



# **The Industry Experiences** on Global Market Prospects & Growth Prospects for Coconut Products

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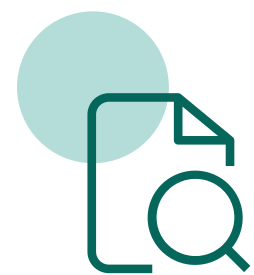


**Coconut**  
is an unique fruit  
with new benefits  
& applications  
still being discovered





# Industry experiences on growth prospects for coconut products



A look at the common coconut products marketed globally



## Kernel Products

Desiccated Coconut, Coconut Milk, Virgin Coconut Oil, Coconut Oil, Coconut Water, Coconut Milk Powder, Vinegar, Aminos, Coconut Sugar etc.



## Non - Kernel Products

Fibre, Fibre Dust, Activated Carbon, Other Coconut Shell products like jewellery, crafts etc.





Industry experiences on  
**growth prospects** for coconut  
products

**Coconut Milk**  
**as a dairy**  
**alternative**  
**as one of the**  
**highest**  
**growth**  
**potential**  
**areas**





# Coconut Milk as a dairy alternative as one of the highest growth potential areas



World Dairy Milk  
Production was  
estimated at  
**887 mn MT**  
**in 2021**

(Source: OECD- FAO Agricultural Outlook  
2022-2031)



Global Market Size  
for Plant-based Milks  
was estimated at  
**US\$23 Bn**  
**in 2020**

(Source: Bloomberg Intelligence: Plant-Based  
Foods Poised for Explosive Growth - August  
2021)



Global Market Size  
for Coconut Milk was  
estimated at  
**US\$1.1 Bn**  
**in 2019**

(Source: <https://www.alliedmarketresearch.com/coconut-milk-market-A11154>)



# Negatives associated with dairy milk which can be exploited by coconut



## UN urges global move to meat and dairy-free diet

Lesser consumption of animal products is necessary to save the world from the worst impacts of climate change, UN report says

### World Hunger Can Be Solved With Vegetarian Diet



The United Nation's Food and Agriculture Organization (FAO) said that food production will need to increase globally by 70% to feed the world's surging population in 2050. The FAO says that efficiency gains in agriculture will be overwhelmed by the expected population growth.

As the global population surges towards a predicted 9.1



Where better to start than dairy: in 2015, the industry's emissions equivalent to more than **1,700 million tonnes of CO2** made up 3.4% of **the world's total of almost 50,000 million tonnes that year**. That makes dairy's contribution close to that from **aviation and shipping combined** (which are 1.9% and 1.7% respectively).



Dairy is one of the most polluting industries in the world - with dairy industry's emmissions close to that from aviation and shipping combined

Source: <https://www.bbc.com/future/article/20201208-climate-change-can-dairy-farming-become-sustainable>

Lactose Intolerance – Up to 75% of the global population is lactose intolerant with a high percentage in Asia & Africa

Source: Bloomberg Intelligence: Plant-Based Foods Poised for Explosive Growth - August 2021



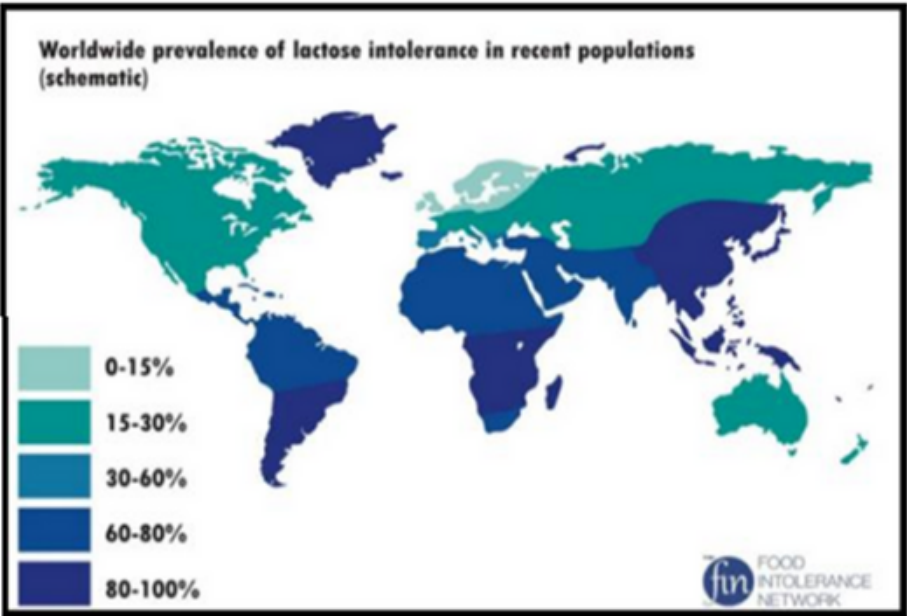
High production cost of dairy milk

Improve the world's food self sufficiency

Source: <https://www.downtoearth.org/blogs/2012-05/world-hunger-can-be-solved-vegetarian-diet#:~:text=Simply%20put%2C%20the%20more%20people,people%20in%20chronic%20hunger%20worldwide.> | <https://www.theguardian.com/environment/2010/jun/02/un-report-meat-free-diet>



