa is a vital economic pillar for countless rural communities, providing the main source of income for thousands of small producers. Faced with the climate emergency and growing consumer demand for ethical products, the transition to sustainable cocoa farming has become imperative. It aims to combine economic performance, social equity, and the preservation of forest ecosystems.

Presentation of partners

- **The Belgian company ETICWOOD:** specialized in the field of sustainability in tropical forestry and agroforestry. ETICWOOD works to preserve ecosystems, empower communities economically and socially, and implement sustainable development initiatives in agriculture and agroforestry.
- **The PLACKO CIG:** Created in the 1980s, this GIC is located in Kongo in the East Cameroon region, Haut-Nyong department.
- Indirect partner: PALLISCO, which established the relationship between ETICWOOD and PLACKO.

Some of the parties' commitments

ETICWOOD

- Strengthen the GIC's capacity for sustainable resource management;
- Build a cocoa processing center (fermentation tanks and a dryer)
- Purchase the cocoa produced by the GIC at a price higher than the local market price.

The PLACKO GIC

- Guarantee the user the production of high-quality cocoa in accordance with the terms defined in the contract;
- Guarantee and supply the user with the quantities requested by the user.

Benefits of the partnership

For GIC PLACKO

Economic: Purchase of cocoa at a price higher than the local market price.

Environmental: Preservation of forest ecosystems.

Social: Improvement of cocoa farmers' living conditions.

For ETICWOOD

Economic: Consistent supply of high-quality cocoa.

Environmental: Preservation of forest ecosystems.

Social: Good relations with communities.

ACCESS TO NON-TIMBER FOREST PRODUCTS

Context

Despite the proven socio-economic importance of NTFPs, the Baka and Bantu communities in eastern Cameroon do not really benefit from NTFP collection. One of the reasons cited is the limited access of IPLCs to forest resources, which contributes to slowing down the development of these communities.

Presentation of partners

- **PALLISCO:** Forestry company established in Cameroon in 1972 with the aim of meeting the demand for log supplies. It has a forestry and industrial site in the town of Mindourou. A total of 7 UFAs covering an area of 388,949 ha.
- **Coopérative Centre Vert de Lomié (CVL):** Cooperative with a board of directors established in 2011 with the main objective of promoting non-timber forest products for the well-being of IPLCs.

Indirect partner: **AAFEBEN**, facilitator of the agreement between PALLISCO and CVL

-The first agreement was signed in 2017 and has been renewed annually since then, with the most recent renewal valid until 2025. The objective is to define the terms and conditions for the collection and management of NTFPs in PALLISCO's UFAs and access to forest resources for cooperative members.

Some of the parties' commitments**PALLISCO**

- Facilitate transportation for CVL members (round trip)
- Map NTFP collection areas identified by the cooperative
- Provide parties with maps of preserved Moabi trees within the framework of usage rights

CVL Cooperative

- Ensure that each member is identifiable by a badge during collections in the UFAs
- Refrain from any poaching, illegal logging, or farming activities in the UFAs
- Comply with sustainable NTFP collection techniques

Benefits of the partnership**For the CVL Cooperative**

Economic: Collection of large quantities of products generating more income and financial support for obtaining waybills.

Environmental: Sustainable management of forest resources.

Social: Improvement of the living conditions of NTFP collectors.

For PALLISCO

Economic: Contribution to maintaining certification, which boosts its revenues.

Environmental: Participatory and inclusive contribution to the sustainable management of forest resources.

Social: Good relations with local communities.

RECYCLING WOOD WASTE

Context

The wood processing industry generates large quantities of waste such as sawdust, wood chips, and offcuts every day. Often underutilized, this waste is considered bulky and its management poses logistical and environmental challenges, as disposal is often costly or polluting. However, transforming this wood waste into high-quality charcoal appears to be a strategic opportunity at the crossroads of the circular economy and sustainable development.

Presentation of partners

- **The Cameroonian company DINO et Fils SA:** It is committed to joining the team of Cameroonian leaders in forestry and wood processing up to the fourth degree. It has therefore decided to set up an industrial carpentry workshop to satisfy both the local and international markets.
 - **CIG AYI-YIND:** is a group of young people based in Abong-Mbang in eastern Cameroon, which produces green charcoal from wood waste.
 - Indirect partner: **GIZ** trained the members of the CIG and facilitated the agreement between DINO et Fils SA and CIG AYI-YIND.
- The first agreement was signed in 2017 and has been renewed every year since.

Some of the parties' commitments

CIG AYI-YIND

- Ensure site safety;
- Produce charcoal that complies with carbonization standards;
- Support local students in their education.

DINO et FILS SA

- Supply the CIG with wood waste free of charge;
- Mark out access tracks to the charcoal production site;
- Ensure compliance with the CIG's specifications.

Benefits of the partnership

For CIG AYI-YIND

Economic: Coal marketing

Environmental: Reduction of deforestation for firewood

Social: Improvement of living conditions

For DINO et Fils SA

Economic: Reduction of wood waste management costs

Environmental: Recycling of wood waste and reduction of deforestation for firewood

Social: Good relations with local communities

ACCESS TO AND SHARING OF BENEFITS ARISING FROM GENETIC RESOURCES

Context

The Nagoya Protocol on Access to Genetic Resources and the Fair and Equitable Sharing of Benefits requires countries to take measures to ensure the fair and equitable sharing of benefits with indigenous and local communities for the use of traditional knowledge and genetic resources held by them. Cameroon has therefore ratified a law governing Access to Genetic Resources and Fair and Equitable Benefit Sharing (ABS), which was enacted in July 2021.

Presentation of partners

- **V MANE et Fils:** is a French family business founded in 1871, specializing in the creation of perfumes and flavors for the cosmetics and food industries. It is one of the world leaders in its field.
- **Mintoum community:** consists of the Baka and Bantu (Nzimé) peoples and is an example of social inclusion. The languages spoken are Baka and Nzimé. The general population is estimated at 635 inhabitants (according to the latest statistics in 2005).
- **Indirect partners:** -**AAFEBEN** found V MANE, ensured the connection and follow-up of CVL, and assisted in the development of the biocultural protocol... -**GIZ** strengthened the capacities of the parties and ensured that they complied with their commitments.

-Signing of the Agreed Terms and Conditions (CCCA) for the product Tetrapleura Tetraptéra (quatre côtés) in 2022.

Some of the parties' commitments**V MANE and Sons**

- Strengthen the supplier's capacity for sustainable resource management;
- Ensure transparency in the sharing of monetary and non-monetary benefits derived from the exploitation of the resource/knowledge;
- Require the agreement of the Competent National Authority and the provider for any transfer of genetic resources/their derivatives to a third party not party to the contract.

The Mintoum Community

- Guarantee the user access to the resource/knowledge in accordance with the terms and conditions set out in these Mutually Agreed Terms and Conditions;
- Guarantee and provide the user with the quantities specified by the peak of the resource.

Benefits of the partnership**For the Mintoum community**

Economic: A secure market for Tetrapleura tetraptéra products

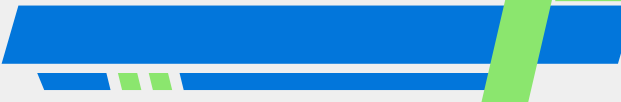
Environmental: Sustainable management of forest resources

Social: Non-monetary benefits that support the community in their social life.

For VMANE et Fils

Economic: Consistent supply of high-quality raw materials

Environmental: Sustainable management of forest resources



ROLES AND RESPONSIBILITIES OF STAKEHOLDERS IN THE PARTNERSHIP

Sectoral:

Their role is to ensure compliance with the legal and policy framework in place, establish clear rules that balance the interests of the private sector and IPLCs, ensure that management is sustainable and benefits all, and guarantee equitable distribution of benefits.

Decentralized local authorities:

Municipalities play a central role as intermediaries between local communities and the private sector. They facilitate coordination, harmonization of objectives, implementation of regulations, and ensure equitable sharing of benefits while strengthening community capacities for sustainable resource management.

Private sector:

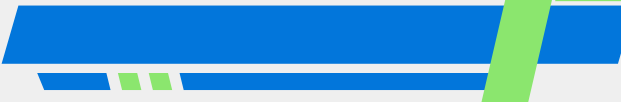
The role of the private sector includes project financing, innovation, community engagement, and regulatory compliance, thereby ensuring resource sustainability, local economic development, and respect for people's rights.

Indigenous peoples and local communities:

Actively participate in decision-making and the implementation of management strategies, contributing their traditional knowledge and local expertise and ensuring the sustainability of actions through their local legitimacy. They must be full stakeholders, capable of managing and protecting resources, which ensures greater efficiency, better adaptation to local conditions, and equitable sharing of benefits, leading to more sustainable management.

CSOs and NGOs:

CSOs/NGOs act as facilitators, advocates, capacity builders, and guardians of transparency, ensuring that the interests of the private sector, local communities, and the environment are aligned. They mobilize communities, integrate their needs and knowledge into planning, and verify that corporate practices comply with the principles of sustainable development, thereby promoting inclusive and sustainable solutions.

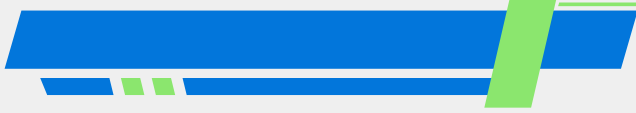


KEY FACTORS FOR SUCCESSFUL PARTNERSHIPS

- Partnership initiatives must be driven by IPLCs.
- Prior informed consent signed by the community at the beginning of the process.
- IPLCs must have a legal and representative legal entity with clearly defined members in order to enter into a partnership.
- Support for IPLCs by development organizations is crucial to reassure the parties
- The interest of the private sector is important for engaging in partnerships
- Support and guidance from the State
- Promotion of examples of successful existing partnerships

CHALLENGES RELATED TO PARTNERSHIPS

- Inclusive community membership
- Compliance with commitments throughout the contract
- Fair sharing of benefits
- Resilience of CBOs
- Smooth communication
- Convergence of interests



RECOMMENDATIONS TO STAKEHOLDERS

Sectoral:

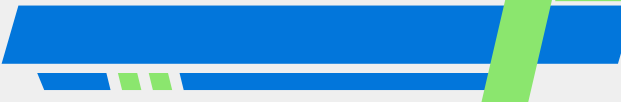
- Streamline and simplify administrative procedures
- Support CSOs in their efforts to assist communities
- Disseminate information on current legislation governing private sector-IPLC partnerships (APA laws, framework law on environmental management, forestry law, etc.)

Decentralized Local Authorities:

- Support CSOs in their support for communities
- Take ownership of existing legislation
- Become more involved in win-win partnerships

Private sector:

- Recognize the importance of partnerships with PACLs in inclusive natural resource conservation.
- Create an enabling environment for win-win partnerships.
- Provide communities with reasonable advance notice of changes related to the agreement to facilitate their resilience.
- Provide the necessary resources to enable communities to engage in environmentally friendly activities



IPLC:

- Prioritize dialogue to establish sustainable and beneficial partnerships with the private sector
- Copy partnership models to reap the benefits of collaboration with private companies
- Develop win-win partnership initiatives and promote them to the private sector
- Seek the support of CSOs to establish win-win partnerships
- Work closely with sectoral organizations to benefit from their support

CSOs/INGOs:

- Identify and support groups in their search for new win-win partnership opportunities
- Promote win-win partnerships through seminars and forums
- Strengthen the capacities of different stakeholders on win-win partnerships
- Report to the relevant administrative authorities on ongoing win-win partnership initiatives

BUREAU DE COORDINATION
Situé à Mokolo 1, à côté du restaurant
Chez Minette

BP 596 Bertoua

Tél: (+237) 622 055 952

aafebeno@yahoo.com

 **ONG AAFEBEN**
 **ONG AAFEBEN**

www.aafeben.org



AAFEBEN

Appui à l'Auto Promotion Des
Femmes De
La Boumba et Ngoko