The Philippine Coconut Industry:

SUSTAINABILITY ROADMAP

THE PHILIPPINE COCONUT INDUSTRY
Overview

PRODUCTION

3.6 M
Hectares in 83 provinces
26% of Agricultural Lands

345 M
Coconut Trees *(bearing)*

14-15 B
nuts annually

2.7 M
registered farmers and farm workers

PROCESSING

165
Processing Plants

50%
Capacity utilization
(average of 10 years)

9.035 MMT
Annual Milling Capacity

MARKETING

Major
EXPORT
product

3.2 B
USD of export revenue
Average in the last five (5) years

25 M
Filipinos dependent on coconuts

THE PHILIPPINE COCONUT INDUSTRY
CHALLENGES AND DIRECTION

WHERE WE ARE
(e.g. challenges/gaps)

- *10% of the 340 M trees are senile (annual)*
- *Low coconut yield at 45 nuts per tree per year*
- *50% of the coconut trees or 170 million are nutrient deficient*
- *79% of farms are 2.0 ha or fragmented, upland*
- *Inadequate supply of good quality planting materials.*
- *Palms frequently damaged by typhoon, other natural calamities, and pests & diseases*
- *aging coconut farmer population*
- *90% of the coconut farmers live below the poverty line*

WHERE DO WE WANT TO GO

Towards a sustainable and resilient coconut industry

- *Increase supply of coconut planting materials*
- *Increase in coconut production*
- *Increase in income of coconut farmers*
- *Cover coconut lands with intercropping and other diversified forms for farm income*
- *Improve the quality of copra thru the provision of improved copra dryers at the village level*
- *Coconut Products are compliant with standards of quality and safety*

HOW DO WE GET THERE

- *Massive coconut planting*
- *Coconut fertilization using AGSF*
- *Establishment of Seed Farm and/or Seed Garden to ensure sustainability of supply of good quality planting materials*
- *Promote intercropping of high-value crops i.e., abaca, banana, and pineapple aside from coffee and cacao*
- *Intensify product promotions to sustain and develop domestic and international markets for coconut products and by-products*
- *Distribution of Improved Copra Dryers for Copra Quality Improvement*

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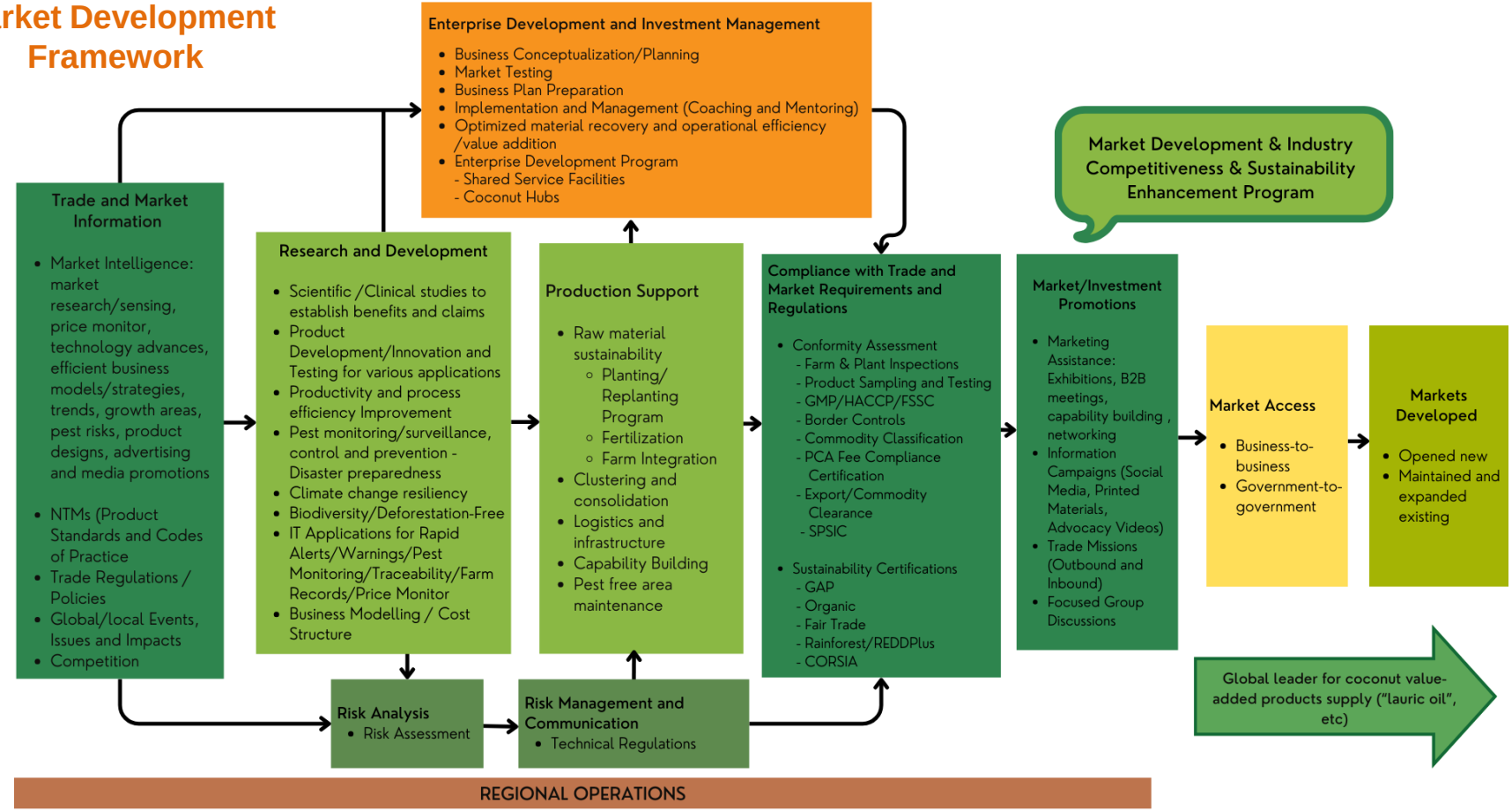
PHILIPPINE COCONUT AUTHORITY

Market Development Framework



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INITIATIVES TO SUSTAIN THE COCONUT INDUSTRY

Farming Sector

Professionalizing the Coconut Production for higher productivity in Complementation with the planting and fertilization program

- Development of Competency Standards for coconut production with Training Regulation in collaboration with TESDA
- Capability building of farmers with clustering and consolidation to achieve economies of scale and higher operational efficiencies
- Optimization of raw materials recovery and utilization / value-adding for cost-efficiency – more products & alternative markets

Food Safety and Traceability
- Implementation of Good Agricultural Practices (GAP)
- Coconut Farmers' Registry with Farm Codes
- Use of Appropriate Commodity Classification
- Registration of businesses engaged in coconut

Sanitary & Phytosanitary Measures: pest monitoring and surveillance and maintenance of pest free areas (PFAs)

Processing Sector

- Development of Competency Standards for coconut processing in collaboration with TESDA (include copra for quality improvement)

Registration of all coconut-based business entities for traceability and monitoring; Strengthening of the PCA Inspectorate; Strengthening of the PCA laboratory (ISO certification & provision of testing equipment)

In coordination with other food safety regulatory agencies, conduct of trainings & information campaigns on food safety systems: Good Manufacturing Practices, HACCP Plan Preparation, Good Warehousing Practices, Proper packaging and labelling.

