



Crude Coconut Oil

WHAT'S INSIDE

Most of Indonesia's coconut products are export commodities, with less domestic consumption. The processing business of coconut derivative products has the potential to be developed in production center areas because of its abundant raw materials.



editor's desk

Dear valuable readers,

World demand for coconut oil or Coconut Crude Oil (CCO) In 2018 reaches 2.77 million tons per year. Indonesia's share of coconut oil on the international market is ranked second after the Philippines. Fluctuations in the vegetable oil market on the international market are inseparable from the economic conditions in the CCO consumer countries that have an effect on coconut oil exports. In addition, increasing demand for palm oil imports on the international market will benefit Indonesia with an increasing share of the Indonesian market.

Coconut (*Cocos nucifera*) is a plantation commodity that has an important role in the Indonesian economy. Aside from being a source of income for coconut farmers themselves, coconuts also contribute to Indonesia's exports as foreign exchange earners, and help absorb labor from the two upstream to downstream sectors and play a role in meeting domestic needs.

Coconut trees grow around 3 million hectares in Indonesia or 31 percent of the total world coconut trees. Indonesia should be able to master coconut-based products, for example coconut oil, coir, and shell products. In addition, coconut trees are also easy to breed, because the age of productivity is almost 50 years and can be interspersed with other intercropping trees so that investment becomes cheaper.

Thank You



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Indonesian Trade Promotion Center (ITPC)





HOT ISSUE

Coconut is one of the typical plants that grow in the tropics. Coconuts can grow well and optimally because the environmental conditions are very suitable for growing and developing these plants. Coconut plants have many benefits and produce superior export products. The three most important forms of consumption of coconuts are fresh coconut, coconut oil and dried coconut. Coconut oil is an important form of coconut consumption and has a high economic value, so it can be used as the main reason for making coconut as a commercial commodity.

Coconut (*cocos nucifera*) is an important crop for Asia - Pacific countries. Coconut trees have various benefits for human life, ranging from fruit, leaves, stems, to the roots. This plant has a stem height that can reach 30 m with a diameter of 20-30 cm. Reinforced coconut leaves have a leaf midrib with child leaves on the left and right sides. The leaf canopy consists of 20 - 30 fruit, on mature trees of approximately 5-8 m in length. Coconut root can grow up to 10 m in the soil which serves to support its main function in the absorption of nutrients for growth and for respiratory organs. Some coconut plants that produce fresh coconut are consumed in the form of fresh fruit, both for household and industrial needs and the rest is made copra. The use of coconut in addition to oil, can be used as ingredients for soap, candles or for medicinal ingredients.

The coconut fruit is elliptical with a size about the size of a human head. Fruit consists of coir, shell, flesh and fruit water. Coconut fiber thickness of about 5 cm and fruit thickness of 1 cm or more. Coconut meat that has been cooked can be used as copra and food, fruit meat is an important source of protein and easy to digest. Coconut meat can be processed into coconut milk. Coconut milk can be used as a substitute for milk or oil.

Environmental problems are complex when related to industrial efforts involving natural resources. During this time, various criticisms were directed at companies and governments opening up new land for plantations. This is where the company will be tested with a capacity that will not only increase production, but also protect the environment.

Coconut is a plant that is one of the characteristics of a tropical environment. You could say it's not difficult to find coconut trees in a number of places around it. But to make it a big industry, there are many challenges for companies. One of them is a solution to anticipate and prevent the risk of new coconut plantations. The best course of action is to conduct a survey conducted by experts and scientists.

Environmental problems are our problem too. In fact, it is a big responsibility for the business and industrial world. The main principle is to protect the environment and ecosystems to optimize production. In addition, the market share of these products is wide open in other countries, and that means progress for the country's economy.

Refined coconut oil (RBD) is made from copra. Copra is dried coconut meat. Copra is made by solar heating and combustion with high temperatures reaching 200° celcius. The result of extraction from copra is crude oil. If not purified, the extract results are not suitable for consumption. This is caused by copra drying not paying attention to sanitation. Most copra is dried in the sun in open air and contaminated with insects and impurities. The standard end product made from copra is RBD coconut oil which is obtained by purifying, bleaching, and deodorizing.

Most of Indonesia's coconut products are export commodities, with less domestic consumption. The processing business of coconut derivative products has the potential to be developed in production center areas because of its abundant raw materials.





MARKET REVIEW

Indonesia Coconut Oil Trade Performance

The export value of World soap products also recorded positive growth with an average value of 2.14% / year, which in 2014 reached an export value of US \$ 10.36 Billion and continued to grow to reach US \$ 10.88 Billion in 2018.

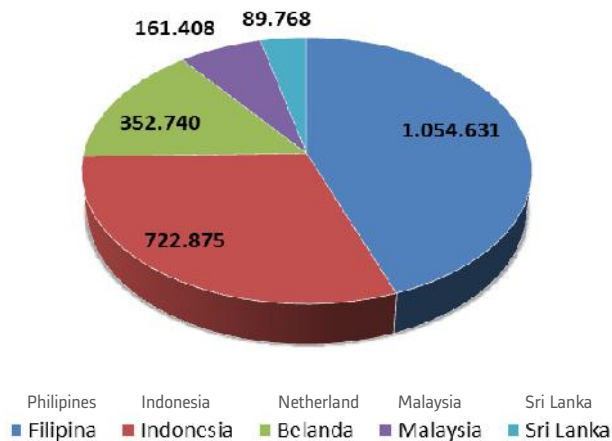
To see more, soap products and derivatives that are reviewed in this market review, we need to look at soap products and derivatives based on the HS 6 Digit code, namely:

HS-Code and Information

HS-Code	Description
1513110000	Crude oil of coconut (copra)
1513191000	Coconut oil, refined
1513192000	Fraction of unrefined coconut(copra) oil
1513199000	Coconut oil, refined, bleached & deodorized (rbd)

The global export value of Crude Coconut Oil (CCO) products also experienced negative growth with an average value of 0.46% / year, where in 2014 it reached an export value of US \$ 3.14 billion and continues to grow to reach US \$ 2.77 billion in 2018.

**Crude Coconut Oil Export Countries
2014 - 2018**



In 2018, world demand for coconut oil is 2.11 million tons per year with a market value of 2.77 billion US dollars. The world coconut oil market share is supplied by two producing countries, the Philippines and Indonesia with a total market share of 64.07%. The market share of each of these producing countries towards the world in 2018 was 38.01% for the Philippines and 26.05% for Indonesia, the remaining 12.71%; 5.82%; 3.24% were supplied by the Netherlands, Malaysia and Sri Lanka, respectively and the remaining 14.17% were supplied by other countries. The Philippines and Indonesia become the largest producers of coconut oil because of its territory in the tropics and is the largest archipelago in the world that supports the growth and development of coconut plants. Therefore, the production of coconut oil (CCO) from these two countries can dominate the world market share.

The back-to-nature trend in the industrial sector is a market opportunity for global demand for palm oil. At present, global vegetable oil demand is still dominated by palm oil, rapeseed and soybean. Environmental issues and competition between food and energy are issues that are quite influential on world palm oil and soybean production. The expansion of oil palm plantations which has an impact on forest clearing and reduced soybean production has become a matter of great concern by importing countries, so that the permits of the exporters of the two vegetable oil producers are very strict. Coconut oil (CCO) is an alternative producer of vegetable oil which is environmentally friendly and not too competitive as a staple food.

The active ingredients found in coconut oil such as Tocopherols, Phytosterols, and Polyphenols make it an oil that is often used as a mixture of food, medicine and cosmetics because it is very beneficial for health and skin care.



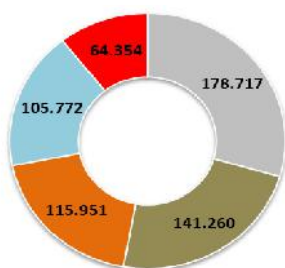
MARKET REVIEW

Indonesia exports coconut oil to importing countries in the form of semi-finished goods as raw material for other high-value derivatives. This semi-finished product is processed by the importing country to make high-value derivative products for later export to other countries. Therefore, the demand for coconut oil is inseparable from the demand for its derivative products made from coconut oil. Increased demand for coconut oil derived goods will also increase demand for crude coconut oil (CCO) as raw material.

The acquisition of Indonesian coconut product exports is still lower than the main competitor countries (the Philippines), whereas when compared to the level of export prices between coconut products in both countries, the prices of some coconut products from Indonesia are cheaper. This indicates that in the acquisition of the benefits of Indonesia's coconut trade, the influence of non-value factors is still quite significant. Factors related to product quality, high transportation costs, and the complexity of export procedures are thought to have contributed to the acquisition of trade benefits (exports) of Indonesian coconut products that have not been maximized.

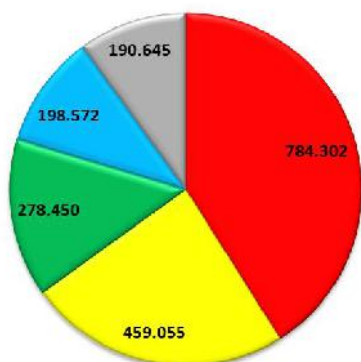
Indonesia's Crude Coconut Oil (CCO) products have been successfully exported worldwide, the top 5 countries with the largest export value in 2018, namely (1) the Netherlands with a value of US \$ 178.72 million, (2) Malaysia with a value of US \$ 141.26 million, (3) China with a value of US \$ 115.95 million, (4) United States with a value of US \$ 105.77 million, and (5) South Korea with a value of US \$ 64.35 million.

**Export of Indonesian CCO Products to the World
2018 (million)**



■ NETHERLANDS ■ MALAYSIA ■ CHINA ■ UNITED STATES ■ KOREA, REPUBLIC OF

**Crude Coconut Oil Import Countries
2018 (million)**

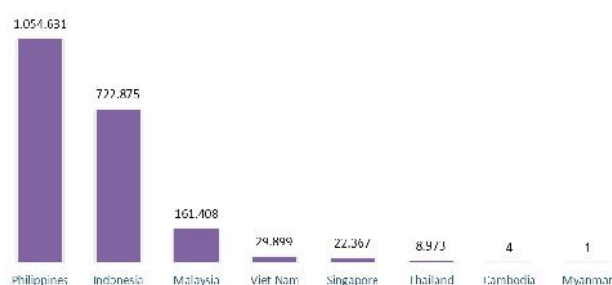


■ United States of America ■ Netherlands ■ Germany ■ Malaysia ■ China

While the 5 world countries that have the highest demand for Crude Coconut Oil (CCO) in 2018 are the United States with a value of US \$ 784.30 million, the Netherlands with a value of US \$ 459.05 million, Germany with a value of US \$ 278.45 million, Malaysia with a value of US \$ 198.57 million, and China with a value of US \$ 190.65 million;

Indonesian competitors for Crude Coconut Oil (CCO) products from other ASEAN countries in 2018 to the world are the Philippines with an export value of US \$ 1.05 billion, followed by Malaysia US \$ 161.41 Million, Viet Nam US \$ 29, 89 Million and Singapore amounting to US \$ 22.37 Million.

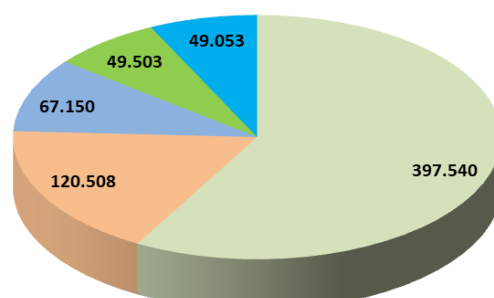
**Crude Coconut Oil Export ASEAN Region
2018 (million)**



The trade performance of crude coconut oil (CCO) products from the ASEAN Region to the World showed negative growth with an average decline of 3.14% / year, where in 2014 the export value reached US \$ 2.55 billion and continued to decline until it reached US \$ 2 billion in 2018.

Whereas the export of Indonesia's crude coconut oil (CCO) product by province in 2018 is North Sulawesi with an export value of US \$ 397.54 million, followed by East Java with an export value of US \$ 120.51 million, Riau with an export value of US \$ 67, 15 million, Jambi with an export value of US \$ 49.50 million and North Sumatra with an export value of US \$ 49.05 million.

**Crude Coconut Oil (CCO) Export by Province
2018 (million)**



■ NORTH SULAWESI ■ EAST JAVA ■ RIAU ■ JAMBI ■ NORTH SUMATERA



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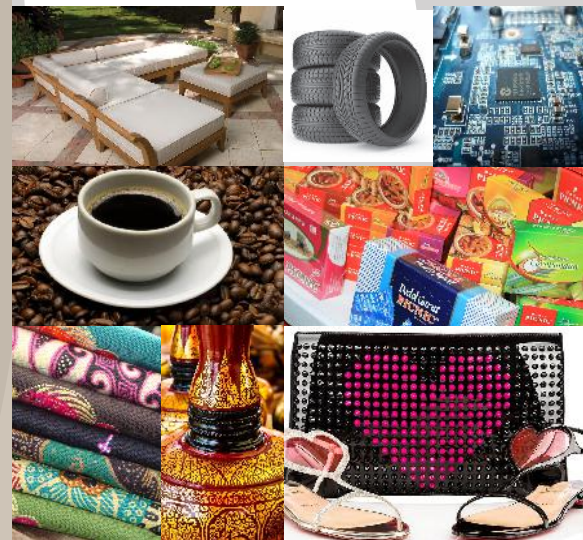
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