



Cocoa Butter Aiming For Higher Export Value

WHAT'S INSIDE

Indonesia has become a major producer and exporter of cacao and its processed products. Indonesia no longer exports cocoa beans but also an added value product, cocoa butter. With an abundant production of cocoa beans and developing cacao processing industry, Indonesia is ready to meet the demands for quality cocoa butter in the global market.

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Dear awesome readers,

Cacao and its processed products is one of Indonesia's Top 10 export products especially as the country is the world's third largest producer of cacao. Local cacao processing industry has developed so Indonesia's export is no longer dominated by cacao beans.

Cocoa butter is the favorite among Indonesian processed cocoa products. The abundance of domestic cocoa beans is very beneficial for cocoa butter industry to meet both domestic and foreign demands. Initially, Indonesia exported more cocoa beans but the export of cocoa butter has been higher than other products since 2014. This shows that Indonesian cocoa processing industry is getting stronger and sufficient to supply the international market.

The August edition of Export News discusses more on Indonesian cocoa butter such as export performance and other important information which the readers need to know to buy the product. As usual, we also put the list of cocoa butter exporter so prospective buyers can directly communicate with them.

Thank you.

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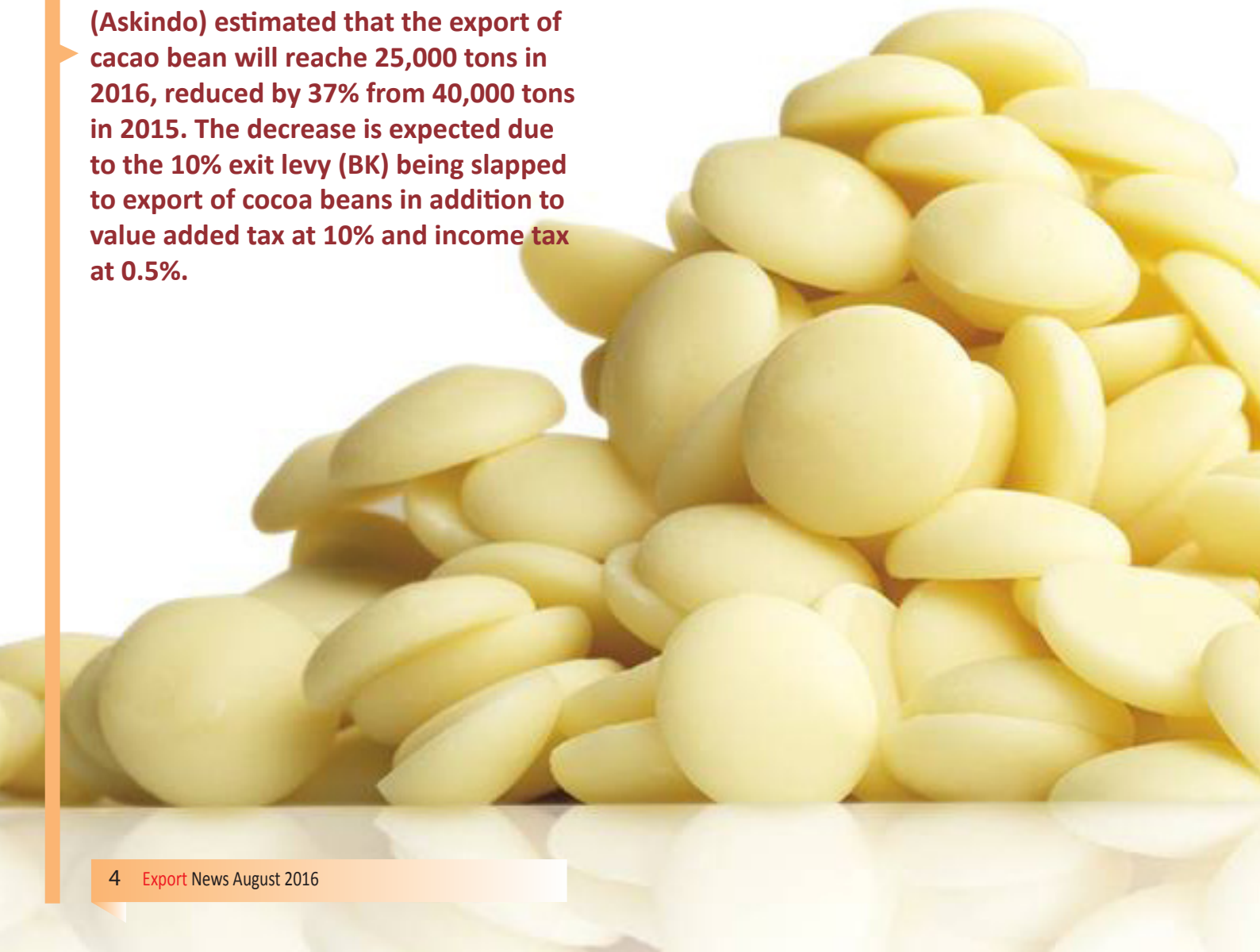
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Decreased Cocoa Beans Export Allows Better Cocoa Butter