Support to organic certification through the Participatory Guarantee System and educating farmers-suppliers on GAP and organic agriculture

Initiating ISO and CODEX Standard for VCO to include authenticity identification, e.g., sterols, IV, spectrophotometric measurement (absorbance)

Trading/Distribution

Market Intelligence in collaboration with the DTI: **on the pipeline:** cross-country study in Vietnam, Indonesia, and Thailand

Product quality monitoring: setting up of testing facilities for MOSH/MOAH, PAH, aflatoxins; self-heating tests

Trade Issues: Coordination with stakeholders and agri/commercial attaches - provide inputs on policy development, e.g., Trans-fatty acids; SFAs, allergens

Advocacy/Promotions: Expansion of domestic utilization of coconut; Philippine branding (Coconut Philippines); Maintaining market presence through exhibition

Control of Compliance with technical standards: phytosanitary/plant inspections and product quality monitoring & testing

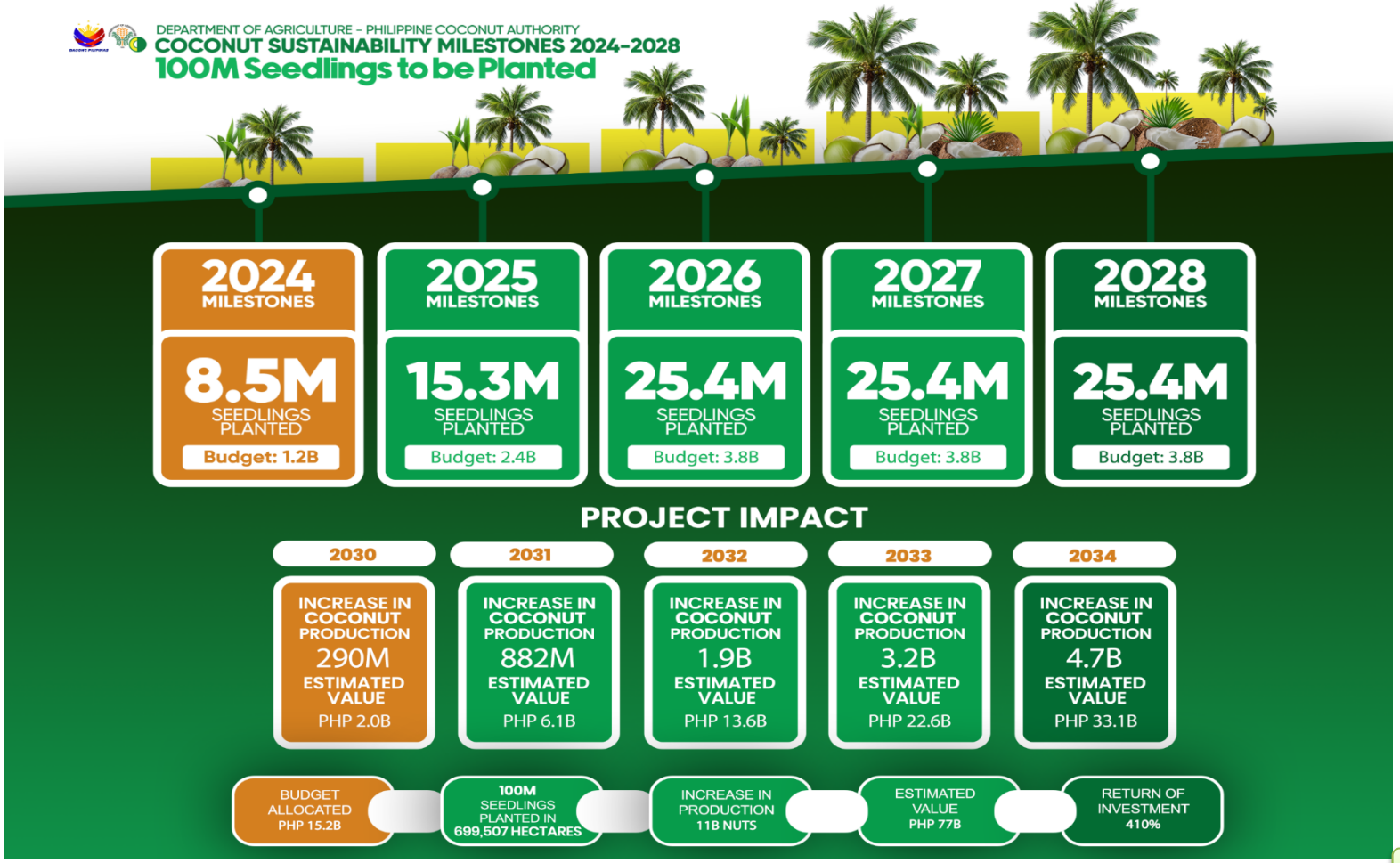
Continuous Research & Development : Product development, coconut varietal improvement

Standards Development (End Product & Codes of Practices): Development of Phil. National Standards in collaboration with DTI, FDA, and BAFS

Conformity Assessment: Establishment of food safety units in the regions and inspectorate for GAP and risk-based plant inspections and carry out a sustainability certification program

Ease of Doing Business: Streamlining of processes, i.e., Tradenet onboarding /online registration/ cashless transaction (online payments)

Philippine Coconut Branding: Showcasing of champion commodities/products and best practices, e.g., fair trade, corporate social responsibility among others in all possible platforms. Industry recognition through the Coconut Industry Sustainability (COINS) Awards, use of COCONUT Philippines in promotional campaigns


DEPARTMENT OF AGRICULTURE - PHILIPPINE COCONUT AUTHORITY
COCONUT SUSTAINABILITY MILESTONES 2024-2028
100M Seedlings to be Planted
2024 MILESTONES
8.5M SEEDLINGS PLANTED
Budget: 1.2B
2025 MILESTONES
15.3M SEEDLINGS PLANTED
Budget: 2.4B
2026 MILESTONES
25.4M SEEDLINGS PLANTED
Budget: 3.8B
2027 MILESTONES
25.4M SEEDLINGS PLANTED
Budget: 3.8B
2028 MILESTONES
25.4M SEEDLINGS PLANTED
Budget: 3.8B
PROJECT IMPACT
2030
INCREASE IN COCONUT PRODUCTION
290M
ESTIMATED VALUE
PHP 2.0B
2031
INCREASE IN COCONUT PRODUCTION
882M
ESTIMATED VALUE
PHP 6.1B
2032
INCREASE IN COCONUT PRODUCTION
1.9B
ESTIMATED VALUE
PHP 13.6B
2033
INCREASE IN COCONUT PRODUCTION
3.2B
ESTIMATED VALUE
PHP 22.6B
2034
INCREASE IN COCONUT PRODUCTION
4.7B
ESTIMATED VALUE
PHP 33.1B
BUDGET ALLOCATED PHP 15.2B
100M SEEDLINGS PLANTED IN 699,507 HECTARES
INCREASE IN PRODUCTION 11B NUTS
ESTIMATED VALUE PHP 77B
RETURN OF INVESTMENT 410%

BACK

COCONUT FERTILIZATION PROGRAM

CY 2024	CY 2025	2026	2027	2028
2,834,125 coconut Palms to be fertilized	**55,000,00 coconut Palms to be fertilized**	PROJECT IMPACT	PROJECT IMPACT	**RANK 1**
113,365 bags AGSF	2,125,000 bags AGSF 375,000 bags OF			**COCONUT PRODUCER IN THE WORLD**
5,6698 MT locally made salt,	106,250 MT locally made salt, 15,000 MT organic fetilizer	INCREASE 2.9B NUTS	INCREASE 3.5B NUTS	Source: (est. 18B NUTS)
Budget **PhP 153M**	**Budget Requirement** **PhP 2.5B**	VALUE PHP 20.8B	VALUE PhP 24.9B	
Project Impact **INCREASE**	Project Impact: Increase 2.9B nuts in 2026 = PhP20.8B 3.5B nuts in 2027 = Php 24.9B			

BUDGET ALLOCATED	INCREASE IN PRODUCTION	ESTIMATED VALUE	RETURN OF INVESTMENT
PHP 5B	6.4B NUTS	PHP 45.7B	815%

BACK

A SUSTAINABLE AND RESILIENT COCONUT INDUSTRY WITH EMPOWERED AND PROSPEROUS COCONUT FARMERS

Psalm 104:14

14 He makes grass grow for the cattle,
and plants for people to cultivate—
bringing forth food from the earth: