



# GLOBAL SCENARIO OF COCONUT SECTOR

*Discussing Value Chain & Trade  
Aspects of Coconut Development*



**CAB International**  
**Asia-Pacific Regional Consultation**  
16 – 19 October 2018, Beijing Friendship Hotel, China



# Outline



1. The Coconut Community
2. Coconut the Tree of Life
3. Coconut Production
4. Coconut Oil Performance
5. Value Chains
6. Trade & Market Outlook
7. Challenges
8. Scenario
9. Conclusion

# The Coconut Community



# The Farmers



# The Organization



- The **International Coconut Community** (ICC), formerly known as the *Asian and Pacific Coconut Community* (APCC), is an inter government organization established in 1969 by a United Nations Article, placed under the aegis of the UNESCAP.
- Membership to date are 19 coconut-producing countries.
- Mandate is social and economic wellbeing (condition) of coconut farmers. It monitors the status of the global coconut sector, including trade and industry concerns.
- Conducts its Technical Panel through conferences, symposia and fora on scientific, technical and industrial subjects to inform stakeholders.



# The Members

## 19 Countries



### Pacific

#### Members to date:

Fed States of Micronesia  
Fiji  
Kiribati  
Marshall Islands  
Papua New Guinea  
Samoa  
Solomon Islands  
Timor Leste  
Tonga  
Vanuatu

#### New Members to be:

Cook Islands  
Nauru  
Tuvalu

### Asia

India  
Indonesia  
Malaysia  
Philippines  
Sri Lanka  
Thailand  
Vietnam

Bangladesh  
Cambodia  
China  
Maldives  
Oman  
Pakistan

### Africa

Kenya

Cote d'Ivoire  
Liberia  
Mozambique  
Nigeria  
Tanzania

### LA & Caribbean

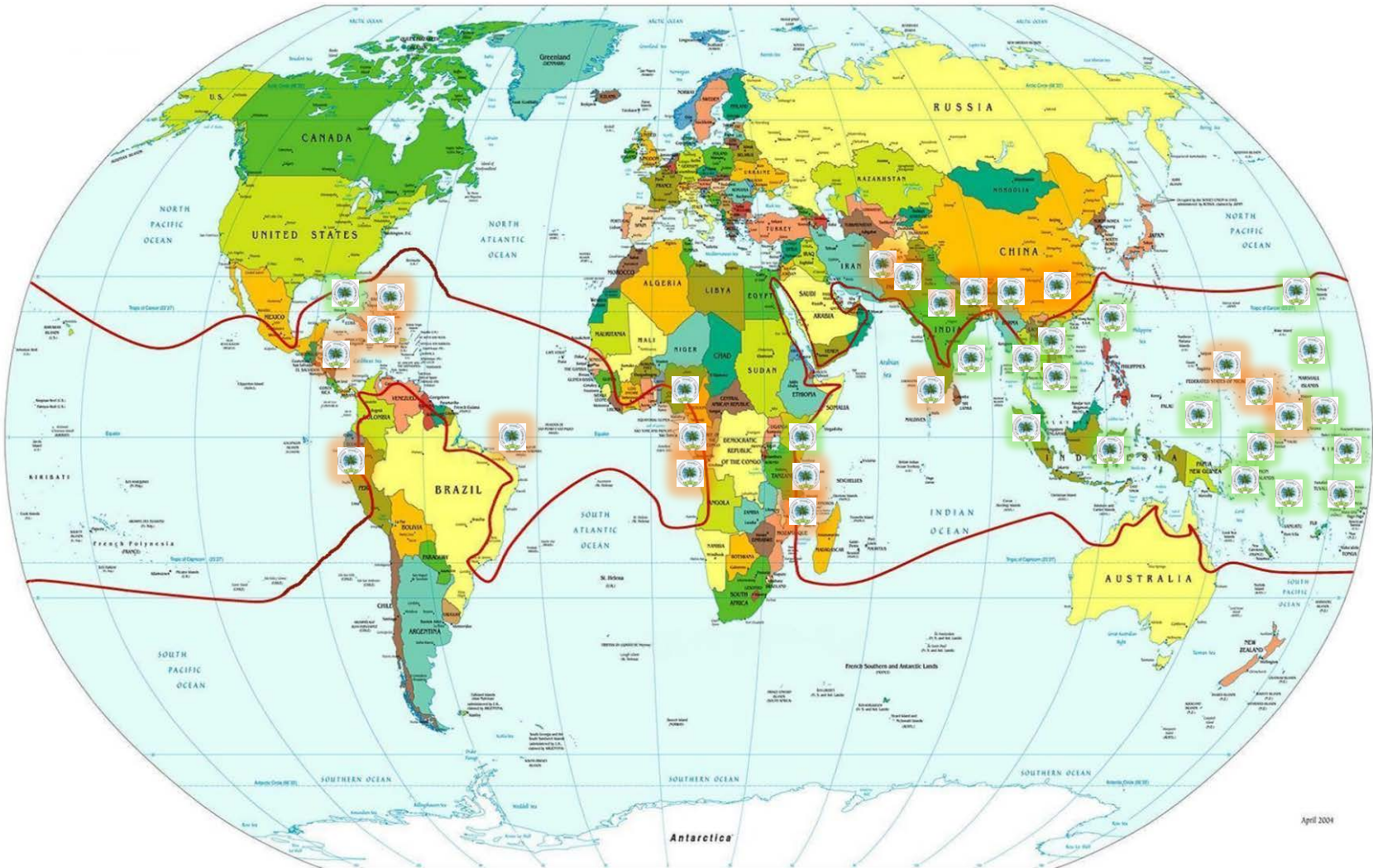
Jamaica

Brazil  
Columbia  
Dominican Republic  
Guyana  
Mexico  
Trinidad & Tobago

# The Global Reach (>39 Countries)



(Wikimedia Commons)



April 2004

# Coconut the Tree of Life





# Tree of Life



- One of the most widely distributed plants in the world. Grows in over 90 countries and utilized commercially in over 45 nations
- Over 90% of coconut farms are village-based small holdings of less than a hectare in size.
- Used as a traditional resource for millennia. Embedded and treasured in Cultures in much of the tropical world
- Global trade of coconut started only in the 19<sup>th</sup> century with the development of copra
- Coconut Oil extracted from copra in crude form, commonly referred to as CNO, is still the major product traded on the global markets
- Numerous ways coconut is used:
  - Household needs (non-commercial: food and cuisine, drink, medicinal, shelter, materials, fiber, energy)
  - Farmer's livelihood (local economy)
  - Industrial products (including global trade)

# Coconut Tree Uses



## Coconut Husk + Shell

- **Husk:** a pot for plants
- **Shells:** to create bowls, utensils, handicrafts, musical instruments, exfoliating products
- **Husks together with shell:** fuel, buff floors
- mosquito repellent

## Coconut Meat

- Coconut oil
- Coconut milk
- Nectar
- Copra
- Coconut sap (Which can be turned to palm wine, candy, syrup, coconut sugar or palm sugar)



## Coconut Leaves

- Broom
- Baskets + mats
- Cooking skewers
- Kindling
- Roofing

## Coconut Trunk

- Furniture
- Houses
- Drums
- Containers
- Canoes

## Coconut Roots

- Dye
- Mouthwash
- Frayed pieces can be used as a toothbrush

## Coconut Water

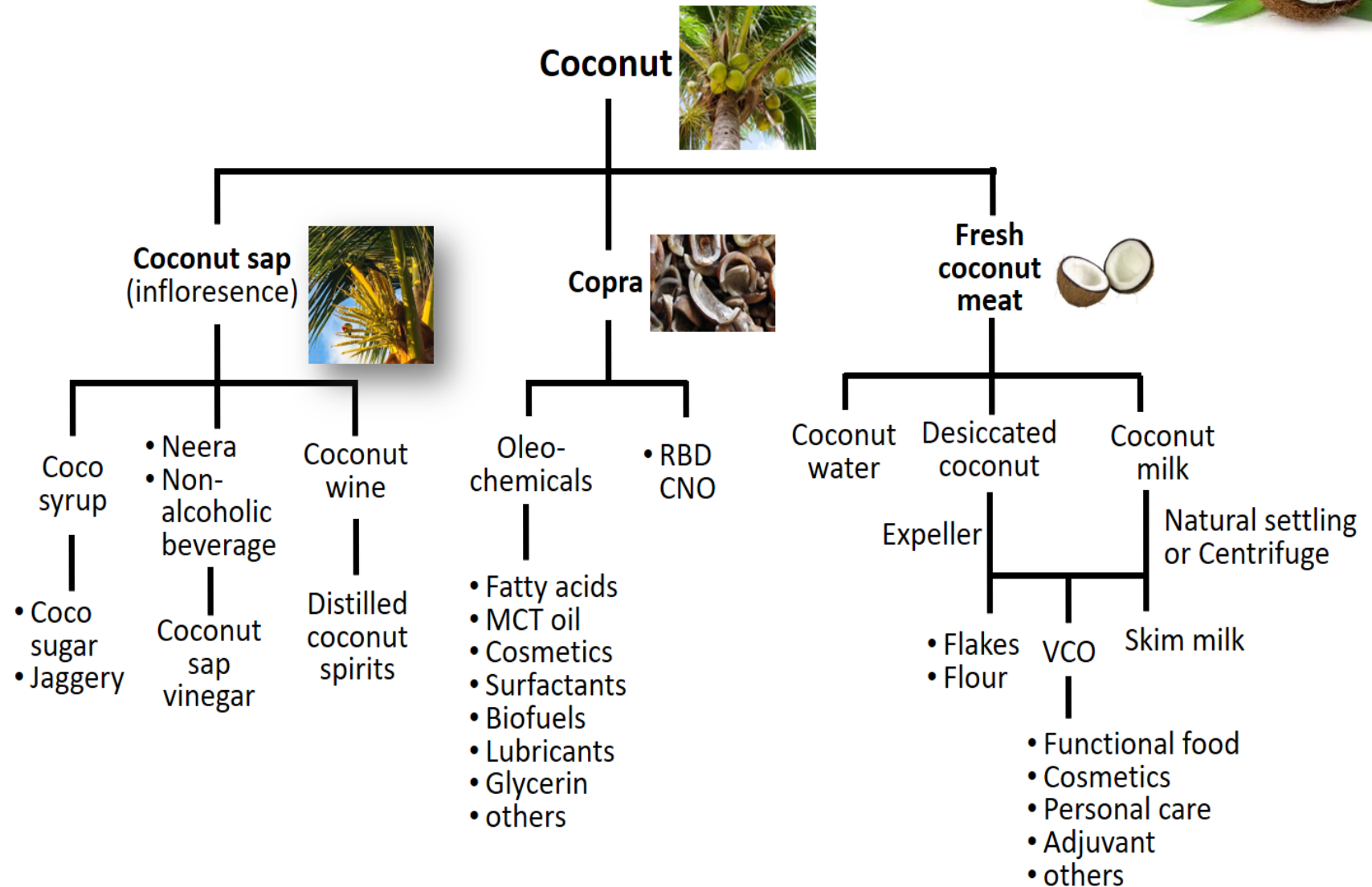
Consumed as a refreshing drink and for hydration in athletes and illness. Also used for skin + hair care.

## Coir

A natural elastic fiber extracted from coconut husks; used for floor mats, brushes, ropes + strings, mattress stuffing, caulking for boats and fishing nets



# Downstream Products



# Coconut Production



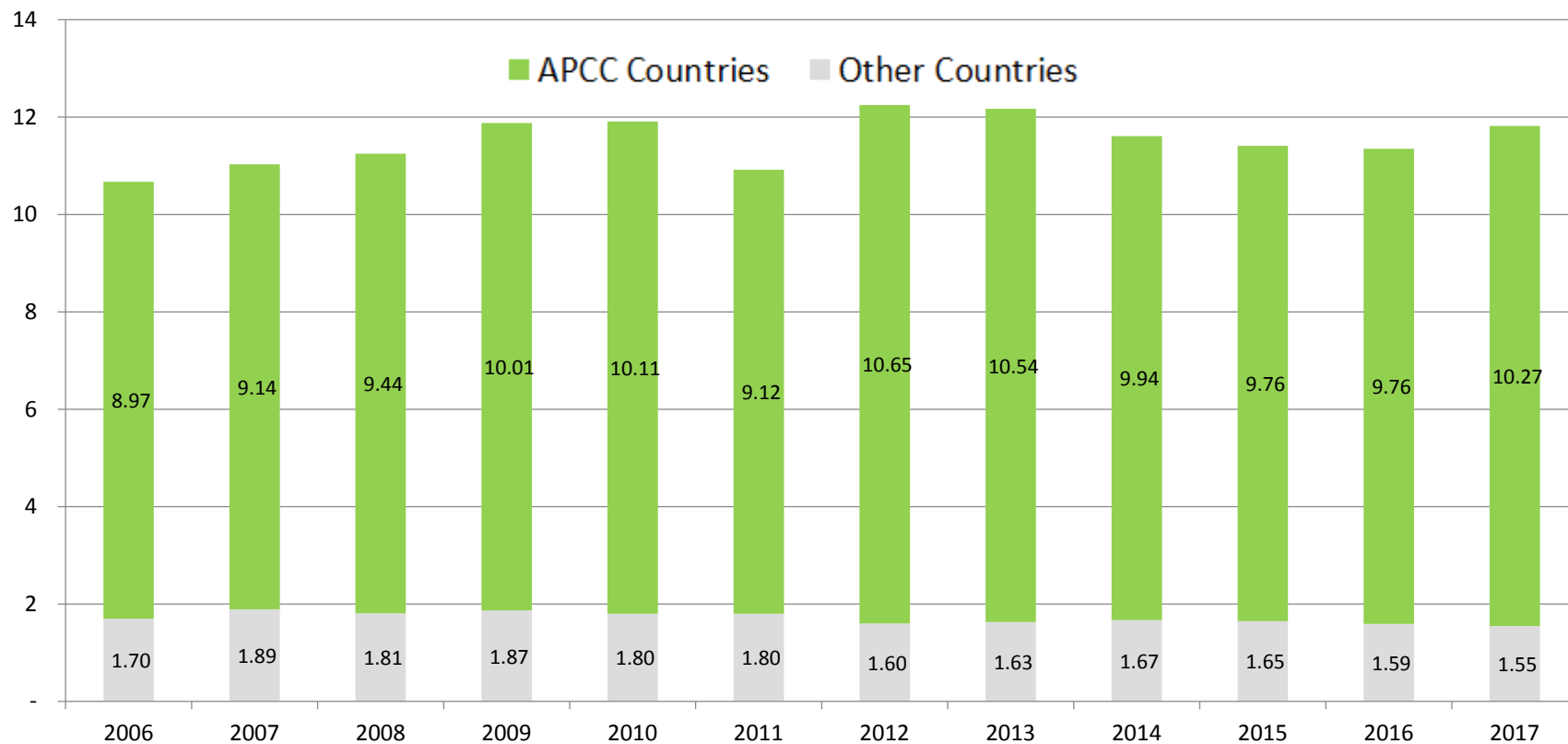
# Global Status



- Over 110 states export destinations
- An estimated 60 -70 billion nuts produced annually [the copra equivalent would be estimated 12 million MT]
- The top 5 producing countries in the world are **India, Indonesia, Philippines, Brazil and Sri Lanka**. PNG is largest producer in the Pacific.
- No significant increase in production over last two decades
- Very little replanting and/or **no new planting** in most countries
- Land area reduced in some countries due to **change in land use**
- An estimated 50% of the planting area of coconuts have senile trees & require immediate replacement



# Production



Year	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Total	10.67	11.03	11.25	11.88	11.91	10.95	12.26	12.17	11.61	11.41	11.20	11.82

# Country Status



Country	Estimated households	Coconut Area (Ha.)	Productivity (Nuts/Ha)	Estimated no. of trees (120/ha)	Estimated senile palms (50%)
Fed. Stat. Micronesia	18,000	18,000	2,197	2,160,000	1,080,000
Fiji	120,000	62,000	2,387	7,440,000	3,720,000
India	12,000,000	2,141,000	10,119	256,920,000	128,460,000
Indonesia	5,900,000	3,610,000	4,530	433,200,000	216,600,000
Kiribati	20,000	20,000	2,730	2,400,000	1,200,000
Malaysia	200,000	88,000	7,464	10,560,000	5,280,000
Marshall Islands	15,000	8,000	4,375	960,000	480,000
Papua New Guinea	300,000	221,000	6,710	26,520,000	13,260,000
Philippines	3,500,000	3,502,000	4,196	420,240,000	210,120,000
Samoa	40,000	99,000	2,697	11,880,000	5,940,000
Solomon Islands	50,000	38,000	2,631	4,560,000	2,280,000
Sri Lanka	50,000	440,000	6,623	52,800,000	26,400,000
Thailand	290,000	206,000	4,859	24,720,000	12,360,000
Tonga	25,000	31,000	2,423	3,720,000	1,860,000
Vanuatu	50,000	92,000	4,512	11,040,000	5,520,000
Vietnam	60,000	159,000	7,834	19,080,000	9,540,000
Jamaica	10,000	16,000	6,156	1,920,000	960,000
Kenya	90,000	177,000	1,462	21,240,000	10,620,000
	<b>22,738,000</b>	<b>10,928,000</b>	<b>Av. 4,661</b>	<b>1,311,360,000</b>	<b>655,680,000</b>

# Coconut Oil Performance



# CNO Export 2012-2017 ('000 MT)



- CNO continues as the major product traded globally.
- Philippines & Indonesia contribute 67% (1.61M MT)

Country	2012	2013	2014	2015	2016	2017
Philippines	1,321	1,492	1,137	1,124	895	933
Indonesia	930	868	911	917	843	696
India	392	376	395	371	363	247
Malaysia	44	53	50	52	42	44
Vietnam	34	34	34	34	33	33
Papua New Guinea	38	37	22	16	18	25
Mexico	131	129	127	127	127	131
Other countries	322	350	340	342	333	332
<b>Total</b>	<b>3,212</b>	<b>3,339</b>	<b>3,016</b>	<b>2,983</b>	<b>2,654</b>	<b>2,441</b>

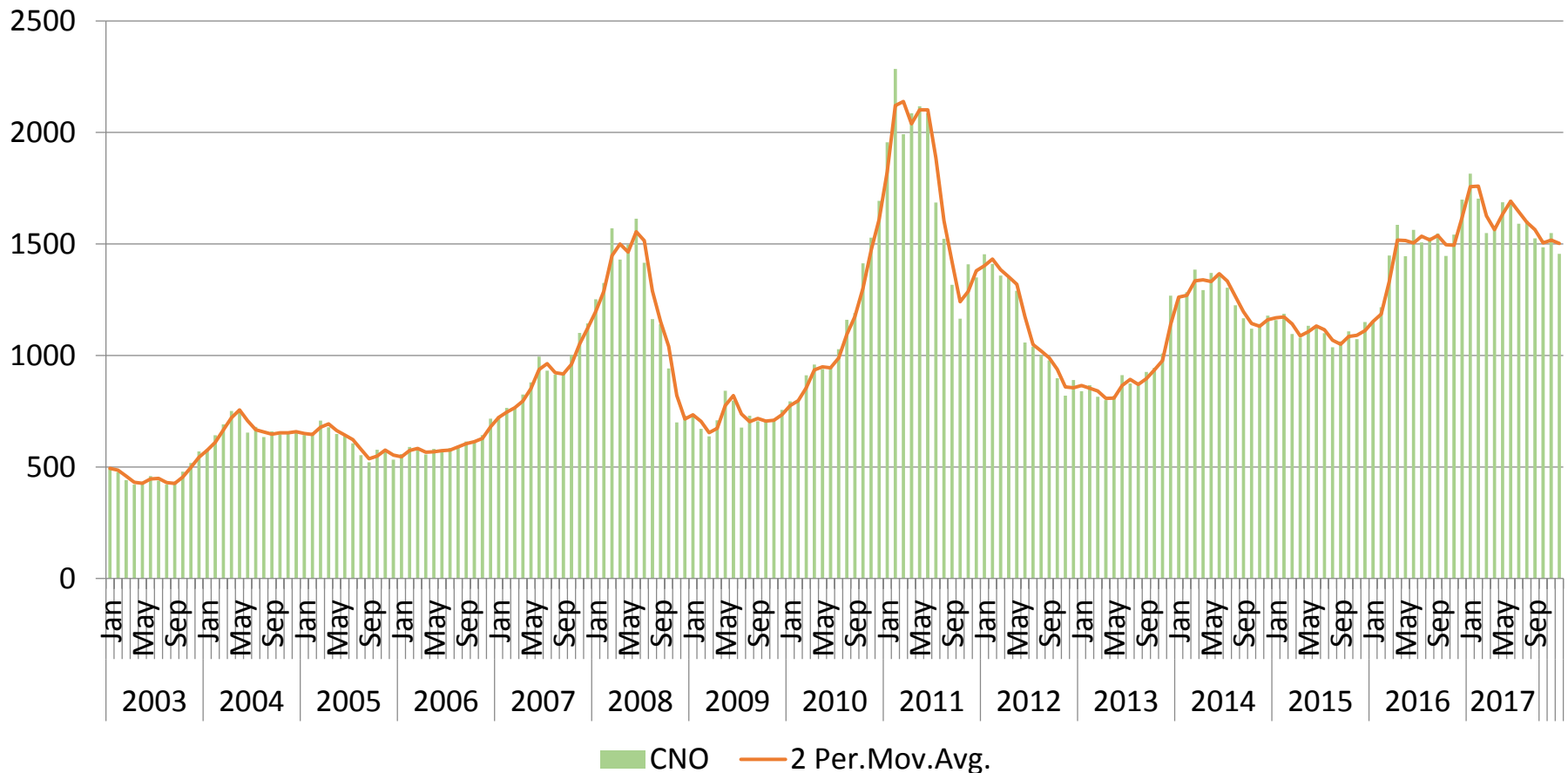
Source: Oil World, UCAP

# CNO Price Movement

2003-2017 [USD/MT, CIF Rotterdam]

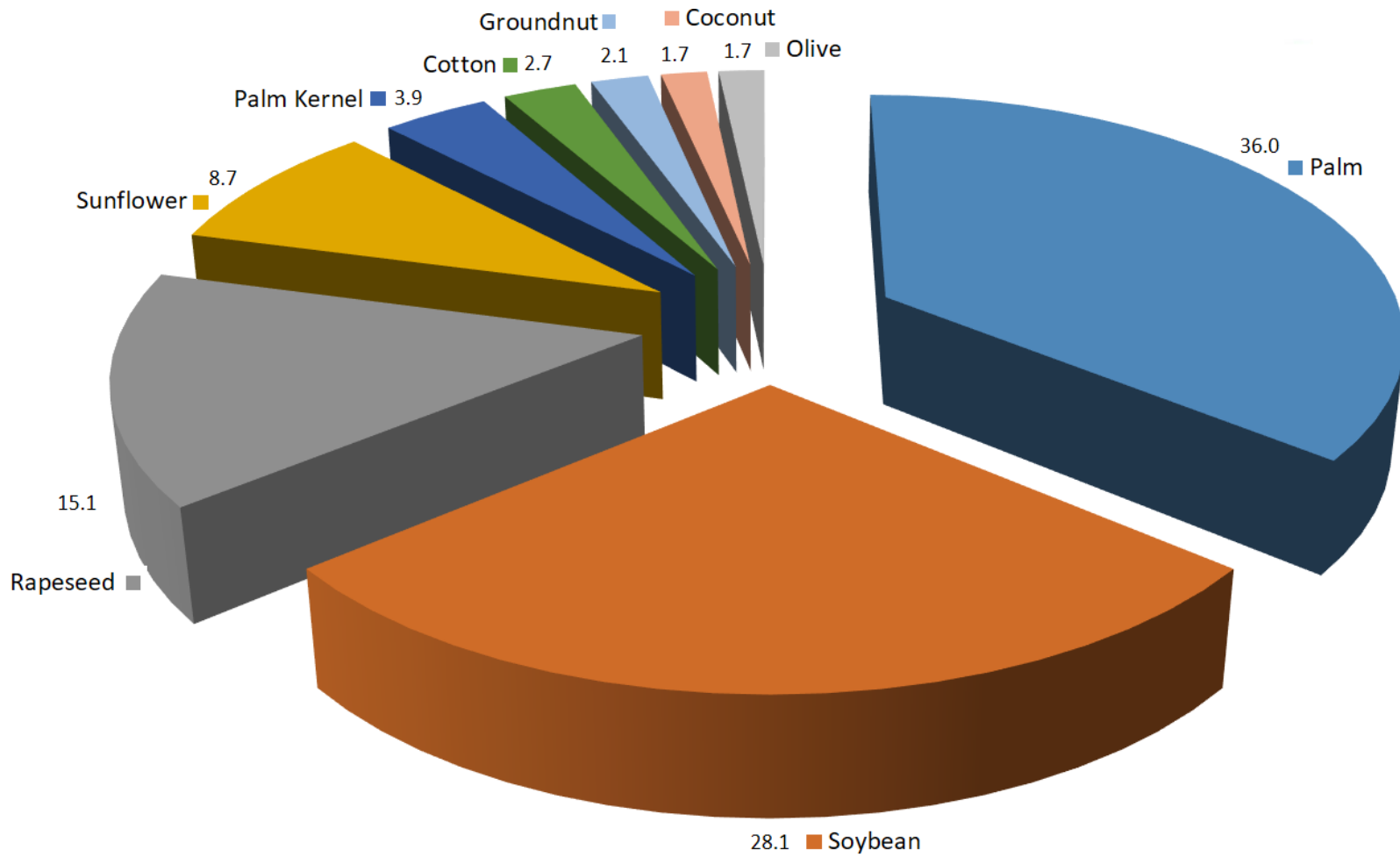


Average CNO Price CIF Rotterdam 2017 was USD1,603/MT. At 8.8% higher than 2016. December 2017 recorded lowest price of USD 1,456/MT. 2018 price forecast range USD 900–1,400/MT. Attributed to high premium over PKO USD324/MT & 14% decline in USA Market, largest importer.

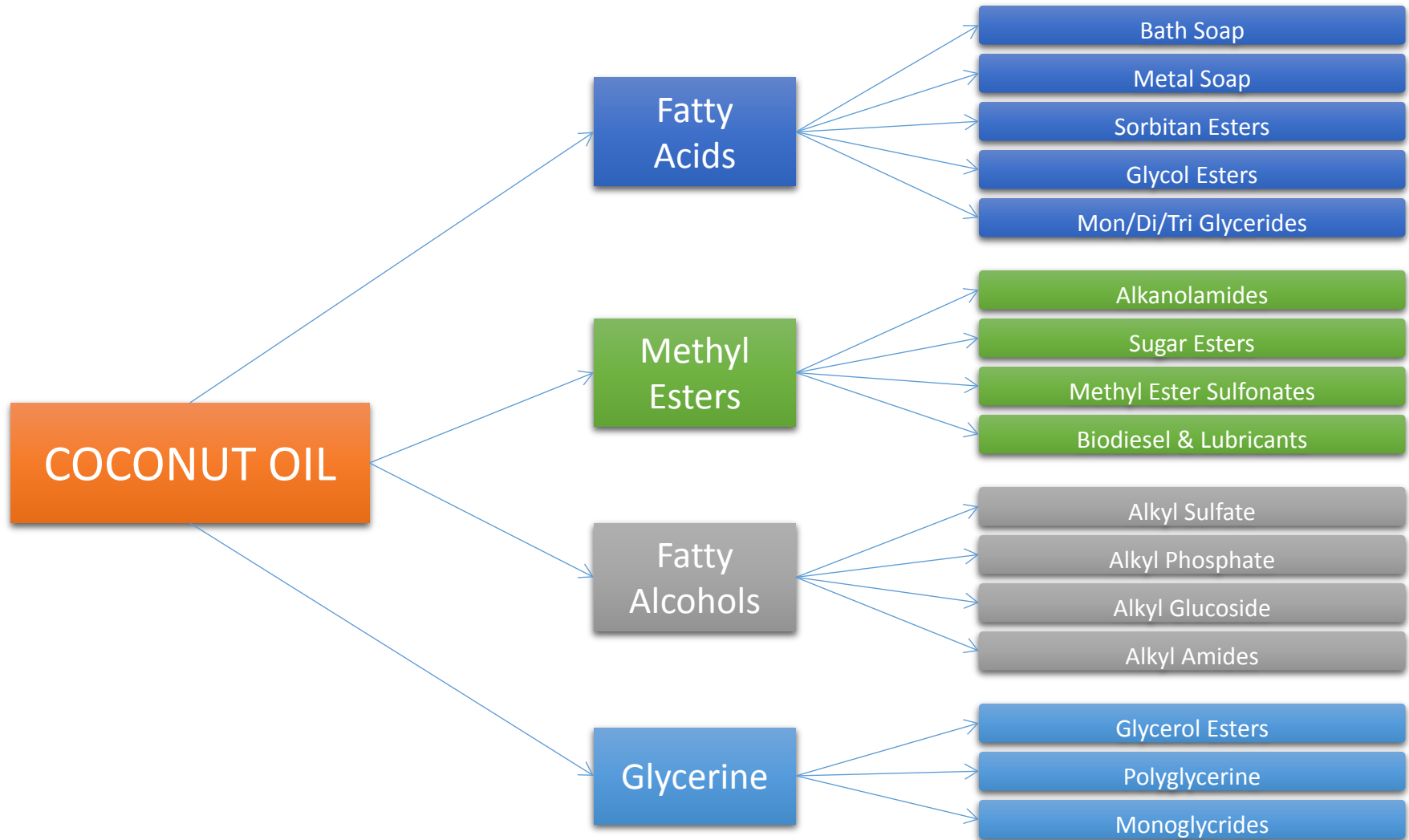




# Coconut Oil vs Major Oils



# Oleo Chemicals Value Addition Chart for Coconut Oil



Source: ASEAN Oleochemicals Manufacturers Group & Philippines Oleochemicals Manufacturers Association

# Negative Campaigns against Coconut Oil



- APCC Rebuttal Papers were issued against the American Heart Association's Presidential Advisory (June 2017) & Karin Michels' malicious & false statement (July 2018).
- Tarawa Accord (October 2017) signed by APCC countries to join hands in promotion of the goodness of coconut and prepare to collaborate in international studies still required to be concluded
- Joint Communique signed in Malaysia Session (September 2018). Community taking a stronger stand against negative campaigns including legal recourse.
- APCC Panel of Experts preparing now to meet FAO in Rome, December 2018 regarding warnings against coconut oil.
- Collaboration encouraged amongst APCC institutions on clinical studies

# Value Chains



# 'The Sea Change'



**Coconut Milk**



**Coconut Water**



**Virgin Coconut Oil**



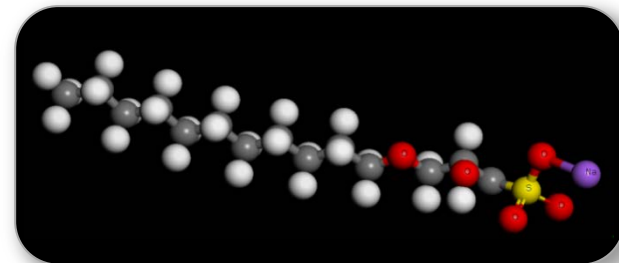
**Coconut Sugar**



**Auto Parts**



**Coconut Diesel**



**Coco- & Oleo Chemicals**



# The Coconut '*Come-Back*'



1993

1. Oleo chemicals
2. Glycerine
3. Fresh coconuts
4. Matured coconuts
5. Coconut seedlings
6. Bukayo
7. Coco Cream Powder
8. Coconut Milk
9. Frozen coco meat
10. Kopyor/Makapuno
11. Coconut vinegar
12. Nata de coco
13. Ubod
14. Coco acid oil
15. Alkanolamide
16. Paring oil
17. Coco coir waste
18. Coco coir fiber
19. Coconut water
20. Coco husk
21. Coco husk chips
22. Coco chips
23. Coco lumber
24. Coconut shell
25. Coconut shell charcoal powder
26. Toilet/Bath soaps
27. Husk nuts
28. Laundry soap
29. Shortening

2017

- |                          |                            |                            |
|--------------------------|----------------------------|----------------------------|
| 1. Oleo chemicals        | 30. Coco furniture         |                            |
| 2. Glycerine             | 31. Coco cutlery           | 55. Coconut flour products |
| 3. Fresh coconuts        | 32. Coir bullet proof vest | 56. Coco Hostorium juice   |
| 4. Matured coconuts      | 33. Coco Jam               | 57. Coco Mats              |
| 5. Coconut seedlings     | 34. Spec Creamed Coconut   | 58. Coco Belt              |
| 6. Bukayo                | 35. Coco Hydro Water       | 59. Coco Vest              |
| 7. Coco Cream Powder     | 36. Coco Soy Sauce         | 60. Coconut wines          |
| 8. Coconut Milk          | 37. Coco Fiber Dust        | 61. Coir Twine             |
| 9. Frozen Coco Meat      | 38. Coco Shell Powder      | 62. Coir Pads & Liner      |
| 10. Kopyor/Makapuno      | 39. Coco Shampoo           | 63. Coir Doormats          |
| 11. Coconut Vinegar      | 40. Coco Wood Pallet       | 64. Coco Husk Cubes        |
| 12. Nata De Coco         | 41. Margarine              | 66. Hydrogenated C/Oil     |
| 13. Ubod                 | 42. Coconut Flour          | 67. Coconut Syrup          |
| 14. Coco Acid Oil        | 43. Coconut Milk Powder    | 68. Charcoal briquette     |
| 15. Alkanolamide         | 44. Coconut Liquor         | 69. Coconut shell oil      |
| 16. Paring Oil           | 45. Coco Handicrafts       | 70. Coconut water blends   |
| 17. Coco Coir Waste      | 46. Grated Coconut Meat    | 71. Coconut milk blends    |
| 18. Coco Coir Fiber      | 47. Coconut Honey          | 72. Bio Fuel products      |
| 19. Coconut Water        | 48. Coir Net               | 73. Coco pith products     |
| 20. Coco Husk            | 49. Soap Chips             | 74. Coconut sugar          |
| 21. Coco Husk Chips      | 50. Virgin Coconut Oil     | 75. Coco sugar 3-1 Coffee  |
| 22. Coco Chips           | 51. Coconut sugar          | 76. Coco artifacts         |
| 23. Coco Lumber          | 52. Neera fresh            | 77. Coco Art & Craft       |
| 24. Coco Shell           | 53. Neera products         | 78. Coco Fibre Shoes       |
| 25. Coco Charcoal Powder | 54. Coco Culture           |                            |
| 26. Toilet/Bath Soaps    |                            |                            |
| 27. Husk Nuts            |                            |                            |
| 28. Laundry Soap         |                            |                            |
| 29. Shortening           |                            |                            |

**+ 100s more each year**

# Value Chain Studies



With emergence of high value products it necessitated a closer look at value chains to determine if and how returns could be maximized to farmers. Recent studies:

- Coconut Value Chain Review done for ACIAR on Pacific Coconut Industry Chain
- Smaller area focused studies e.g. 'Value Chain Analysis of coconut in Orissa'
- EU funded CIDC (Caribbean) 2016 study led by CARDI and ITC "CONNECTING TO THE WORLD MARKET THROUGH REGIONAL VALUE CHAINS: Partnership Opportunities in Coconut Value Chain for the Small Caribbean Economies. Field interviews: DR, Jamaica & Guyana. Phone interviews with 7 other countries
- EU funded CIDP (Pacific) 2017 Coconut Value Chain Workshop held in Fiji led by SPC. APCC participated. Reports are already distributed.
- ASEAN Secretariat conducted coconut value chain workshop in Yogyakarta 24-26 October 2018 (next week). APCC participating.
- CABI & ICC could document more accurate supply and value chains with the collective expertise

# Chain Studies Outcomes



- Position farmer well to produce in cost-effective manner – cost of production below selling price.
- Access market and sell produce at viable prices - two key elements that sustain production are ‘Marketability & Profitability’.
- Coconut farmers are ‘price-responsive’. They easily turn to other activities waiting for the price to go up again.
- Small holdings below 1 hectare in size will always sell fresh coconuts (young or mature) directly at wet market, to a buyer or try to make copra with mature nuts
- Value addition initiatives by private sector industry keeps fresh coconut markets open for small farmers.
- India’s Farmer Producer Organizations (FPO) initiative of CDB India has progressed well in some areas. CPCs are in modern processing facilities for high value products. Example of mobilizing farmer groups towards value addition hence maximize returns
- Enabling environment to be created by Government

# Benefit to Farmers



- Produce and related products should be:
  - ✓MARKETABLE
  - ✓PROFITABLE
- Value of one coconut should increase with switch to high value products
- Buyers, processors, exporters share their success through:
  - ✓Fair trade practices
  - ✓maximizing returns to farmer as supplier of raw material
  - ✓Upstream involvement as part of social obligation e.g. in replanting projects
- Successful Farmer Producer Organizations needed to create synergistic networks and improved accessibility both ways for services
- Government policies and program interventions improved to serve farmers

# Food Chains



## Mature Coconut

- Home consumption | Copra | White copra | Edible copra (ball copra) | Coconut oil from Copra | RBD oil from CNO | Coconut oil from White Copra | Desiccated Coconut | Coconut Milk (Liquid/Cream/Powder) | Virgin Coconut Oil | Coconut Water | Nata de coco from mature nut water |

## Coconut Oil (Extracted from Copra)

- Farmer Copra Buyer [Oil Miller] Processor Trader/Importer Market Consumer

## Desiccated Coconut

- Farmer Buyer [Equipment] Processor [Certifier] Market Consumers

## Coconut Milk (Liquid/Cream/Powder)

- Farmer Buyer [Equipment] Processor [Certifier] Market Consumers

## Virgin Coconut Oil

- Farmer Buyer [Equipment] Processor [Certifier] Market Consumers

## Young Fresh Coconut (6-9 months)

- Home consumption | Packaged Coconut Water Market | Beverages Blend Market

## Coconut Sap

- Fresh Neera drink | Coconut sugar | Coconut honey | Coconut vinegar | Alcohol



# Non-Food Chains



## Mature Coconut

- Husk | Raw Fiber | Mattress Fiber | Coir products | Shell Charcoal | Activate Carbon | Artifacts

## Husk Utilization

- Farmer Husk sale Primary process Raw fiber sale Process/End Products Market Consumer

## Shell Utilization

- Farmer Shell sale Make/Sell Charcoal Process/End Products Market Consumer

## Industrial Oil Utilization

- Farmer Copra sale Process/Sell Oil Trader/Buyer Process/End Products Market Consumer

## Coconut Trunk (Log)

- Coco log | Coco timber | Coco furniture | Coco artifacts | Household utensils

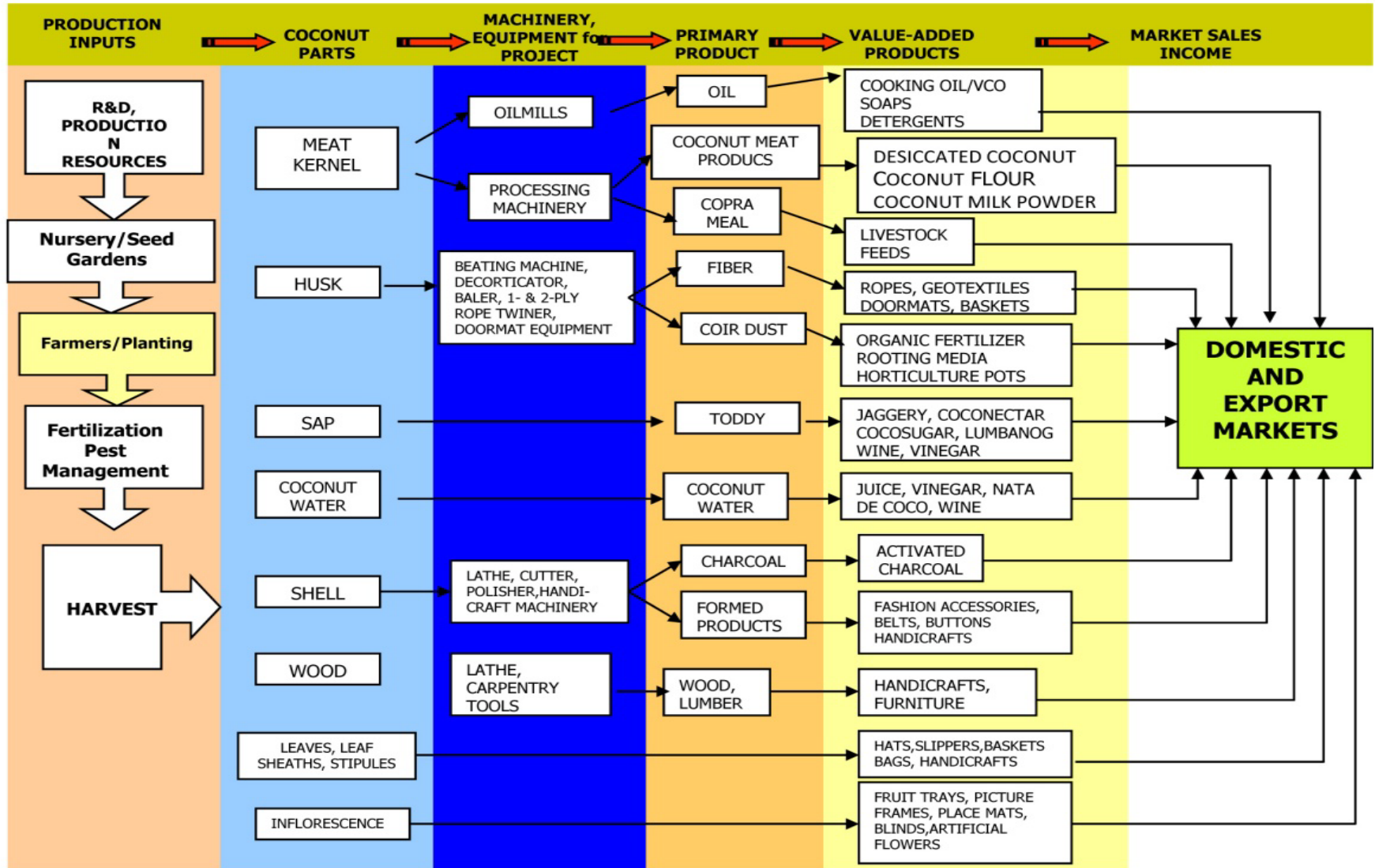
## Coconut Leaves & Fronds

- Artifacts | Household implements (brooms) |

## Coconut Roots & Stump

- Traditional medicines | household utensils | household furniture

# Supply Value Chain



# Trade & Market Outlook



# Desiccated Coconut

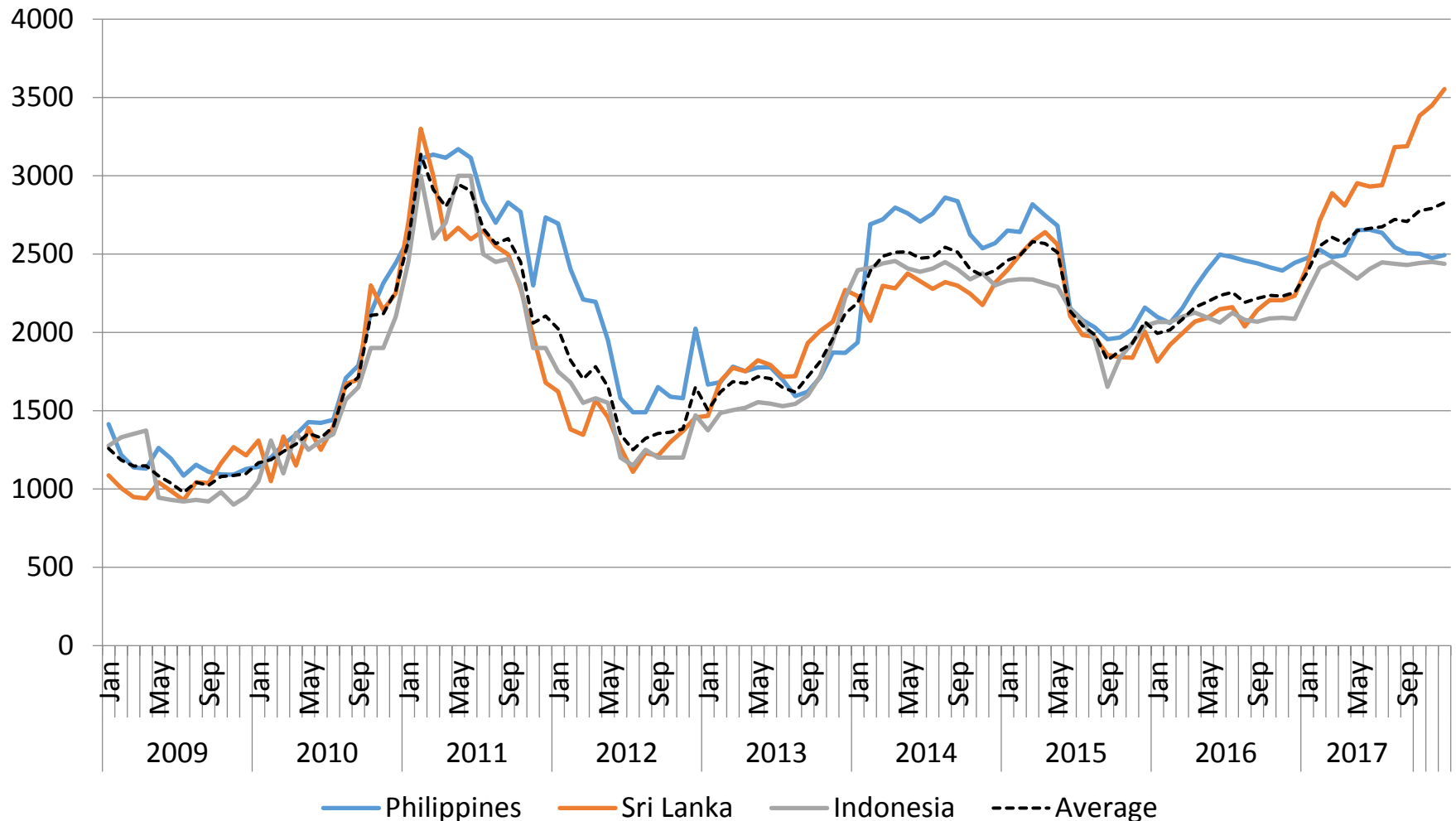


- DC is a fully developed coconut product manufactured by countries. World demand is over 400,000 MT annually with nearly 110 foreign markets destinations.
- Philippines, Indonesia & Sri Lanka are major producers. Aggregate 2017 exports at 242,461 MT, 10% higher than 2016 at 219,644 MT .
- Major destinations are USA, UK, France, Belgium, Netherlands, Russia, China, Canada, Australia, Turkey, Japan, NZ, Korea, SA & others increasing purchase.

Country	Average Price/MT
Philippines	US\$2,537
Indonesia	US\$2,409
Sri Lanka	US\$2,898



# Average Monthly DC Export Prices 2009 - 2017 [US\$/MT]





# Virgin Coconut Oil



- Fastest growing product with high value niche market.
- Philippines export grew from 103 MT in 2003 to 36,332 MT in 2015. Reduced in 2017 to 27,000 MT.
- Philippines export earnings from US\$8.34 Million in 2011 to US\$129 Million in 2015. Reduced in 2017 to US\$92.4 Million.
- Consumers and public is increasingly becoming aware of VCO health benefits.

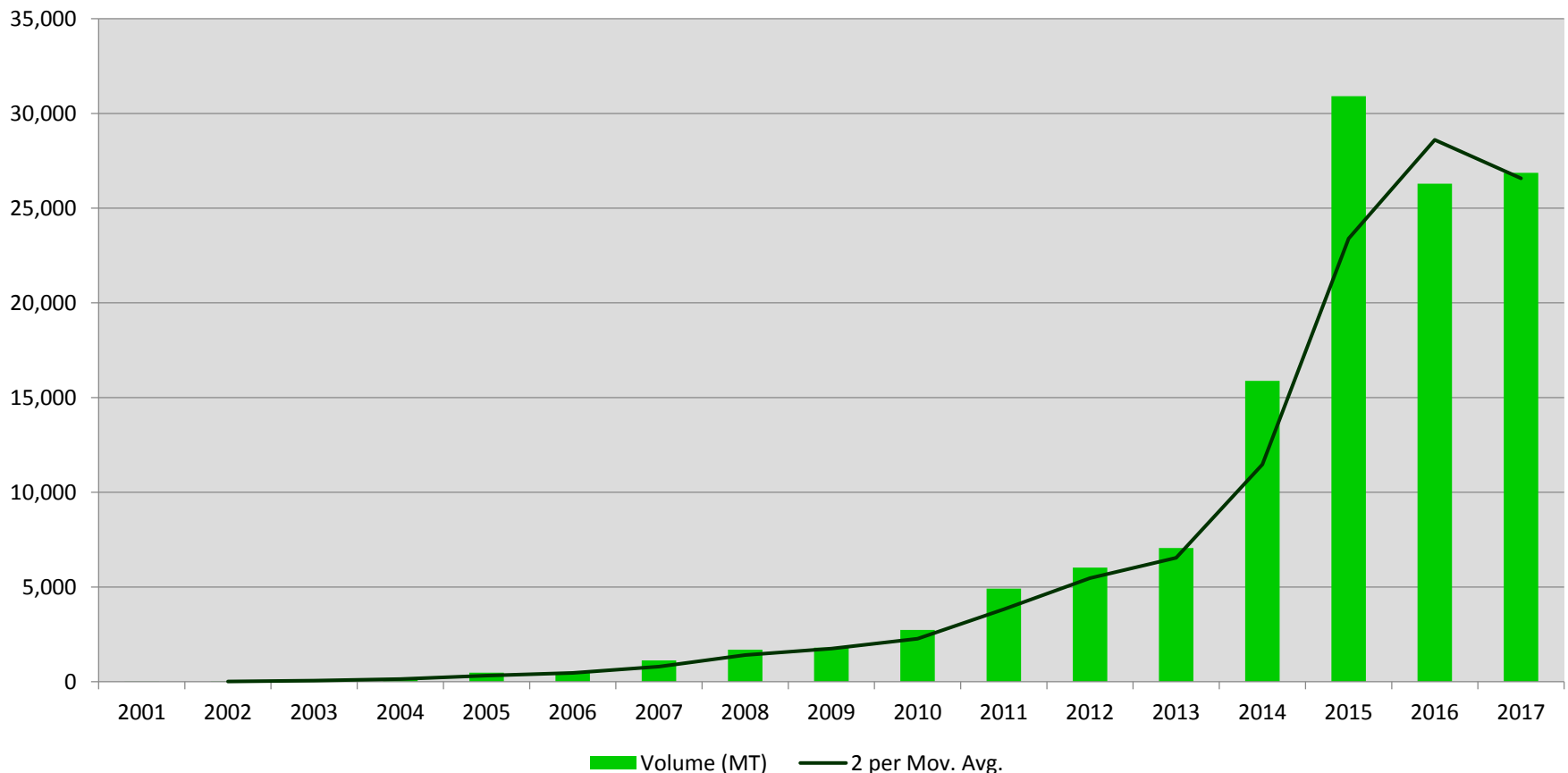


# Philippines VCO Exports

## Major Producer 2001-2017 (MT)



Main export destinations of USA, Germany and Canada at 42%, 16% and 12% respectively. Balance shared mostly by Germany, Japan, UK, Belgium, China, Singapore, Australia, Malaysia and Taiwan. FOB Manila VCO prices range US\$2.9 – 4 per Liter. VCO highest volume of non-traditional products.





# Coconut Water



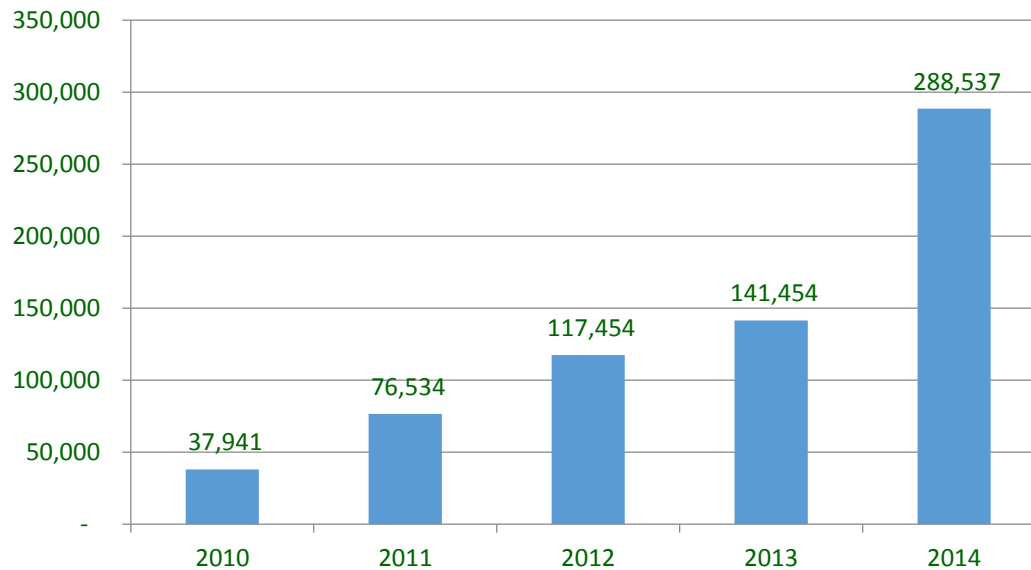
- Fastest growing new beverage with rapidly expanding market, increasing growth at 150% annually. Brazil is leading exporting country. Annual increases in production are reaching 150% each year. USA sales at over US\$350 million annually.
- The 'fluid of life' contains proteins, amino acid, sugars, vitamins, biological growth factors and enzymes promoting anti-aging, healthy cell growth and rehydration.
- Philippines export volume grew from 647,000 litres in 2008 to 85 million litres in 2017. Major export destinations being USA followed by and Netherlands. Other destinations are Canada, Australia, Singapore, China & UAE
- Export Prices increased from US\$ 0.8/litre in 2008 to US\$ 1.07/litre at end of 2017



# Coconut Water Market



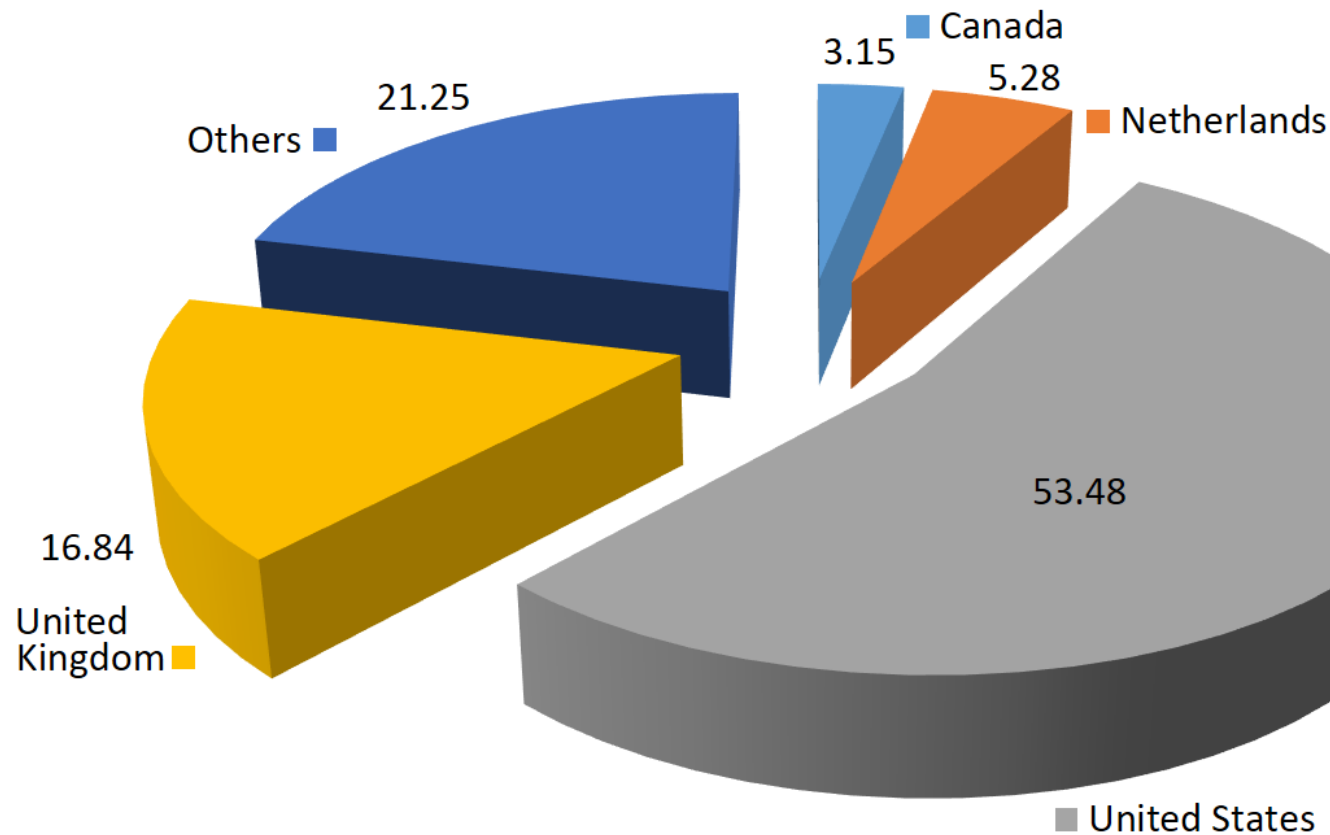
**US Import Volume of Coconut Water (ton)**



Country of Origin	%
BRAZIL	38
THAILAND	32
PHILIPPINES	8
SINGAPORE	6
SOUTH AFRICA	5
MALAYSIA	3
SRI LANKA	3
OTHERS	5



# Philippine Coconut Water Export Destinations





# Coconut Flour



- Flour is a by-product of the VCO processed from its residue
- Food-grade product similar in consistency with wheat flour
- Delicious, gluten-free with high dietary fibre – for good health
- Philippines is leading exporter



# Coconut Milk/Cream/Powder



Leading producers are Indonesia, Philippines, Sri Lanka, Thailand, Malaysia and India

Products	Year (metric tons)			
	2012	2013	2014	2015
Coconut Milk/Cream/Powder	160,139	185,894	229,511	245,447

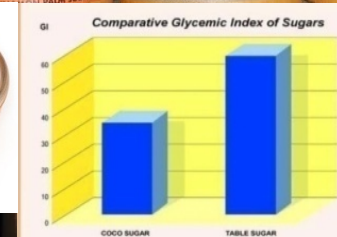




# Coconut Sap-Based Products



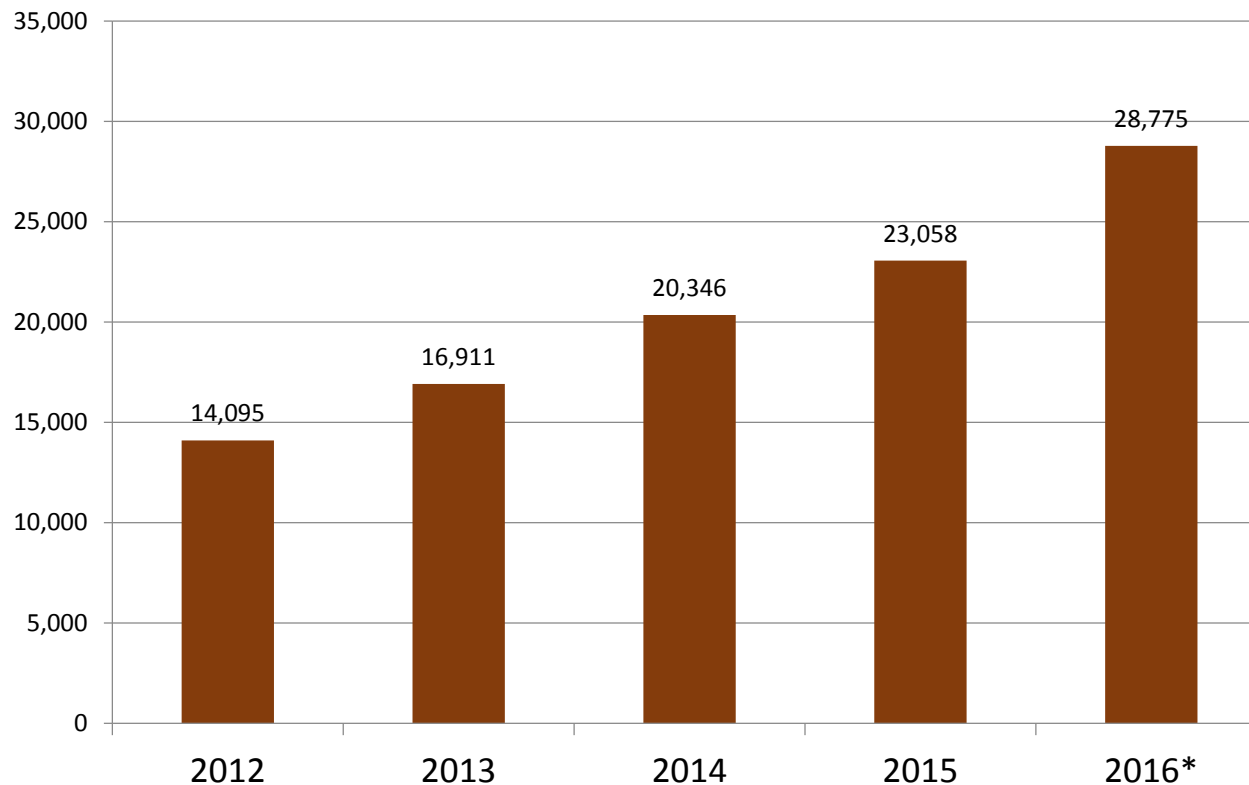
- Categories and use of sap-based products is expanding and growing
- Fresh Neera, Sugar, jaggery, vinegar, honey, syrup are main by-products
- Health benefit of low glycemic index at 35 is key to promotion of the products
- Major producers are Indonesia, Thailand, Philippines – increasing in India & Sri Lanka
- India declared Neera as National Product – the healthiest most freshest drink on earth, marketable/profitable for farmers



# Coconut Sugar



Export Volume of Coconut Sugar from Indonesia



\*January-September 2016

Country of Destination	%
USA	68
Netherlands	7
South Korea	5
Malaysia	4
Australia	3
Singapore	3
Others	11





# Coconut Shell Charcoal & Activated Carbon(AC)

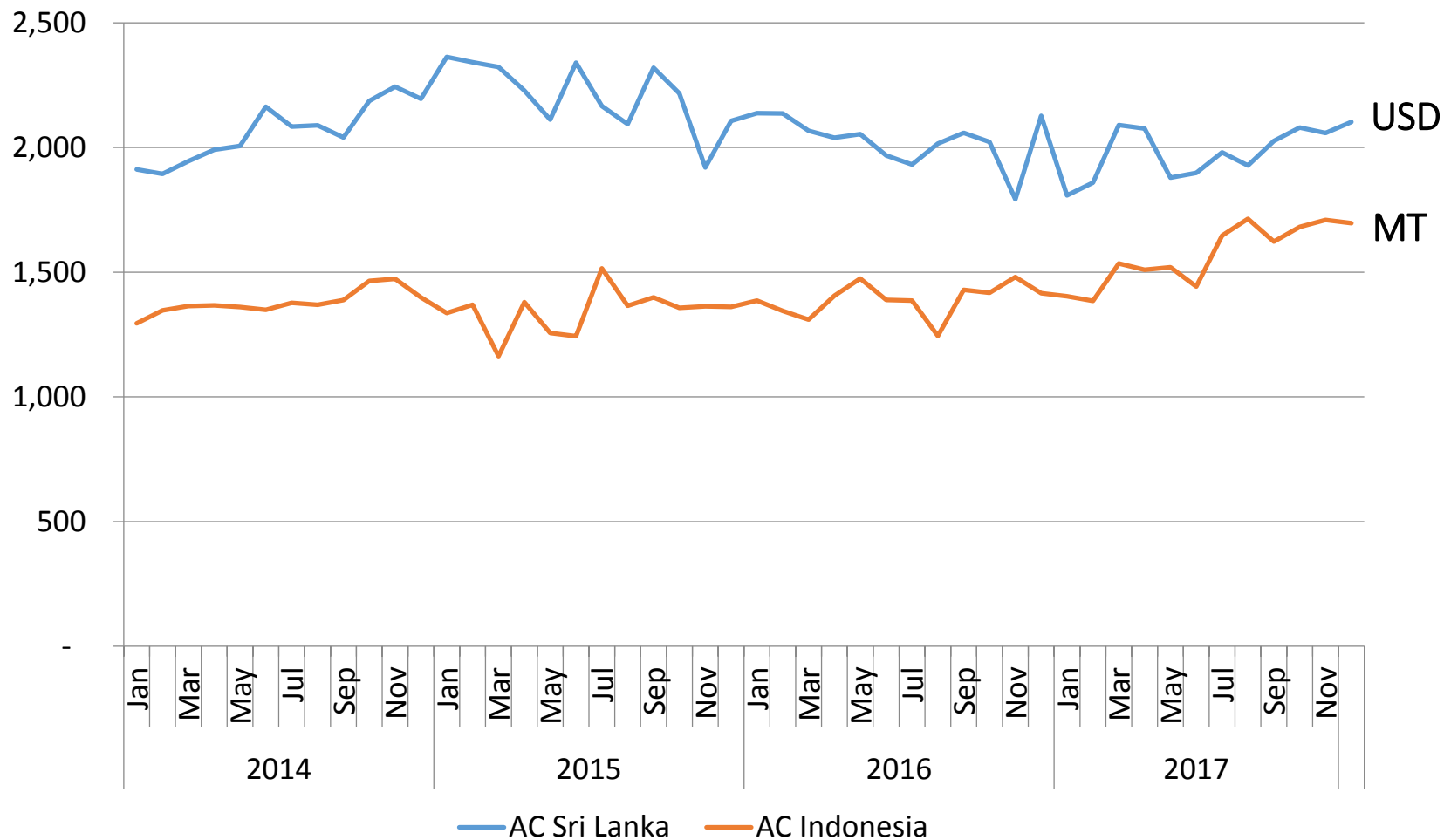


- Philippines, Indonesia, India & Sri Lanka are leading producers/suppliers
- World demand for AC expected to rise at 10.3% annually to 2.0 Million MT in 2017
- 2016 Shell charcoal export volume at 288,375 MT & AC at 197,832 MT
- A major use is as agent for purification of drinking water, medicines, sugars etc.
- Japan and China import coconut shell charcoal from Indonesia to produce AC.



# Price Movement of Activated Carbon

## 2014 - 2017



# Coir products



- India and Sri Lanka continue as two major producers & exporters. Total export volume in 2017 at 1.3 M MT. Indian export volume increased by 27% from 752,020 MT in 2015/16 to 957,045 MT in 2016/17
- Coco pith (490,552 MT) and coir fibre (370,357 MT) are the largest products exported by volume from India.
- Sri Lanka exported 202,720 MT of Coco pith in 2017, increase from 2016
- Export destinations – China, USA, Netherlands, UK (UK is fastest growing market for coco pith)
- Sri Lanka export of coir matting increased by 24% in 2015

# Challenges





# Aging & Senile Palms



- Aging palms at over 60 years old with decline in yield by over 40% in most instances
- Global average at 50% of palm population are senile
- Pacific region senile palm population is over 70%
- Palms too tall to harvest
- Very little effort to replenish plantings
- A major constraint would be access to adequate supply of good quality planting material



# Status of Existing Plantings



Country	Coconut Area (Hectares)	Productivity (Nuts/Ha)	Estimated senile palms (50%)
<b>Fed. States of Micronesia</b>	18,000	2,197	<b>1,080,000</b>
<b>Fiji</b>	62,000	2,387	<b>3,720,000</b>
<b>India</b>	2,141,000	10,119	<b>128,460,000</b>
<b>Indonesia</b>	3,610,000	4,530	<b>216,600,000</b>
<b>Kiribati</b>	20,000	2,730	<b>1,200,000</b>
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<b>Papua New Guinea</b>	221,000	6,710	<b>13,260,000</b>
<b>Philippines</b>	3,502,000	4,196	<b>210,120,000</b>
<b>Samoa</b>	99,000	2,697	<b>5,940,000</b>
<b>Solomon Islands</b>	38,000	2,631	<b>2,280,000</b>
<b>Sri Lanka</b>	440,000	6,623	<b>26,400,000</b>
<b>Thailand</b>	206,000	4,859	<b>12,360,000</b>
<b>Tonga</b>	31,000	2,423	<b>1,860,000</b>
<b>Vanuatu</b>	92,000	4,512	<b>5,520,000</b>
<b>Vietnam</b>	159,000	7,834	<b>9,540,000</b>
<b>Jamaica</b>	16,000	6,156	<b>960,000</b>
<b>Kenya</b>	177,000	1,462	<b>10,620,000</b>
	<b>10,928,000</b>	<b>Average 4,661</b>	<b>655,680,000</b>

# Pests & Diseases



- Lethal Yellowing is a global threat
- Rhinoceros Beetle in Pacific
- Palm Weevil in many countries
- Mite pests affecting coconuts
- Root Wilt & Weligama disease
- Borgia Disease & Kadang kadang





# Climate Change & Adverse Weather



- El Niño, Prolonged Drought & Dry Weather Conditions
- Cyclones and Typhoons at 200-300 km per hour speed
- Global warming
- Sea and water level rising
- Frequent Flooding

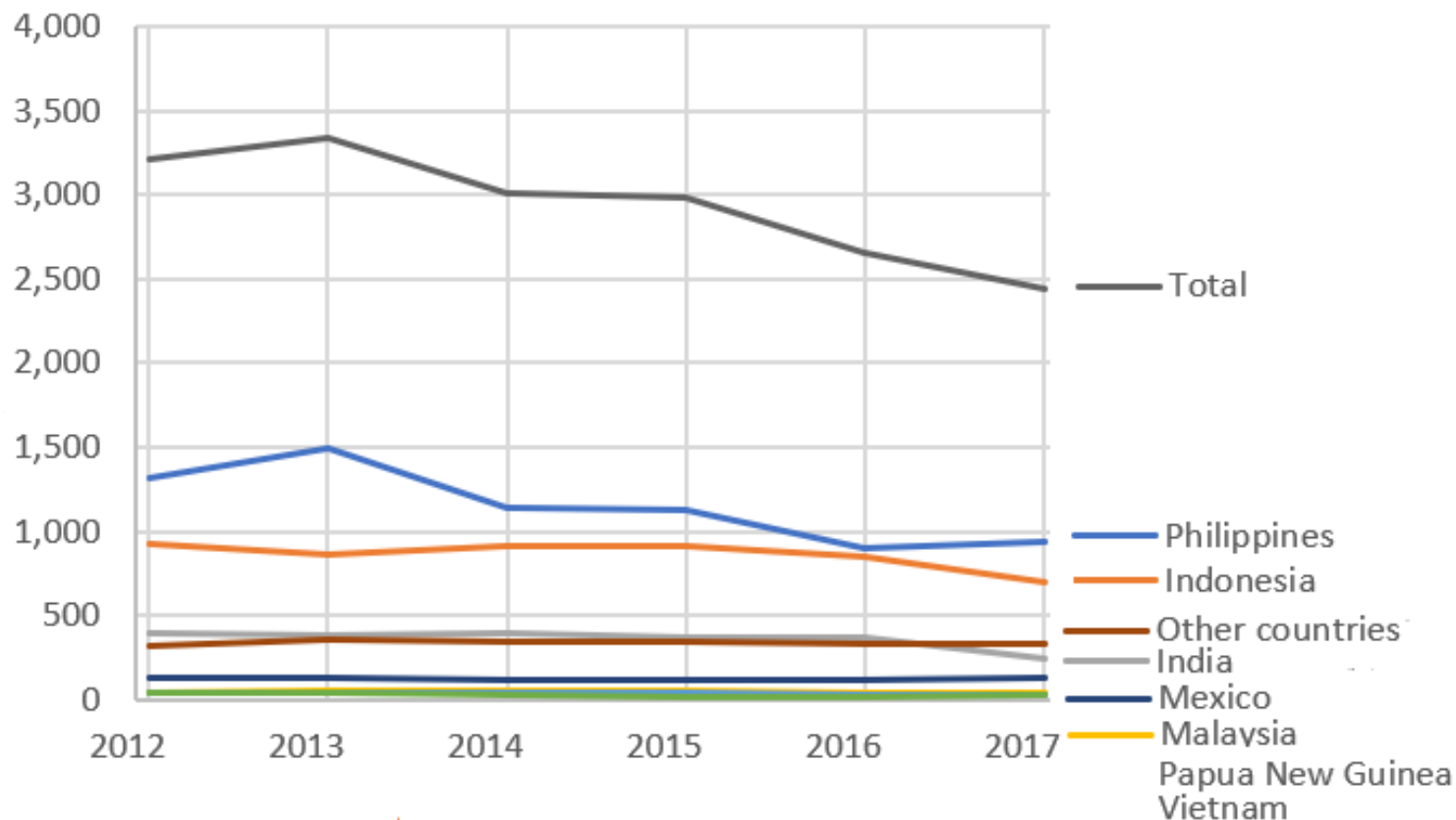
# Scenario



# Market Performance

## CNO Export 2012-2017

('000 MT)



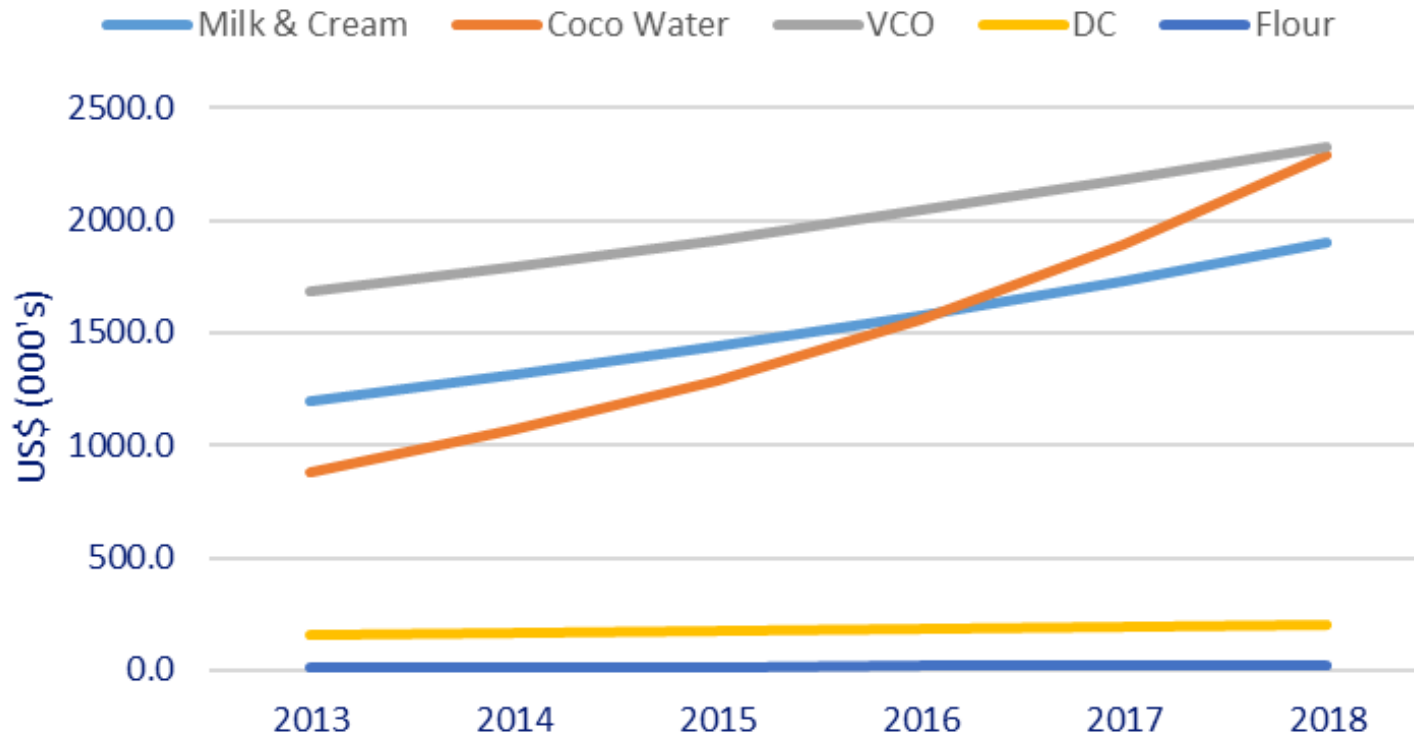
- CNO continues as the major product traded globally.
- Philippines & Indonesia contribute 67% (1.61M MT)

Source: Oil World, UCAP

# Market Performance



## Global Coconut Market Values By Product



**CAGR:**

**VCO = 6.7%**

**Water = 21.0%**

**Milk = 9.7%**

**DC = 5.9%**

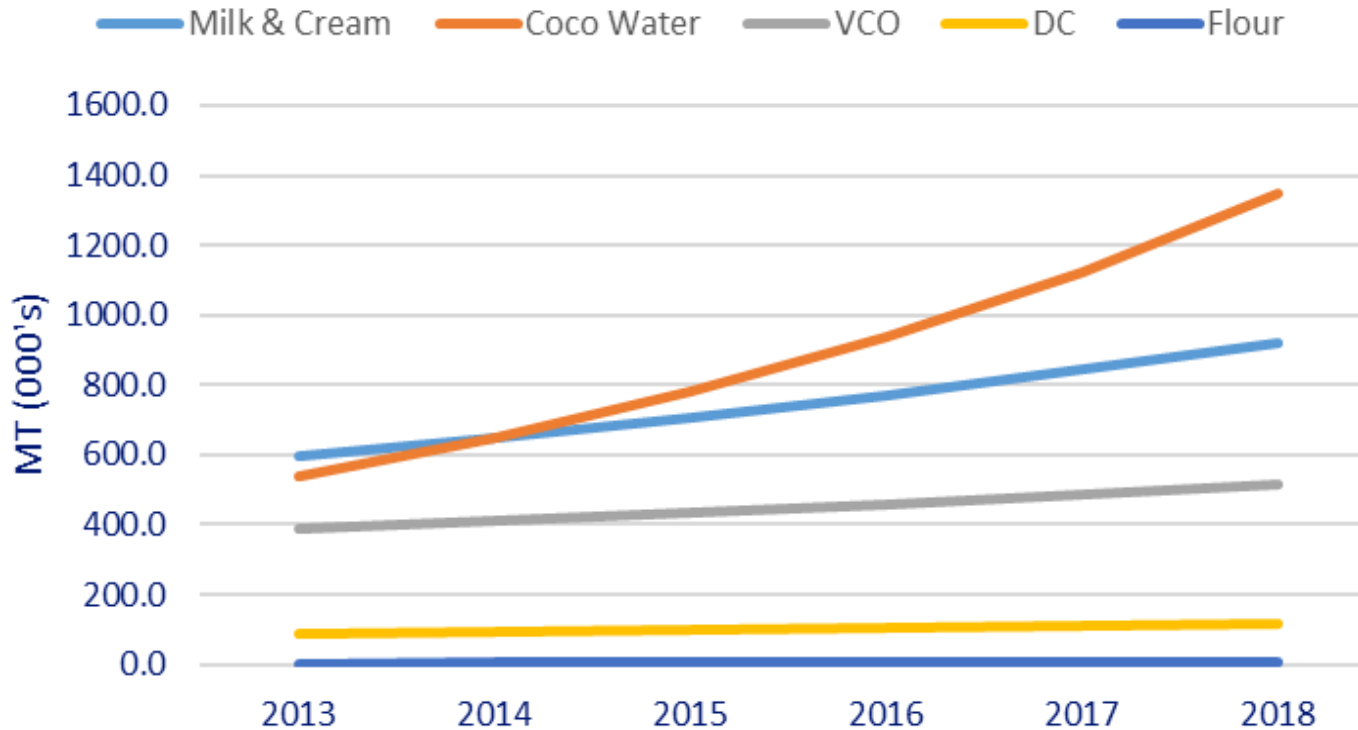
**Flour = 19.1%**

**Coconut 'Liquid' products will see substantial value growth**

# Market Performance



## Global Coconut Market Volume By Product



**Volume Increase:**

**Water = 149%**

**Milk = 54%**

**VCO = 33%**

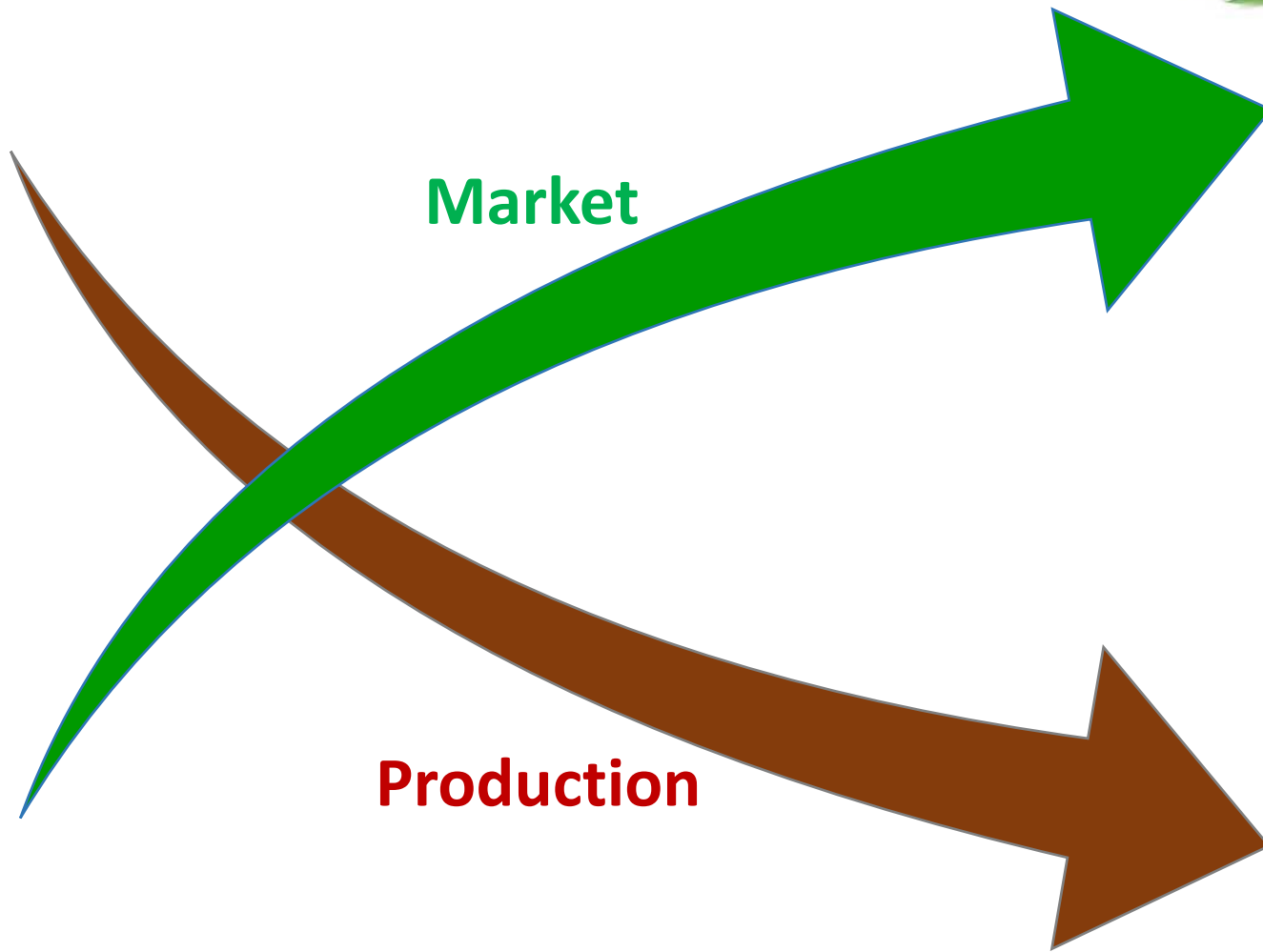
**DC = 29%**

**Flour = 115%**

**Global Coconut Water volumes will show the largest growth**

# Coconut Market vs Production

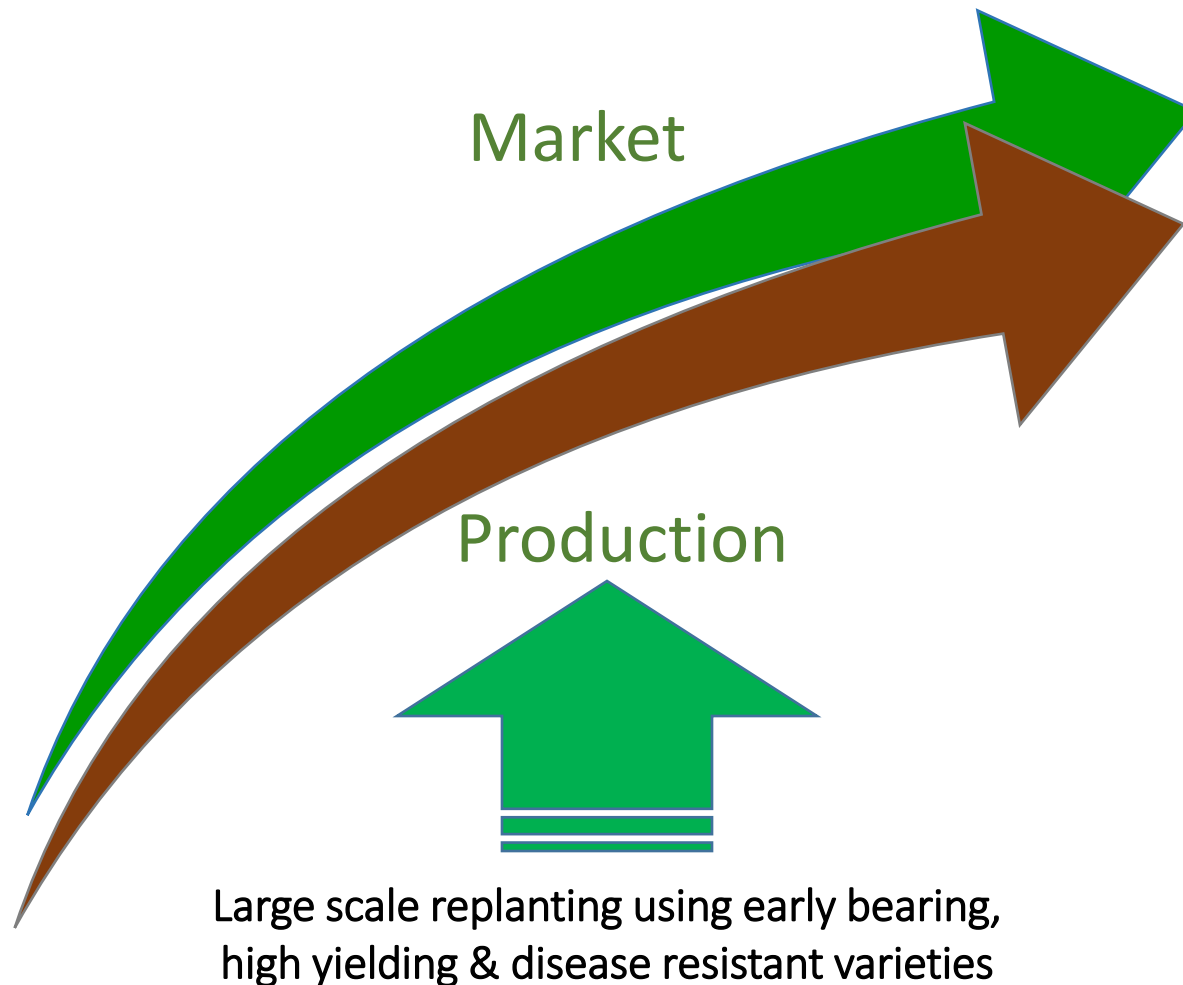
Oropeza chart



**APCC data indicate >50% of trees are senile with declining yield**

# Coconut Market vs Production

Oropeza chart





## Going forward



- ✓ Outlook of markets for higher value products is extremely positive, however, competition for raw material is high amongst products
- ✓ Product development, diversification, quality including R&D requires expansion
- ✓ Major challenges are threats to the coconut tree that include senility, pest/disease infestation, adverse climate change effects and lack of investment in planting

# Conclusion



# Technical Cooperation

CAB International & International Coconut Community



The broad forms of cooperation referenced in MoU between CABI and then APCC of April 2018 are:

- Facilitate scientific exchange in terms of personnel and visits;
- Conduct Research and Development in areas of mutual interest;
- Jointly seek funds for projects; and
- Strengthen capacity development and publication

# Way Forward

Relationship with CAB International



- The socio-economic welfare of farmers is a Mandate embraced and shared by both CAB International & the International Coconut Community;
- ICC and its Member Countries projects at national and regional level. *E.g PNG Government fully funding National Biosecurity Plan project proposed with CABI*
- ICC Secretariat pursue impact publications to reach farmers with important message on aspects of coconut development. *E.g. IPM, Climate Smart & Organic Coconut Farming, Value Addition, Intercropping etc.*
- Video promotion material proposed on themes of ‘Coconut Farmers Need Not Be Poor’ and ‘Wealth Under the Coconut Trees’. 5 country experiences to be shared.
- Other important projects interventions



*I thank you all  
for your time*