The Indonesian Cacao Association (Askindo) estimated that the export of cacao bean will reach 25,000 tons in 2016, reduced by 37% from 40,000 tons in 2015. The decrease is expected due to the 10% exit levy (BK) being slapped to export of cocoa beans in addition to value added tax at 10% and income tax at 0.5%.





The imposed taxes and levy will affect the price of cacao beans from the farmers, which currently ranges between Rp 33,000 (US\$2.43) and Rp 34,000 per kilogram. On the other hand, the taxes and levy will give positive impact to cacao downstream industry. With export barrier in the form of BK and taxes, there are more local cacao beans available for local market, in this case the processing industry. The increased supply of domestic cacao beans has been accompanied by local cacao processing industry.

Cocoa butter is one of cacao processed products which benefits from decreasing cocoa beans export. The BK and taxes

allowed higher export of cocoa butter. In 2015, the export was 110,000 tons, increasing from 99,000 tons in 2014. The export is estimated to grow by 26.6% in 2016. Cocoa butter is exported mostly to Europe and the United States.

Indonesia's cocoa butter business will still grow because the utility rate of cacao processing plants was only 50%, at about 400,000 tons, from 20 plants. This year, the government aims to reach a utility rate of 60% so production of processed cacao, including cocoa butter, will increase and export can be further pushed in the coming years.

Alert For Deficit Of World's Cocoa Beans Supply

The supply of cacao beans is one the factors determining the sustainability of cacao manufacturing sector being the industry's raw material. The cacao beans deficit has haunted many chocolate producers around the world. A report titled Destruction by Chocolate describes that the world is going through chocolate deficit. Demands for chocolate products is getting higher, especially in developing countries, but it is not matched by cacao supply so the stock is getting thinner.

The weakening supply of cacao beans is believed due to poor farming method which has not changed in hundreds of years. Unlike other tree-based cultivations which has benefitted from modern agriculture technology, more than 90% of world's cacao production still uses the same agricultural method. The report also finds that consumers in the West use an average of 286 chocolate bars per year. Consumers in Belgium has an even higher consumption rate. As an illustration, to produce 286 chocolate bars, farmers or producers must plant at least 10 cacao trees to make chocolate and cocoa butter, the main ingredients in making chocolate. On the other hand, more than 1 billion people from China, Indonesia, India, Brazil and countries of the former Soviet Union have entered cacao market by planting

cacao trees in since the 1990s. However, this has yet to jack up cacao supply because the demand increase is still much faster than supply. This has caused the world's supply of cacao beans to dwindle each year. The deficit is estimated to reach more than 100,000 tons per year in the next few years. Several world cacao business players even estimated that the deficit will reach 1 million tons in 2020.

Therefore, the Indonesian central government and regional administrations keep an effort to increase cacao cultivation especially in centers of cacao plantations. The public's interest in growing cacao is an important factor so Indonesia can remain as the world's major supplier of cacao beans.

Cocoa Butter

Cocoa butter is a cacao derivative product grouped under the Harmonized System (HS) 1804 for Cocoa butter, fat and oil. Indonesia no longer exports only cocoa beans but also a leading exporter for cocoa butter, a processed cacao product. Indonesia consistently ranked as the world's second largest exporter of cocoa butter with a market share of 12.47% as shown in the table of cocoa exporters below. Indonesia had a positive trend of cacao butter export at 31.88% in the period of 2011-2015. In 2011, the export value was US\$304.58 million and more than doubled to reach US\$726.29 million in 2015. Meanwhile, in the first five months of 2016, it reached US\$245.13 million.



No	Countries	Exported value (US Dollar thousand)					Trend % (11-15)	Growth % (14-15)	Share % (2015)
		Trend %							
		2011	2012	2013	2014	2015			
	All Countries	3.564.652	2.818.543	3.723.470	5.917.645	5.822.406	18,80	-1,61	100
1	Netherlands	1.086.355	757.913	1.030.959	1.653.929	1.609.807	16,96	-2,67	27,65
2	Indonesia	304.581	236.138	356.764	660.784	726.296	31,88	9,91	12,47
3	Côte d'Ivoire	218.919	210.393	265.603	461.825	600.497	32,37	30,03	10,31
4	Malaysia	447.629	311.278	378.829	625.383	556.506	12,00	-11,01	9,56
5	France	389.104	303.543	344.030	416.389	478.875	7,59	15,01	8,22
6	Germany	236.567	159.639	255.551	494.780	429.273	26,15	-13,24	7,37
7	Ghana	77.785	60.370	65.701	253.186	261.240	47,06	3,18	4,49
8	Singapore	148.169	102.552	115.880	190.523	166.874	8,95	-12,41	2,87
9	Brazil	102.211	77.519	51.582	117.462	164.846	14,70	40,34	2,83
10	United States of America	104.921	73.866	70.051	136.975	98.508	5,04	-28,08	1,69
	OTHER COUNTRIES	448.411	525.332	788.520	906.409	729.684	16,41	-19,50	12,53

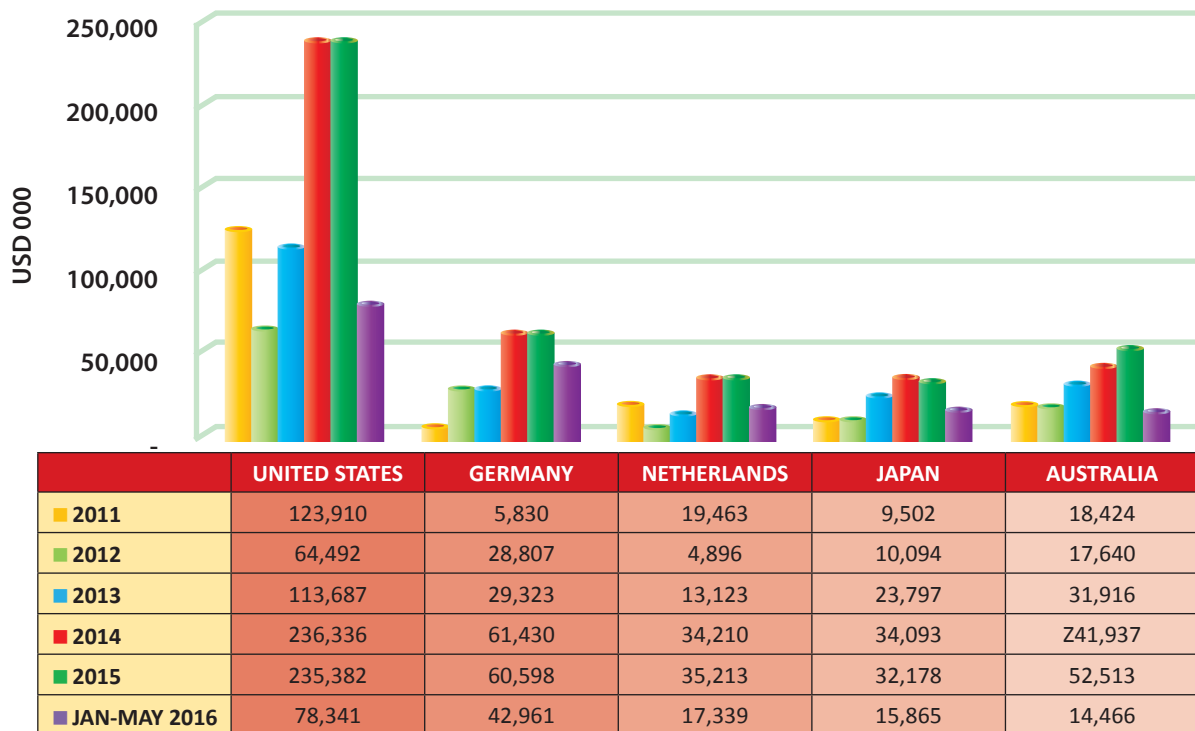
Sources : ITC calculations based on UN COMTRADE statistics.

Prepared by DGNED

Indonesian cocoa butter is exported all over the world especially to Europe and the United States, the top export destination country. The export value in the first five months of 2016 to the United States reached US\$78.34 million, or 31.96% of total export. The export to the United States keeps increasing year by year with a trend of 29.46% in 2011-2015. Other major destination countries in the past 5 years were Germany, the Netherlands, Japan and Australia. The graph below shows the development of Indonesian export of cocoa butter to its major trade partners:

destination country which experienced a jump was Canada with an export trend of 78.35%. The export value of Indonesian cocoa butter to Canada was US\$1.85 million and jumped 10 folds to US\$18.88 million in 2015.

On the other hand, the import value of cocoa butter also experienced an increase in the past five years. The import value in 2011 was US\$3.82 billion and reached US\$5.38 billion in 2015 for a trend of 15.98% in the 2011-2015 period. Most of the countries importing cocoa butter are



The export trend of Indonesian cocoa butter to the international market was very high for several countries in 2011-2015. One of the countries was South Africa with an export value of US\$747,000 in 2011 and skyrocketed to US\$16.9 million in 2015 for a trend of 97.96%. Another

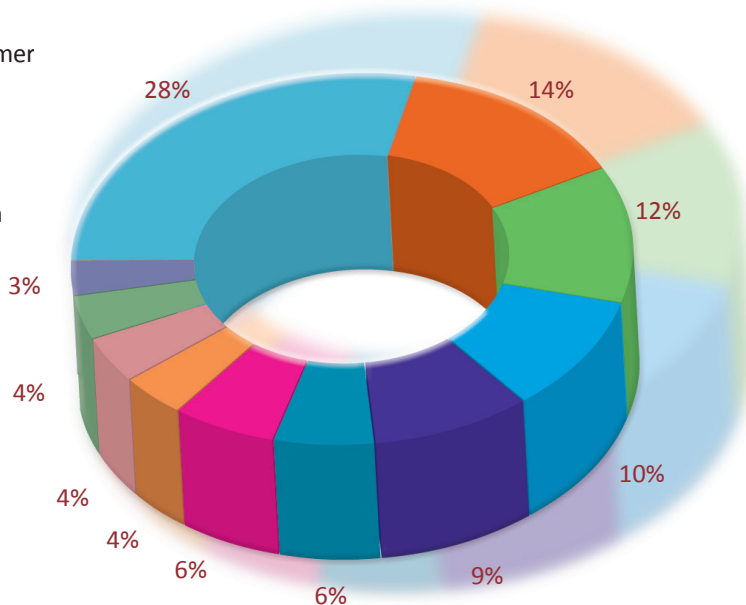
countries well known for their chocolate products especially those in Europe. The largest importer was Germany with an import value of US\$780.86 million or 14.51% of the world's total import of cocoa butter. Germany had an import trend of 20.34% in the period.



Other major cocoa butter importing countries are the United States with an import value of US\$630.53 million or a market share of 11.72% followed by the Netherlands at US\$547.64 million (10.18%), Belgium at US\$477.52 million (8.87%), the United Kingdom at US\$345.19 million (6.42%), France at US\$337.99 million (6.28%), Russia at US\$221.66 million (4.12%), Switzerland at US\$194.49 million (3.61%), Italy at US\$189.21 million (3.52%) and Canada at US\$163.12 million (3.03%). The graph below depicts the figure:

List of Importers for COCOA BUTTER
(% Share in 2015)

- Germany
- United States of Amer
- Netherland
- Belgium
- United Kingdom
- France
- Russian Federation
- Switzerland
- Italy
- Canada
- other countries



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suriyanti-karyoko@smart-tbk.com,
yenni@smart-tbk.com,
suriyanti.karyoko@sinarmas-agri.com,
smarttbkcoo@gmail.com
Website : www.smart-tbk.com
Product : *Cocoa Butter, Fat And Oil., Cocoa Paste Wholly/
Partly Defatted, Cocoa Paste, Whether or Not
Defatted, Cooking Oil, Crude Palm Oils, Food and
Beverages, Margarine, Excluding Liquid Margarine,
Shortening, Vegetable Fats & Oils*

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Phone : (62-21) 5585870 (Hunting), 55769238, 55764152
Fax : (62-21) 5585872
Email : bt@btcocoo.com, nia@btcocoo.com
Website : www.btcocoo.com
Product : *Cocoa Butter, Fat And Oil., Cocoa Paste, Whether
or Not Defatted, Cocoa Powder, Not Containing
Added Sugar/Other Sweetening Matter*

KALLA KAKAO INDUSTRI, PT

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South Sulawesi 90125, Indonesia
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Fax : (62-411) 870100
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Website : www.kallakakao.co.id
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Containing Added Sugar / Other Sweetening Matter*

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Fax : (62-21) 30042659
Email : danoraagroprimapt@gmail.com,
info@danoracocoo.com
Website : <http://www.danoracocoo.com>
Product : *Cocoa Butter, Fat And Oil., Cocoa Paste,
Whether or Not Defatted, Cocoa Powder, Not
Containing Added Sugar/Other Sweetening Matter*

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Email : chylo97@yahoo.com, sari.nurlan@ap.ffmpeg.com,
taufieq.arsyad@ap.ffmpeg.com,
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Product : *Cocoa Beans, Whole Or Broken, Raw Or Roasted,
Cocoa Butter, Fat And Oil., Cocoa Powder,
Containing Added Sugar / Other Sweetening Matter*

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Email : sales@cocoa-palm-coconut.com,
mario.nw@cbn.net.id
Website : www.cocoa-palm-coconut.com
Product : *Cocoa Butter, Fat And Oil., Cocoa Powder, Containing
Added Sugar / Other Sweetening Matter, Crude
Coconut Oil, Other Palm Kernel Oils, Palm Oils*

COCOA VENTURES INDONESIA, PT

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Fax : (62-61) 6851881
Email : mail@cocoaventures.co.id
Website : www.cocoaventures.co.id
Product : *Cocoa Butter, Fat And Oil., Cocoa Powder, Containing
Added Sugar / Other Sweetening Matter, Cocoa
Shells, Husks, Skins And Other Cocoa Waste*

TEJA SEKAWAN COCOA INDUSTRIES, PT

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serlly@teja-cocoa.com
Website : www.teja-cocoa.com
Product : *Cocoa Beans, Whole Or Broken, Raw Or Roasted,
Cocoa Butter, Fat And Oil., Cocoa Powder, Containing
Added Sugar / Other Sweetening Matter*

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20111, Indonesia
Phone : (62-61) 41027777, 41022501
Fax : (62-61) 4154891, 80010059
Email : ucok@wilmar.co.id
Website : www.wilmar-international.com
Product : *Cocoa Butter, Fat And Oil., Cocoa Powder, Containing
Added Sugar / Other Sweetening Matter, Cocoa
Powder, Not Containing Added Sugar/Other
Sweetening Matter, Copra Oils, Crude Coconut Oil,
Crude Palm Kernel Oils, Crude Palm Oils, Other Copra
Oils, Other Palm Kernel Oils, Palm Oils*



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M Manufactured Goods and Services

K Knock Down House and Garden Furniture

F Fashion, Life Style, and Creative Product

F Food and Beverage

P Premium SME's Product

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