



CPSA-PPSA Joint Webinar

**Coconut Value Chains in Southeast Asia:
Experiences from Cambodia and the Philippines**

March 11, 2021 | 1PM (GMT+7) / 2PM (GMT+8)



Grahame Dixie

Executive Director

Grow Asia



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Seiratha Chan

Country Director

Cambodia Partnership for
Sustainable Agriculture (CPSA)

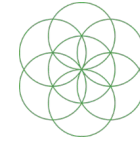


CPSA



PPSA

Philippines Partnership for Sustainable Agriculture



GrowAsia

Fruits Value Chain Assessment (Five Key Commodities)

Findings & Recommendations Focus on Coconut

March, 11th



Cambodia Partnership for Sustainable Agriculture

Multi-stakeholder Platform

“Building Partnerships”

Active Partners

97

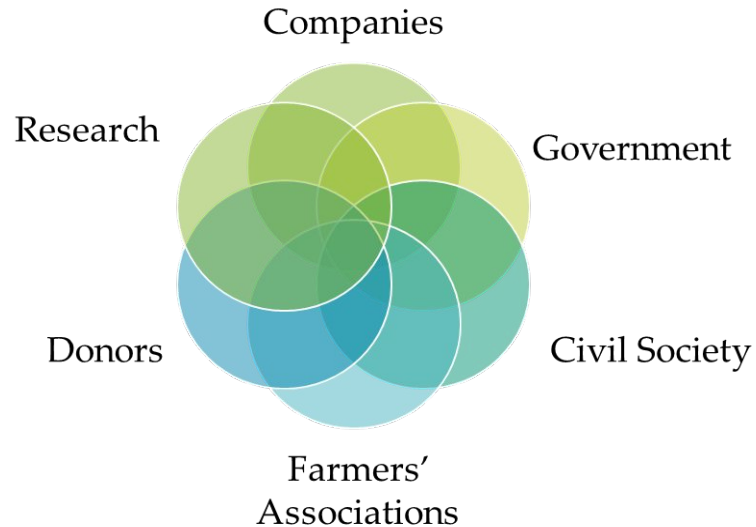
Key Stakeholders

250 ++

Mailing List

500 ++

Data 2020



Working Groups (WGs)

Secretariat Level Activities



Contract Farming



Sustainable & Responsible Investments



AgTech Solutions

Working Groups



Cashew



Pepper



Fruit & Vegetables



Agri-Food SMEs

Background

- January , 2019 : CPSA invested further efforts in order to support Fruits & Vegetables sub-sector.
- By October, 2019: Vegetable Group formally established.
- By May, 2020 : Fruits Value Chain Assessment conducted

Rapid Fruit Value Chain Assessment



1- Team & Timeline : Lead Consultant , CPSA , CIRD , EAC and RUA. From April to May , 2020