### Global Prevalence of Lactose Intolerance

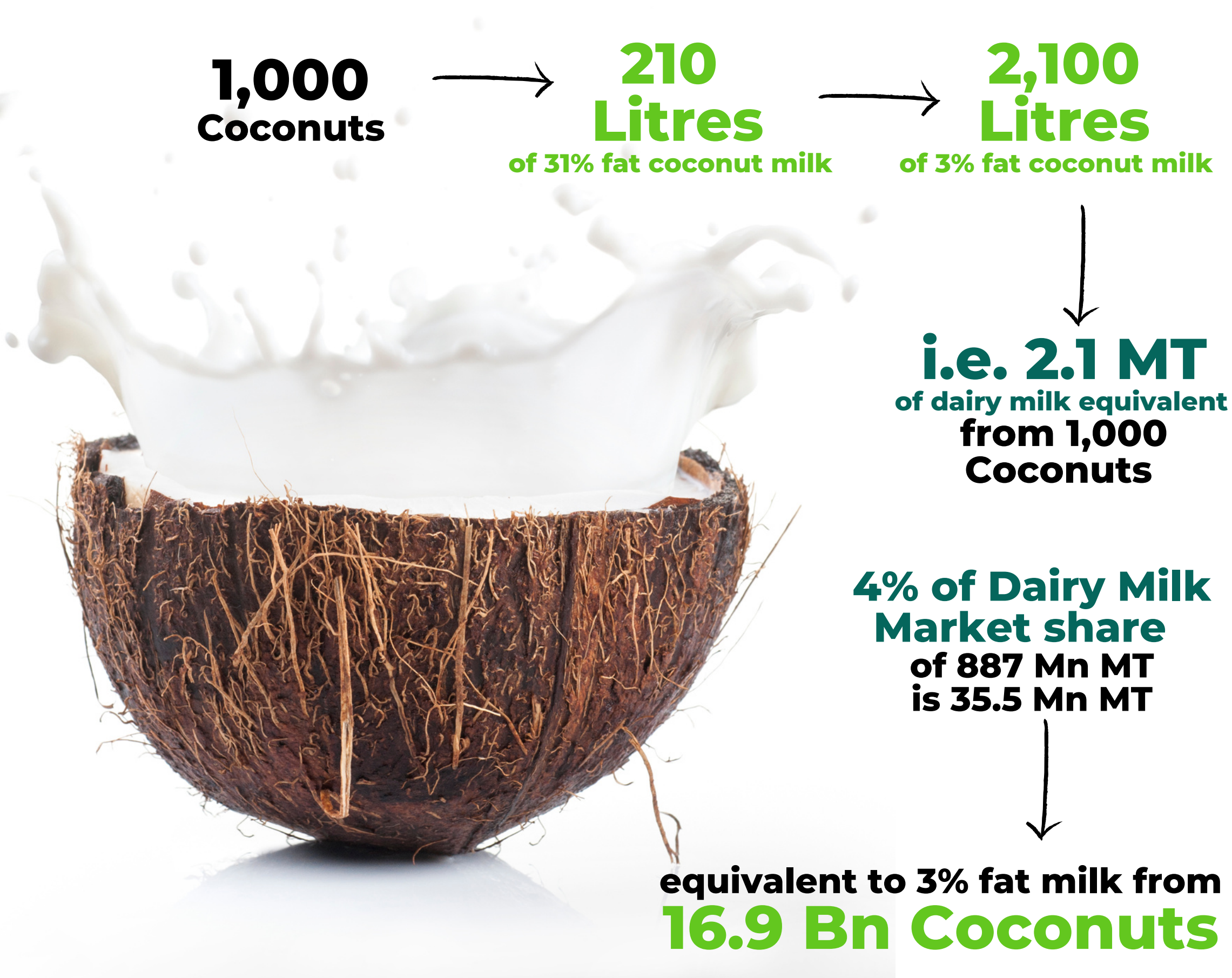




# Coconut Milk as a dairy alternative as one of the highest growth potential areas

Something to think about...

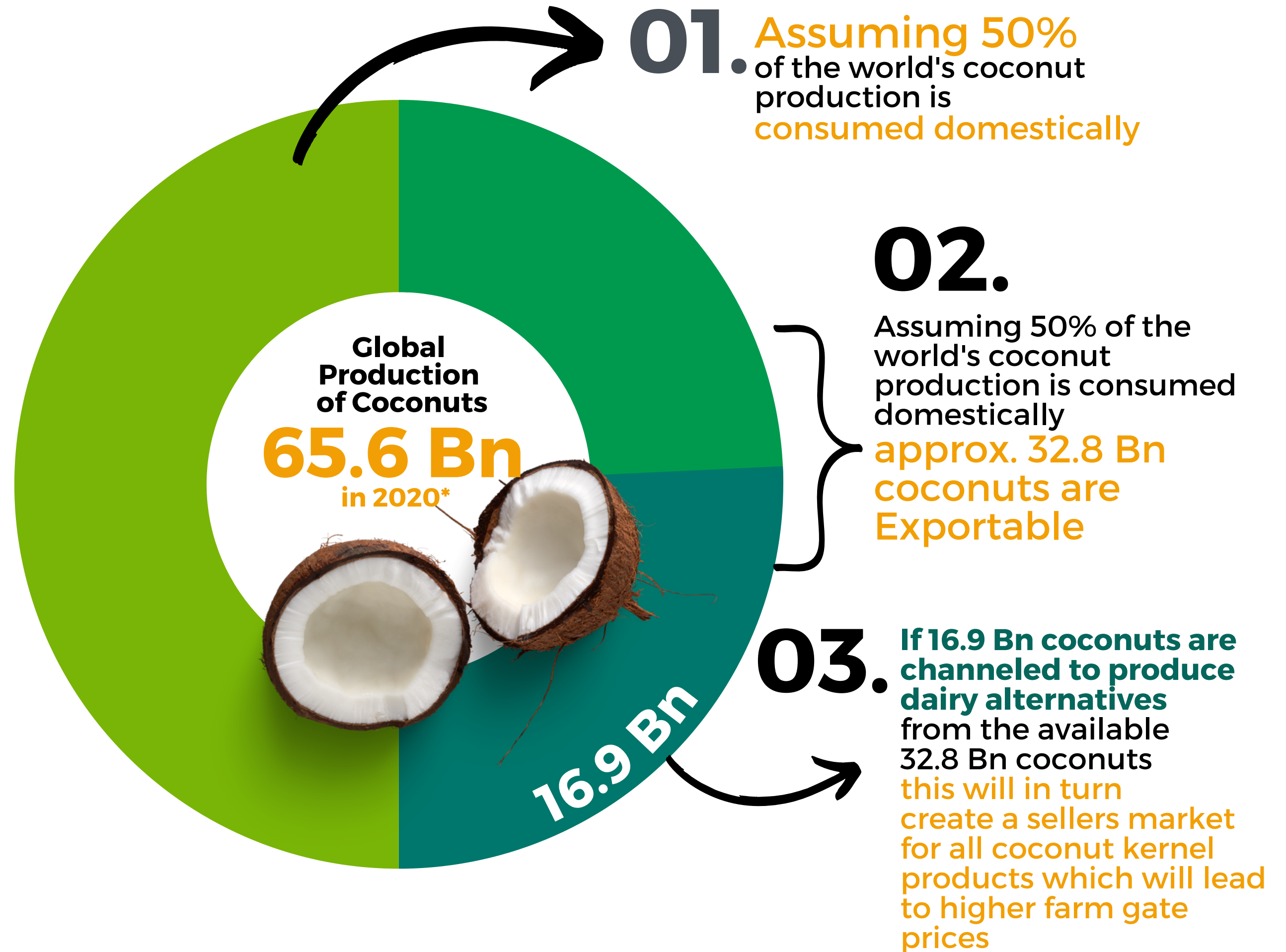
**if...**  
**4% of the dairy milk market is captured by coconut milk**  
**this will require**  
**16.9 Bn Coconuts**





Something  
to think about...

**if...**  
**4% of the dairy  
milk market is  
captured by  
coconut milk,  
this will  
utilise  
approx. 25% of  
the world's  
coconut  
production**



\*(Source : Coconut Statistical Year Book 2020, ICC)




# Advantages of Coconut Milk as a dairy alternative

- More environmentally friendly alternative to dairy
- