

# INVESTING IN THE CARIBBEAN COCONUT INDUSTRY

Compliments re the International Trade Centre (ITC) and the Caribbean Agricultural Research and Development Institute (CARDI)

## Global

- Wholesale value of the coconut industry estimated at USD 6 billion for 2006
  
- Consumption stats:
  - ▣ coconuts as oil (55%),
  
  - ▣ fresh (37%),
  
  - ▣ desiccated (5%)

## Regional

- Wholesale value of the coconut industry estimated upwards of USD .2 billion
  
- Consumption stats:
  - ▣ coconuts as oil (89%),
  
  - ▣ other (8%),
  
  - ▣ desiccated (3%)

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# Coconuts.....why?

# Rationale

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- *Cocos nucifera* is a highly versatile tree crop with lots of economic scope in product range (optimal utilization) and product innovation.
- Coconut and coconut products are consumed by millions of persons daily.
- It is relevant in a growing food market that is demanding healthier and more nutritious solutions.
- The Caribbean is an ideal production area given its climate and environmental conditions.

# SWOT Analysis

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Strength	Weakness	Opportunity	Threats
Significant acreages for rehabilitation and expansion/development.	Culture of poor agricultural management practices.	Open Markets for FDI	Pest and Disease Issues.
Research and Development.	Poor industry organization	Concessions re movement of products intra-regionally	Climate change and increased extreme weather events.
Strategic partnerships/linkages	Mass Propagation via Tissue Culture	Health and nutrition benefits.	Other oil, milk and “sports drink” markets.
Current Government interest and support.	Access to capital.	Domestic and Overseas markets with increasing demand.	Evolving higher standards re entry into overseas markets.

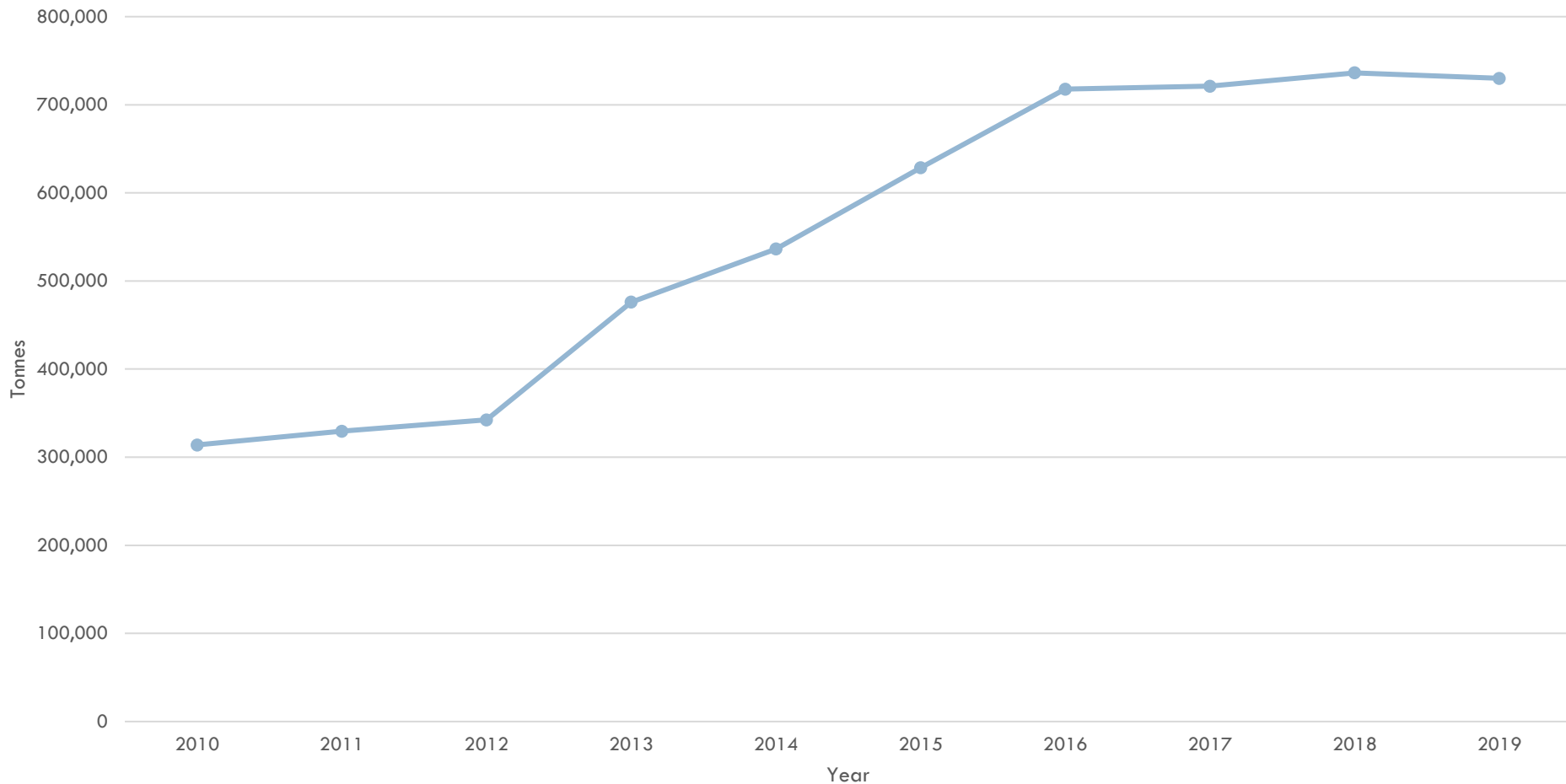
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# Regional Coconut Production

# Coconut Production (tonnes)

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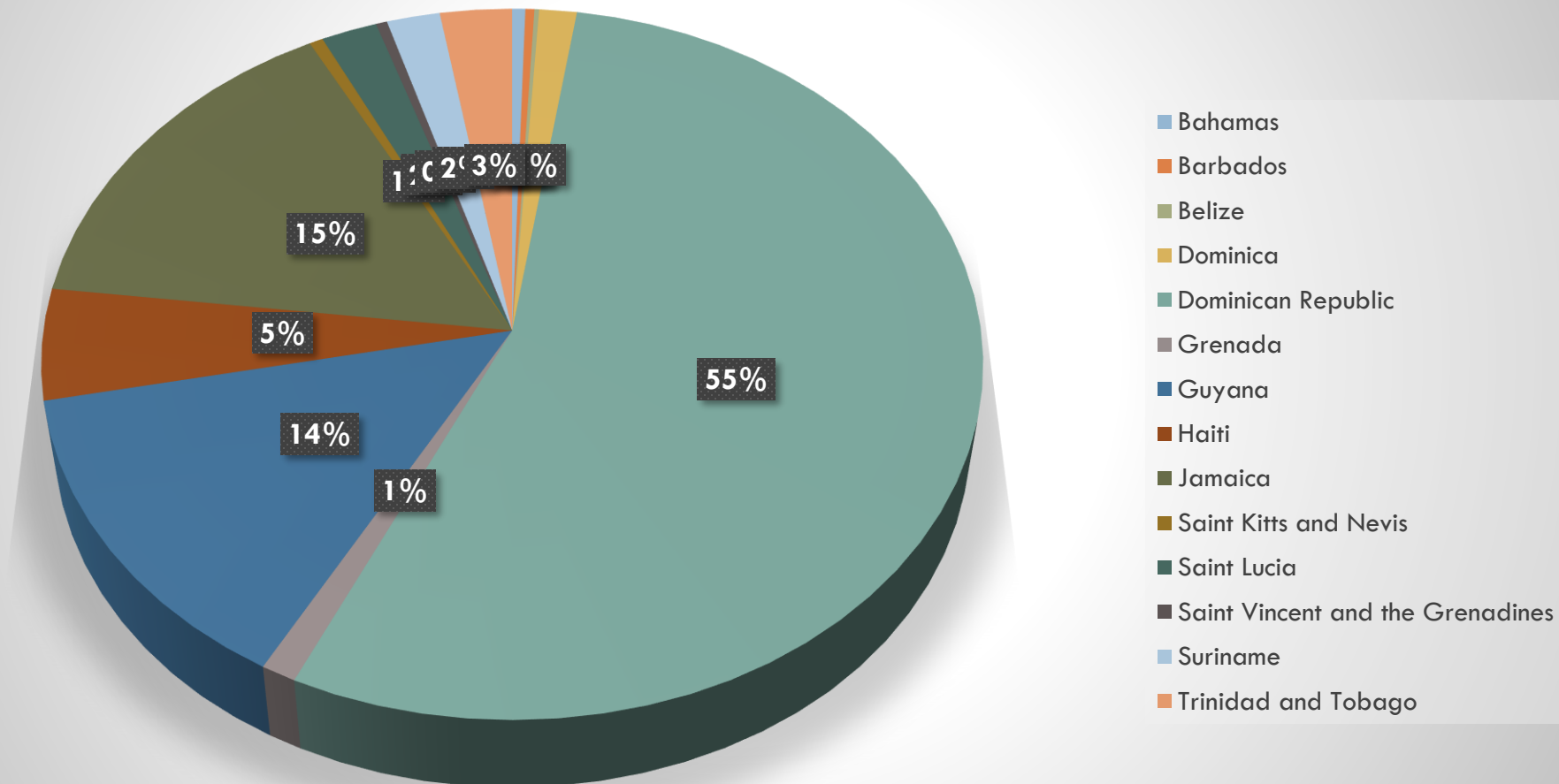
Aggregated Production of Coconut by CARIFORUM Countries for the Period 2010 - 2019



# Coconut Production (tonnes)

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Aggregated Production of Coconut by CARIFORUM Countries over the Period 2010 - 2019





# Coconut Production (tonnes)

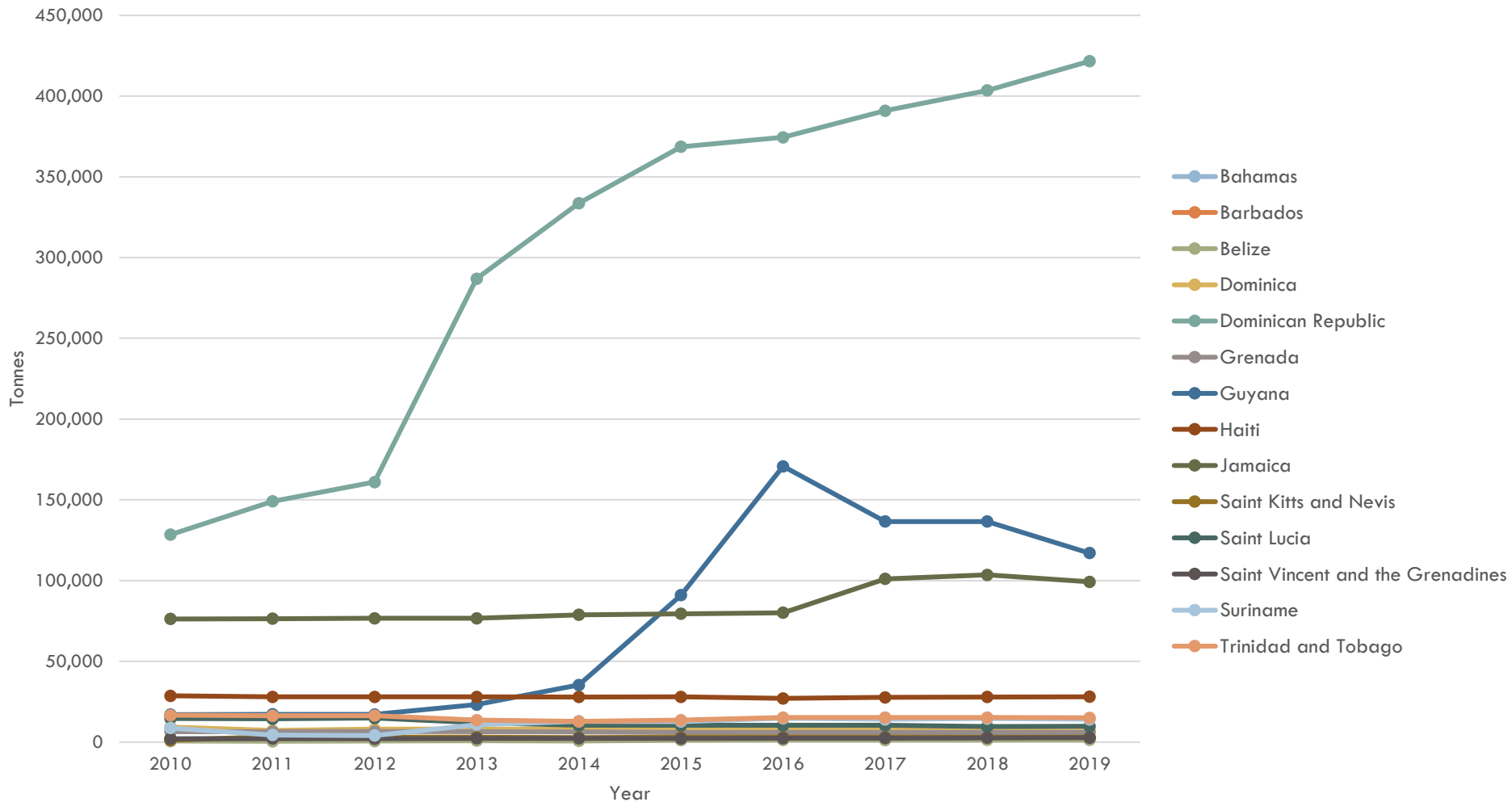
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	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Bahamas	2,118	2,412	2,559	2,600	2,631	2,860	2,883	2,983	3,084	3,184
Barbados	1,950	1,880	1,600	1,760	1,840	1,600	1,600	1,600	2,400	2,394
Belize	642	492	615	833	724	1,156	1,361	1,251	1,324	1,299
Dominica	9,365	7,200	7,966	7,992	8,000	8,000	8,000	8,000	7,000	6,779
Dominican Republic	128,370	149,022	160,935	286,934	333,630	368,612	374,474	390,939	403,492	421,559
Grenada	6,474	6,342	6,530	6,360	6,260	6,000	6,000	6,000	6,000	5,953
Guyana	17,000	17,166	17,073	23,216	35,348	90,960	170,699	136,606	136,603	117,004
Haiti	28,593	27,950	28,017	28,000	27,940	28,000	27,000	27,703	27,923	28,082
Jamaica	76,200	76,400	76,600	76,600	78,800	79,400	80,100	101,000	103,500	99,200
Saint Kitts and Nevis	1,165	3,440	3,012	2,996	2,800	3,000	3,000	3,000	3,000	3,012
Saint Lucia	14,657	14,414	14,900	12,000	10,400	10,400	10,400	10,400	9,600	9,700
Saint Vincent and the Grenadines	2,000	2,164	2,037	2,314	2,259	2,246	2,405	2,455	2,618	2,700
Suriname	8,709	4,389	4,090	10,786	12,880	12,689	14,672	14,072	14,574	14,069
Trinidad and Tobago	16,635	16,270	16,349	13,600	12,800	13,600	15,200	15,200	15,200	15,039
<b>Grand Total</b>	<b>313,878</b>	<b>329,541</b>	<b>342,283</b>	<b>475,991</b>	<b>536,312</b>	<b>628,523</b>	<b>717,794</b>	<b>721,209</b>	<b>736,318</b>	<b>729,974</b>

# Coconut Production (tonnes)

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Coconut Production by CARIFORUM Countries for the Period 2010 - 2019



# Coconut Area Harvested (Ha)

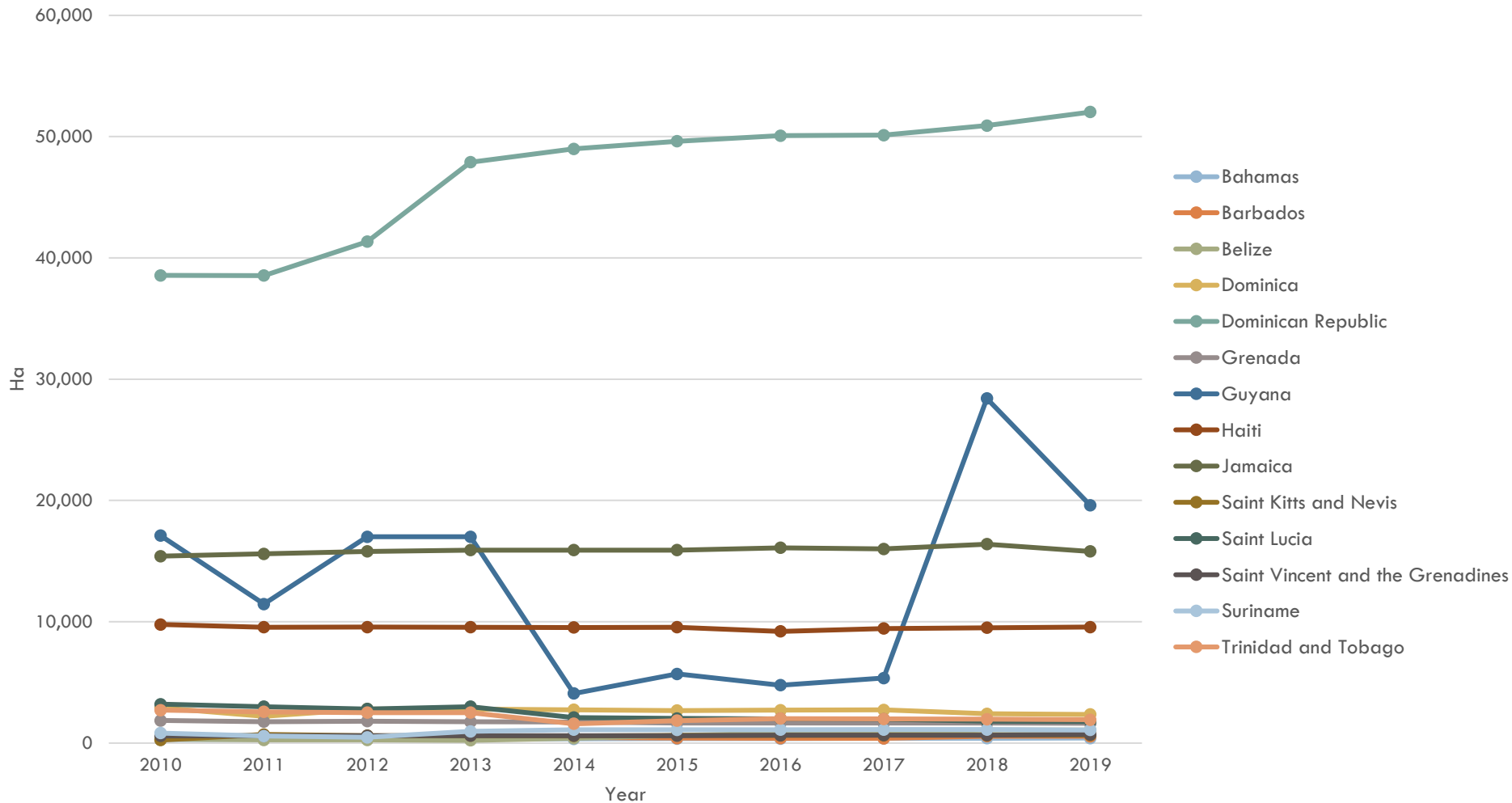
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	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Bahamas	270	307	326	330	334	362	365	377	389	401
Barbados					458	406	394	385	565	552
Belize	322	249	251	222	387	621	821	940	1,071	1,068
Dominica	2,900	2,200	2,800	2,800	2,735	2,677	2,709	2,732	2,410	2,354
Dominican Republic	38,557	38,539	41,340	47,885	48,993	49,617	50,078	50,116	50,907	52,031
Grenada	1,850	1,760	1,800	1,750	1,729	1,653	1,647	1,642	1,638	1,620
Guyana	17,100	11,458	17,000	17,000	4,080	5,694	4,768	5,355	28,409	19,595
Haiti	9,774	9,546	9,561	9,547	9,525	9,542	9,200	9,435	9,505	9,555
Jamaica	15,400	15,600	15,800	15,900	15,900	15,900	16,100	16,000	16,400	15,796
Saint Kitts and Nevis	242	703	609	609	583	628	629	633	637	643
Saint Lucia	3,200	3,000	2,800	3,000	2,101	2,024	1,989	1,962	1,787	1,781
Saint Vincent and the Grenadines	588	595	596	602	603	600	642	645	650	704
Suriname	822	570	467	953	1,099	1,081	1,095	1,103	1,109	1,070
Trinidad and Tobago	2,708	2,565	2,500	2,500	1,587	1,844	2,009	1,985	1,961	1,917
<b>Grand Total</b>	<b>93,733</b>	<b>87,092</b>	<b>95,850</b>	<b>103,098</b>	<b>90,114</b>	<b>92,649</b>	<b>92,446</b>	<b>93,310</b>	<b>117,438</b>	<b>109,087</b>

# Coconut Area Harvested (Ha)

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Coconut Area Harvested by CARIFROUM Countries for the Period 2010 - 2019



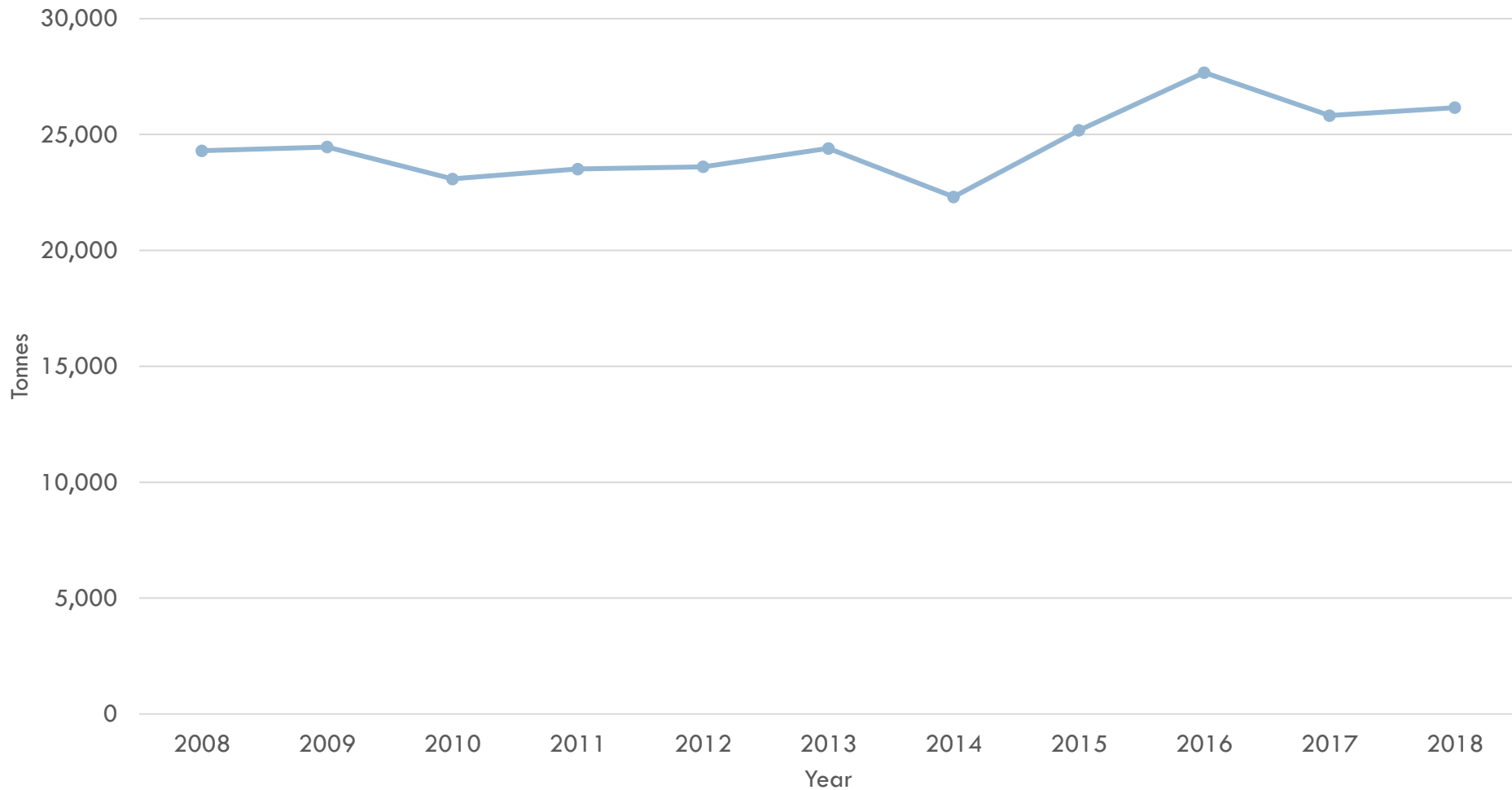
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# Regional Coconut Processing

# Regional Production of Coconut Processed Product (tonnes)

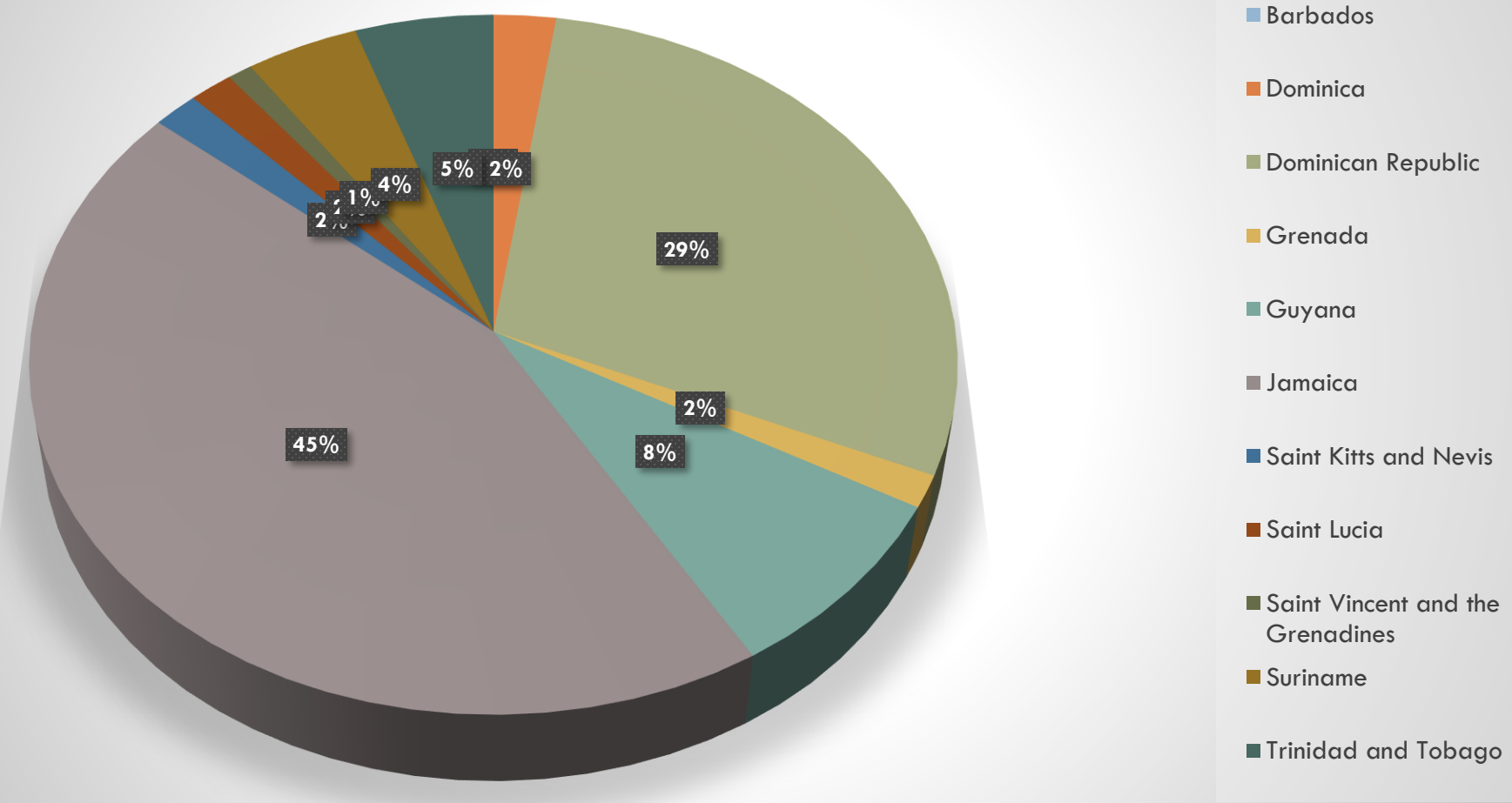
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Aggregated Production of Coconut Processed Oil by CARIFORUM Countries for the Period 2008 - 2018



# Regional Production of Coconut Processed Product (tonnes)

Aggregated Production of Coconut Oil by CARIFORUM Countries over the Period 2008 - 2018



# Regional Production of Coconut Processed Product (tonnes)

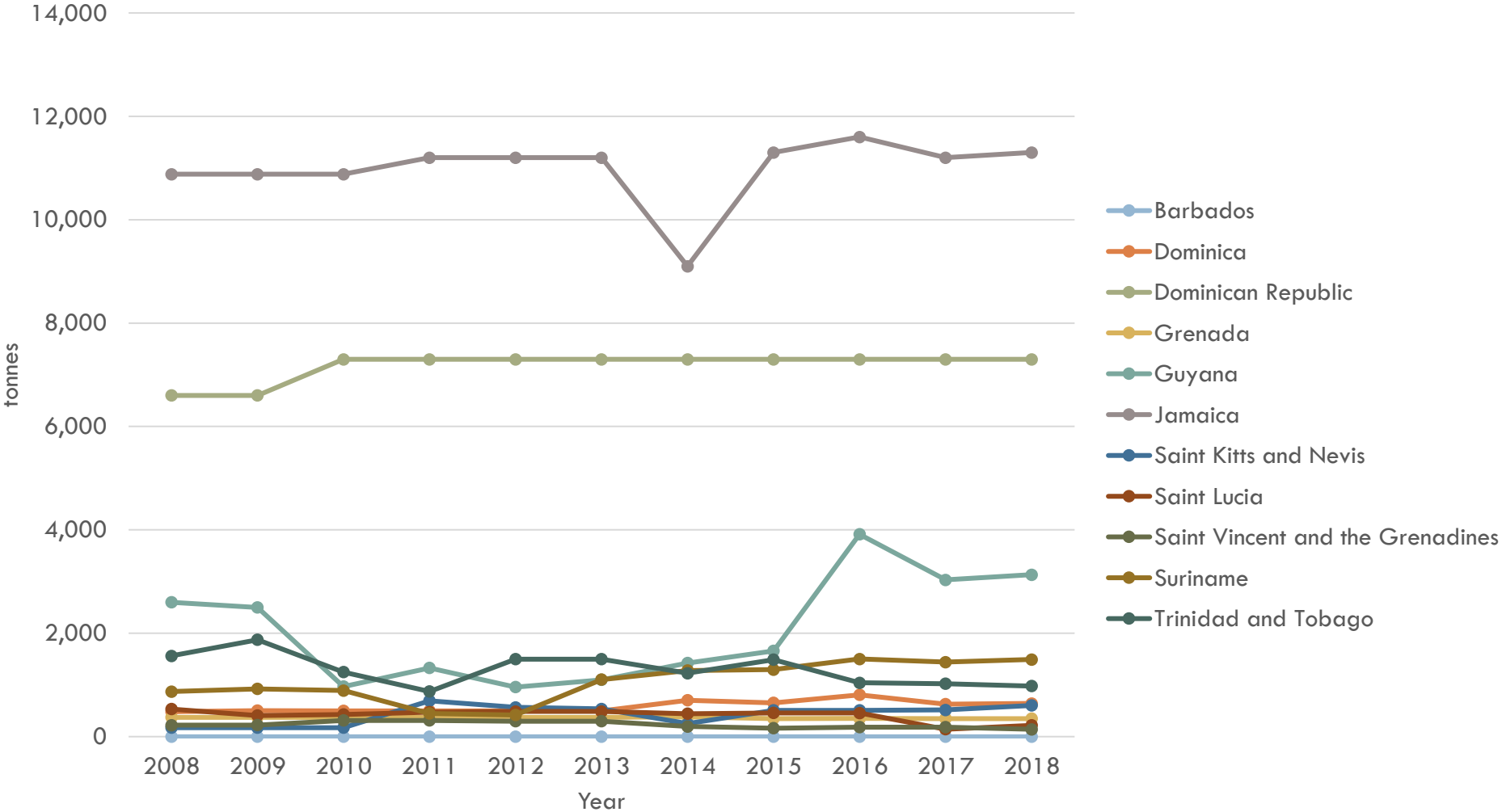
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Item	Oil, coconut (copra)										
	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Barbados	0	0	0	0	0	0	0	0	0	0	0
Dominica	481	505	500	500	500	500	703	654	810	630	642
Dominican Republic	6,600	6,600	7,300	7,300	7,300	7,300	7,300	7,300	7,300	7,300	7,300
Grenada	374	374	374	374	374	374	384	349	351	349	349
Guyana	2,600	2,500	970	1,330	960	1,100	1,425	1,660	3,914	3,032	3,132
Jamaica	10,880	10,880	10,880	11,200	11,200	11,200	9,100	11,300	11,600	11,200	11,300
Saint Kitts and Nevis	173	173	173	693	567	536	252	510	510	517	605
Saint Lucia	535	410	430	475	487	487	444	459	456	143	220
Saint Vincent and the Grenadines	222	224	315	315	300	300	197	165	185	183	142
Suriname	871	923	892	449	419	1,104	1,279	1,298	1,502	1,441	1,492
Trinidad and Tobago	1,563	1,875	1,250	875	1,500	1,500	1,227	1,489	1,042	1,023	978
<b>Grand Total</b>	<b>24,299</b>	<b>24,464</b>	<b>23,084</b>	<b>23,511</b>	<b>23,607</b>	<b>24,401</b>	<b>22,311</b>	<b>25,184</b>	<b>27,670</b>	<b>25,818</b>	<b>26,160</b>



# Regional Production of Coconut Processed Product (tonnes)

Production of Coconut Oil by CARIFORUM Countries for the Period 2008 - 2018



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# Product and Agro-Processor Survey

# Preliminary Insights of Product Survey

- During the Period 2019, Product, Price and attendant information such as country of origin was collected for specific countries from specific retail outlets.
- Preliminary analysis indicates a wide range of Coconut and Coconut related Products being sold in retail outlets.
- These products are primarily food/beverage but also include non-food items.
- A notable amount of Coconut and Coconut related products have their country of origin from outside of the CARIFORUM countries.
- A fair amount of Coconut and Coconut related products are identified as locally produced. (Questions may arise re inputs being locally sourced or externally obtained).

# Preliminary Insights of Agro-Processor Survey

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- During the period January 2021 – May 2021, a Coconut Agro-Processor survey was conducted across CARIFORUM countries\*.
- Preliminary analysis indicates that a reasonable amount of agro-processors obtain their inputs from local sources.
- Data reveals that not 100% of agro-processors inputs are locally sourced.
- A significant number of agro-processors indicated that they will be willing to source 100% of their inputs from local sources.
- Primary added value products are Coconut water and Coconut Oil.
- Main inputs are whole dried Coconut (copra) and whole green coconut.

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# A Trade Story

# Export Trend (USD)

HS Description	2011	2012	2013	2014	2015	Grand Total
Coconuts, in shell.	4,615,645	3,466,469	2,608,714	4,004,538	3,143,030	17,838,396
Coconut (copra) oil (other than crude) and its fractions thereof, whether or not refined, but not chemically modified.	1,994,269	2,608,265	2,486,725	3,255,041	334,042	10,678,342
Coconut (copra) oil, crude.	1,258,747	1,284,667	456,711	892,847	378,176	4,271,148
Other coconuts.	91,599	211,962	181,471	1,694,591	1,198,204	3,377,827
Coconuts, in shell (excocarp and mesocarp).	122,707	96,910	77,249	182,915	120,035	599,816
Coconuts, desiccated.	36,144	73,623	49,052	65,741	48,585	273,145
Other coconuts, fresh or dried, whether or not shelled or peeled.	1,268	2,934	67,484	1,979	231	73,896
Coconut plants.	854	365	9,781	93	10,679	21,772
Oil cake and other solid residues, whether or not ground or in the form of pellets, resulting from the extraction of coconut or copra oil.	3,899	5,699	9,570			19,168
Floor coverings of coconut fibres (coir).	2,624	91		59		2,774
Coconut, abaca (Manila hemp or Musa textilis Nee), ramie and other vegetable textile fibres, not elsewhere specified or included, raw or processed but not spun; tow, noils and waste of these fibres (including yarn waste and garnetted stock).	245			65	22	332
Coconuts, in the inner shell (endocarp).				20		20
<b>Grand Total</b>	<b>8,128,001</b>	<b>7,750,985</b>	<b>5,946,757</b>	<b>10,097,889</b>	<b>5,233,004</b>	<b>37,156,636</b>

# Import Trend (USD)

HS Description	2011	2012	2013	2014	2015	Grand Total
Coconut (copra) oil (other than crude) and its fractions thereof, whether or not refined, but not chemically modified.	1,746,415	2,878,846	2,942,932	4,076,462	3,664,409	15,309,064
Coconut (copra) oil, crude.	1,269,548	1,525,515	1,295,870	2,401,957	2,855	6,495,745
Coconuts, in shell (excocarp and mesocarp).	156,544	175,771	185,498	217,699	1,119	736,631
Coconuts, desiccated.	153,061	146,431	98,645	203,609	60,658	662,404
Coconut, abaca (Manila hemp or Musa textilis Nee), ramie and other vegetable textile fibres, not elsewhere specified or included, .....	131,821	138,299	57,278	129,539	108,606	565,543
Floor coverings of coconut fibres (coir).	74,416	113,804	132,343	54,561	54,594	429,718
Other coconuts, fresh or dried, whether or not shelled or peeled.	19,157	33,279	38,663	56,532	54,645	202,276
Coconut plants.				7,578	28,242	35,820
Coconuts, in shell.	103	196	5,200	8,727	13,240	27,466
Oil cake and other solid residues, whether or not ground or in the form of pellets, resulting from the extraction of coconut or copra oil.	26		5,045	69	2,663	7,803
Coconuts, in the inner shell (endocarp).				11		11
<b>Grand Total</b>	<b>3,551,091</b>	<b>5,012,141</b>	<b>4,761,474</b>	<b>7,156,744</b>	<b>3,991,031</b>	<b>24,472,481</b>

# Trade Balance by HS Description

HS Description	2011	2012	2013	2014	2015
Coconuts, in shell.	4,615,542	3,466,273	2,603,514	3,995,811	3,129,790
Coconut (copra) oil (other than crude) and its fractions thereof, whether or not refined, but not chemically modified.	247,854	-270,581	-456,207	-821,421	-3,330,367
Coconut (copra) oil, crude.	-10,801	-240,848	-839,159	-1,509,110	375,321
Other coconuts, fresh or dried, whether or not shelled or peeled.	73,710	181,617	210,292	1,640,038	1,143,790
Coconuts, in shell (excocarp and mesocarp).	-33,837	-78,861	-108,249	-34,784	118,916
Coconuts, desiccated.	-116,917	-72,808	-49,593	-137,868	-12,073
Coconut plants.	854	365	9,781	-7,485	-17,563
Oil cake and other solid residues, whether or not ground or in the form of pellets, resulting from the extraction of coconut or copra oil.	3,873	5,699	4,525	-69	-2,663
Floor coverings of coconut fibres (coir).	-71,792	-113,713	-132,343	-54,502	-54,594
Coconut, abaca (Manila hemp or Musa textilis Nee), ramie and other vegetable textile fibres, not elsewhere specified or included, raw or processed but not spun; tow, noils and waste of these fibres (including yarn waste and garnetted stock).	-131,576	-138,299	-57,278	-129,474	-108,584
Coconuts, in the inner shell (endocarp).	0	0	0	9	0
<b>Grand Total</b>	<b>4,576,910</b>	<b>2,738,844</b>	<b>1,185,283</b>	<b>2,941,145</b>	<b>1,241,973</b>



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# Consumption - Coconut products and Its substitutes

# CARICOM'S ALL COUNTRIES IMPORTS BY SELECTED SITC SECTIONS AND DIVISIONS: 2001-2015

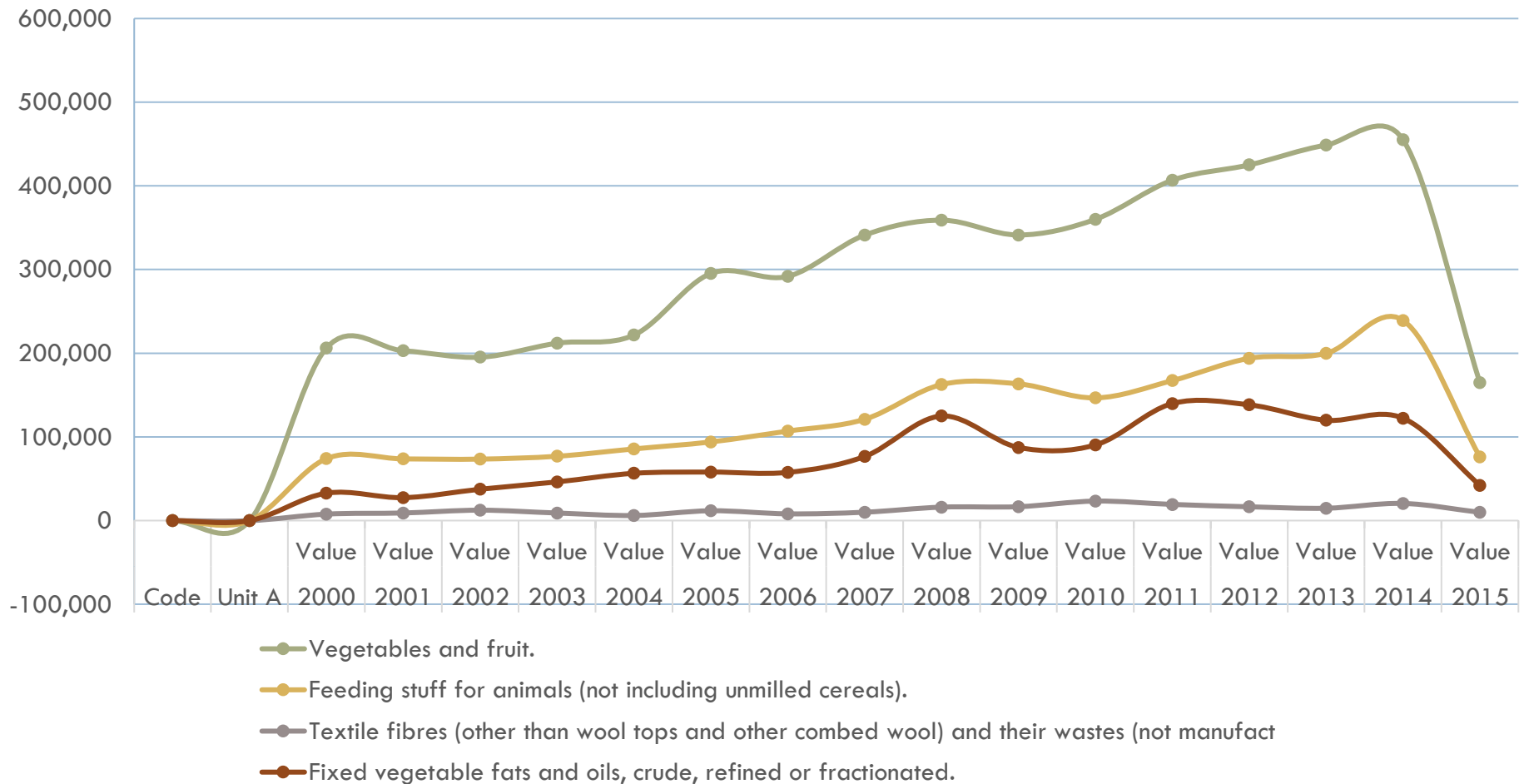
USD'000

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Commodity Description SITC Rev 3	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Vegetables And Fruit.	203,042	195,331	212,118	221,852	295,429	291,912	341,250	359,052	341,304	360,058	406,763	425,046	448,666	455,122	164,796
Feeding Stuff For Animals (Not Including Unmilled Cereals).	73,795	73,552	76,974	85,759	94,089	107,020	121,105	162,591	163,390	146,604	167,273	193,882	199,750	239,178	76,197
Textile Fibres (Other Than Wool Tops And Other Combed Wool) And Their Wastes (Not Manufact	9,124	12,421	9,056	6,150	11,737	8,093	10,029	16,065	16,566	23,173	19,271	16,456	14,737	20,416	9,878
Fixed Vegetable Fats And Oils, Crude, Refined Or Fractionated.	27,443	37,535	46,290	56,551	58,017	57,636	76,651	124,966	87,403	90,392	139,843	138,328	119,885	122,276	42,155

# VALUE OF CARICOM'S ALL COUNTRIES IMPORTS BY SELECTED SITC SECTIONS AND DIVISIONS: 2001-2015

## USD'000

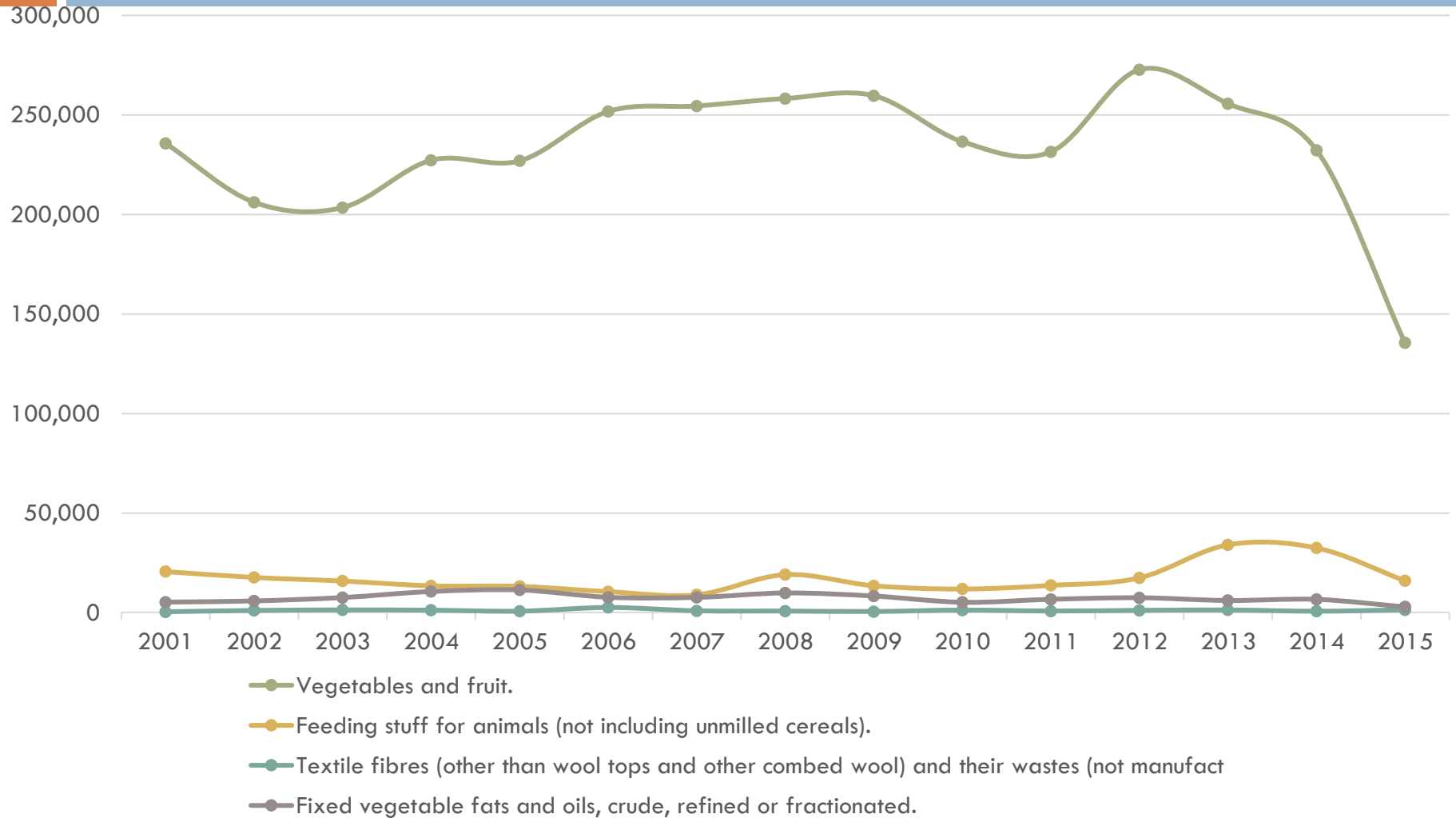
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# VALUE OF CARICOM'S ALL COUNTRIES DOMESTIC EXPORTS BY SELECTED SITC SECTIONS AND DIVISIONS: 2001-2015

USD'000

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# CARICOM'S ALL COUNTRIES DOMESTIC EXPORTS BY SELECTED SITC SECTIONS AND DIVISIONS: 2001-2015

USD'000

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Commodity Description SITC Rev 3	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Vegetables And Fruit.	235,793	206,163	203,483	227,281	226,962	251,792	254,524	258,265	259,675	236,610	231,504	272,761	255,690	232,336	135,557
Feeding Stuff For Animals (Not Including Unmilled Cereals).	20,625	17,672	15,873	13,464	13,198	10,537	8,933	19,071	13,493	11,855	13,679	17,447	34,046	32,487	16,011
Textile Fibres (Other Than Wool Tops And Other Combed Wool) And Their Wastes (Not Manufactured).	358	1,041	1,337	1,188	672	2,577	867	732	496	1,246	758	1,099	1,292	643	1,371
Fixed Vegetable Fats And Oils, Crude, Refined Or Fractionated.	5,258	5,832	7,541	10,574	11,350	7,666	7,618	9,845	8,299	5,164	6,652	7,444	6,044	6,624	2,841

# Demand Potential (Project Countries)

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- Per Capita Consumption = 79lbs/yr
  - ▣ Average annual coconut production = 1,215,233,733lbs
  - ▣ Population = 15,409,717
  
- ▣ Potential Consumer Base = 33,882,317
  - Population = 15,409,717
  - Non-Caribbean annual stay-over visitors (Main Markets) = 18,472,600

# Cost of Coconut Production (USD)

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ITEMS	YEAR 1(\$)	YEAR 2 (\$)	YEAR 3 (\$)
<b>Establishment Cost</b> Land Clearing and preparation, seed material, labour, Drainage, etc.	1,000	–	200
<b>Crop Maintenance</b> Fertilizer , labour, herbicide, irrigation, etc.	1,500	1,500	1,500
<b>TOTAL</b>	<b>2,500</b>	<b>1,500</b>	<b>1,700</b>

YEAR	NUTS/TREE	NUTS/ACRE	PRICE PER NUT(\$)	REVENUE / (\$)	EXPENDITURE (\$)	PROFIT/LOSS (\$)
3	-	-	-	-	1,700	(1,700)
4	40	4,000	.30	1,200	1,700	(500)
5	60	6,000	.30	1,800	1,850	(50)
6	85	8,500	.30	2,550	1,850	700
7	110	11,000	.30	3,300	1,850	1,450
8	110	11,000	.30	3,300	1,850	1,450

# Cost of Coconut Production

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Period	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
<b>Expenditure</b>	2,500	1,500	1,700	1,700	1,850	1,850	1,850	1,850	1,850	1,850
<b>Cumulative Expenditure</b>	2,500	4,000	5,700	7,400	9,250	11,100	12,950	14,800	16,650	18,500
<b>Revenue</b>				1,200	1,800	2,550	3,300	3,300	3,300	3,300
<b>Cumulative Revenue</b>	0	0	0	1,200	3,000	5,550	8,850	12,150	15,450	18,750
<b>Cumulative Expenditure Less Cumulated Revenue</b>	-2,500	-4,000	-5,700	-6,200	-6,250	-5,550	-4,100	-2,650	-1,200	250



THANK YOU