2- Five commodities: Mango, Logan , Dragon Fruit, Banana & Coconut

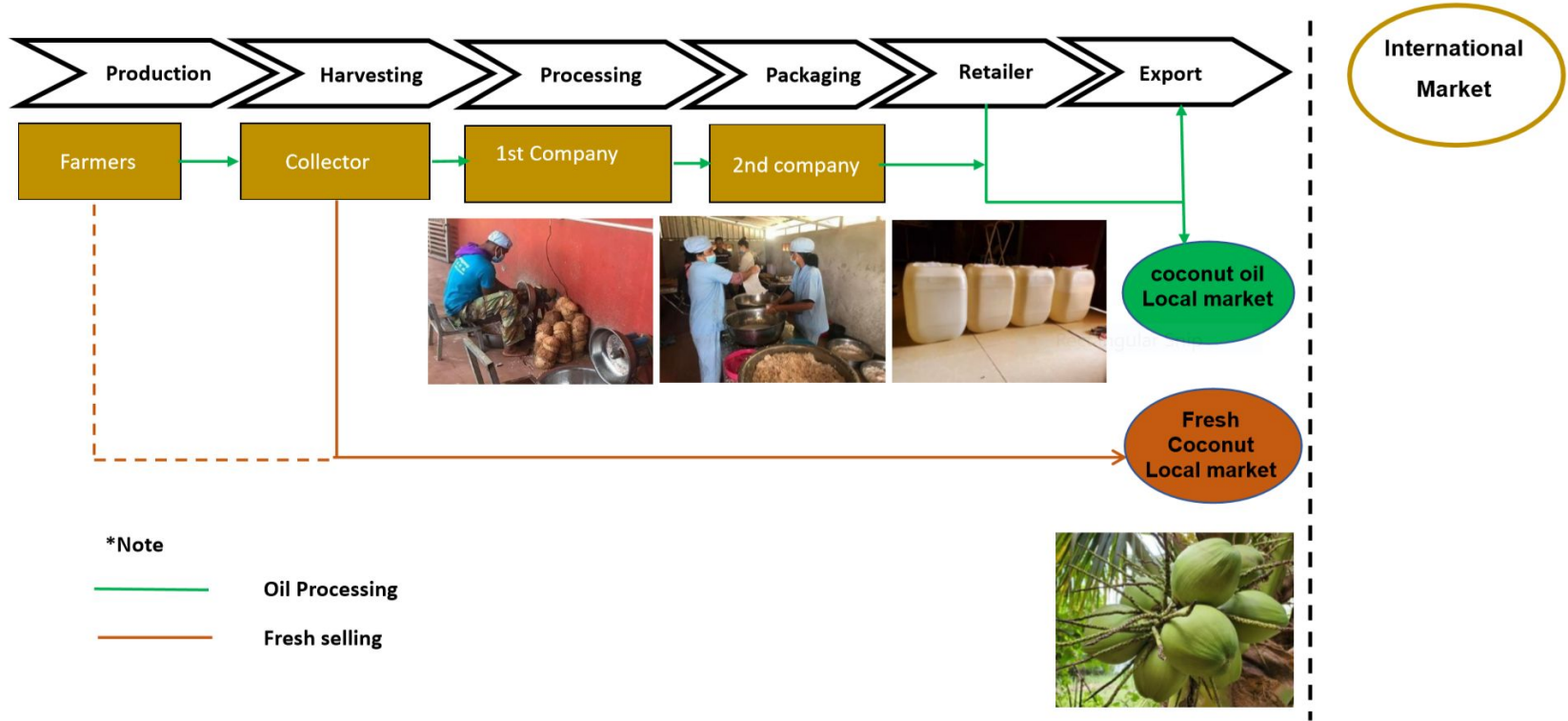
3- Six provinces and one city : Battambang, Pailin , Kampong Cham , Koh Kong , Kampot , Kampong Speu and Phnom Penh.

4- Key Actors : Processors , Exporters ,Logistics companies, Trader/Collector, Farmer Association/ACs, Commercial Farmer & Relevant Government Agencies

Main objective of the assessment

- ❑ **Identify relevant local actors, SMEs, associations, or cooperatives involved in the production, trade and retail of selected fruits (banana, mango, longan, dragon fruit, coconut);**
- ❑ **Get a detailed overview of the value chain of the fruits actors identified above, including assessing and analyzing their needs, barriers, and challenges along the value chain and supply chain;**
- ❑ **Develop recommendations for improvement of the sub-sector, especially with respect to the creation of the Fruits Group under CPSA's Fruits & Vegetables Working Group.**

Coconut Value Chain



Major Coconut Production Area and Cultivation Land

- In Cambodia, coconut is mostly cultivated in the Southern coastal provinces such as Preah Sihanouk, Kampong Speu and Kampot provinces with a total of 16,935 hectares. And Takeo province is also on the rise for fragrant coconut.
- Kampot alone has 4,868 hectares of coconut with a total of 598,764 trees
- Coconuts are mostly produced by smallholder farmers with 20-40 coconut trees on their 1-2 hectares plot of land on average.
- Most coconuts are naturally grown and provide regular income to supplement rice production.



Suggestion/Recommendations

- ❑ The company should improve on the production or processing level, and especially the company could apply food safety standards at least minimum standards (GAP or GMP)
- ❑ There should be more incentives for processing factories so that they can access more modern (therefore more efficient) technology; more fund
- ❑ From the findings it seems that the coconut production/processing is quite new, hence there could be a study visit to neighboring countries to learn more about a whole production/value chain;

Suggestion/Recommendations

- ❑ Farmer associations could be established and/or strengthened in order to increase incomes and sustain the production;
- ❑ More high value added to the coconut oil processing – final product like lipstick, shampoo other cosmetic products or energy products for athletes;

Suggestion/Recommendations

- ❑ New plantations should be supported , so that farmers are motivated to sell mature coconuts and earn more (rather than young coconut);
- ❑ A production cluster concept could be introduced to nearby production areas within the provinces of Kampot and Takeo should be considered and established. The cluster concept would benefit farmers by increasing their bargaining power, have an effective aggregate demand on inputs/economies of scale, and improve quality management.



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Amy Chua

Country Director

Philippines Partnership for
Sustainable Agriculture



Philippines Partnership for Sustainable Agriculture



PHILIPPINES PARTNERSHIP FOR SUSTAINABLE AGRICULTURE



PPSA

Philippines Partnership for Sustainable Agriculture

- ▶ Multi-stakeholder and Inclusive
- ▶ Market-led
- ▶ Smallholder-focused
- ▶ Locally-driven

VALUE CHAIN PROJECTS



COCONUT

Friends of HOPE Coconut Project



COFFEE

Nestle Project Coffee & Project Coffee+
MacNut Arabica Project



CORN

Zamboanga Grains, Inc. Corn Project
Biotech Farms Corn Project



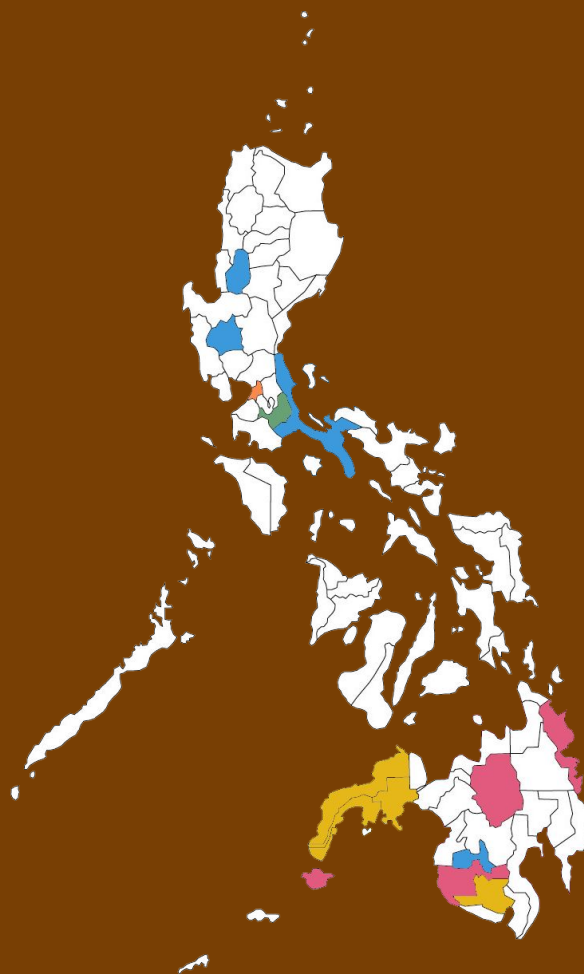
FISHERIES

BFAR Fisheries Engagement
Feedmix Specialist II, Tambuyog Inclusive Nursery Project
KCCDMFI Mud-crab Project



VEGETABLES

East West Seed Plant Trial
Bayanihan Musikahan Project (COVID19 response)



90+ partner
organizations
engaged

110,000+
smallholder
farmers
reached

Coconut Working Group

Direct Intervention

- Facilitation of Partnerships and Value Chain Projects

Sectoral Coordination

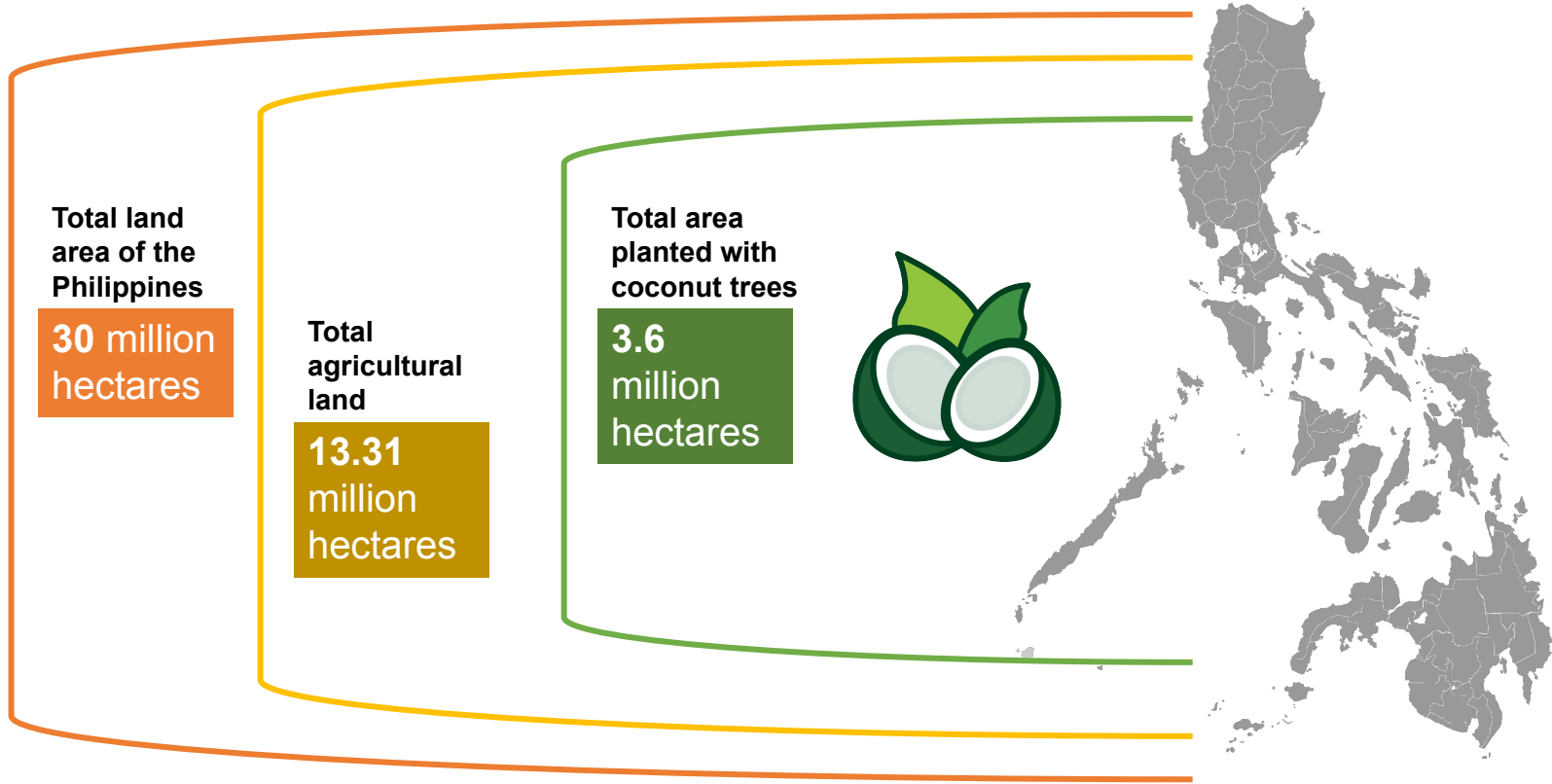
- Facilitation of large scale consultation sessions
- Drafting of national action plan



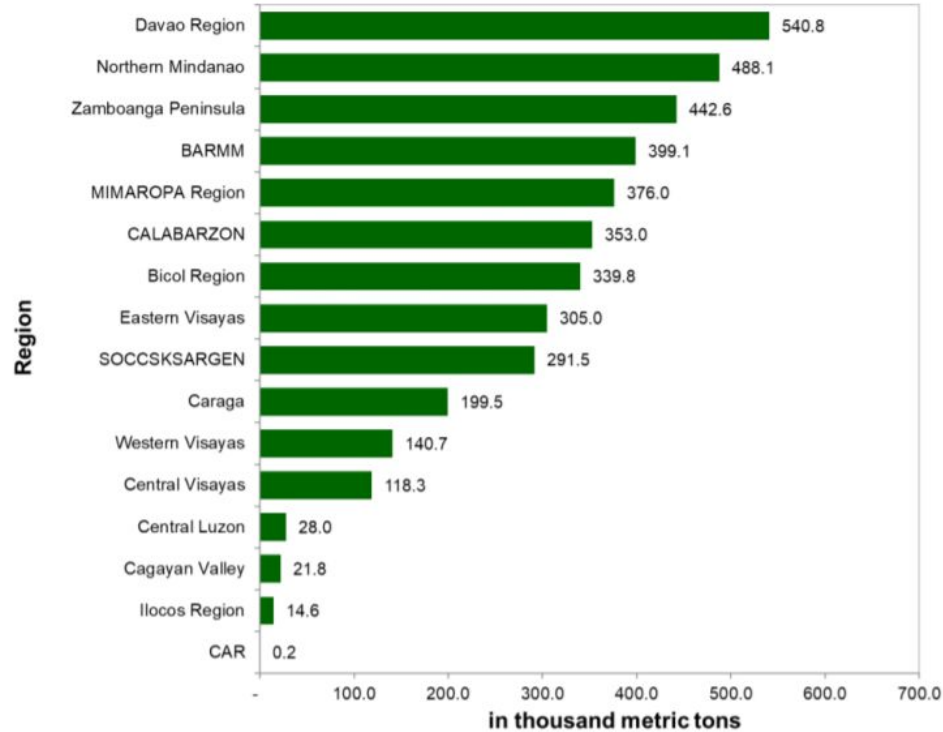
Situation of the Philippine Coconut Industry



Philippine Coconut Statistics

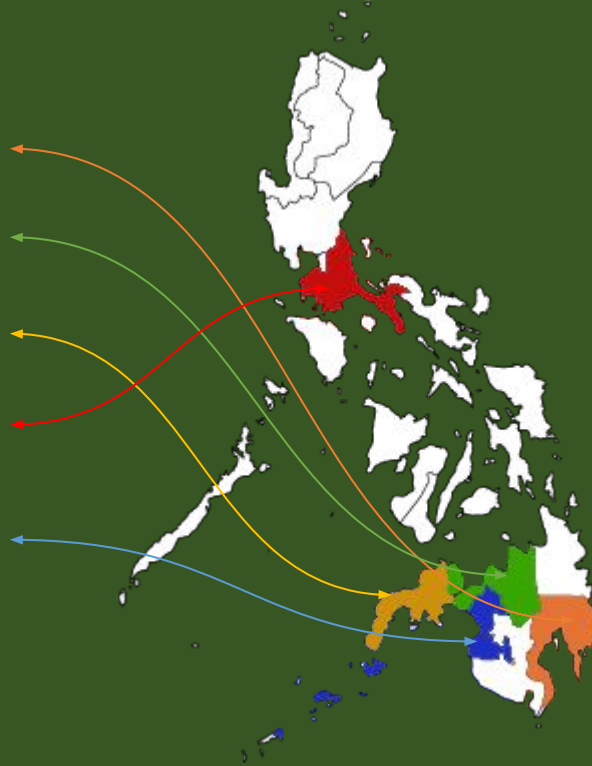


Top Coconut-Producing Regions



Top Coconut-Producing Regions

- Davao Region (13.1%)**
- Northern Mindanao (12.4%)**
- Zamboanga Peninsula (11.8)**
- CALABARZON (11.1%)**
- Bangsamoro Autonomous Region in Muslim Mindanao (9.0%)**



The Philippines is one of the world's largest producers of coconut

Volume of production

14.77 million metric tons

Value of production

**Php72 billion
(USD1.48 billion)**



The Philippines' Top Agricultural Exports

Fresh Banana

Coconut Oil

Pineapple

Coconut by-products are among the country's top agricultural exports.

Product	Volume and value of export	Destination
Coconut Oil	1.17 million metric tons (USD932 million in value)	Netherlands, USA, Malaysia, China, Spain
Desiccated Coconut	156,000 metric tons (USD256 million)	USA, Netherlands, Australia, Russia, Canada
Copra oil cake	304,000 metric tons (USD60 million)	India, Vietnam, South Korea, Taiwan, Japan

Filipino coconut farmers continue to live **below the poverty line.**

2.5 million coconut farmers* in the Philippines with an

Average daily wage of **Php338.72 (~USD7)**** for those working in coconut farms

Challenges

**Low
productivity**

**Issues in the
market**

**Access to
appropriate
financial
services**

**Climate
Change and
Biosecurity
Threats**

Efforts

- Passage of the Coconut Farmers and Industry Trust Fund which seeks to establish a trust fund from coco levy assets
- Crafting of the Philippine Coconut Industry Roadmap and the National Action Plan for Family Farming
- Establishment of a coconut farmers registry
- Continued research and development
- Provision of infrastructure and facilities for processing
- Collaborations led by private companies to promote access to market and financing, capacity building, and logistics support



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Panel Discussion



Michiel Vos
Chief Technology Officer
CocoPallet International



Vivien Nacion
Copra Sustainability Lead
Cargill Philippines



Sinouen Chhay
Owner
The Coconut



Jose Villa
CEO & Co-Founder
Radical Kitchen Inc.



Pamela Castro
Program Manager, Agriculture
and Food Security
Pilipinas Shell Foundation, Inc.



Jonathan Kuba
Chief Executive Officer
*Indo-China Agriculture
Processing, Ltd.*



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Match-Making activity



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Connect with us

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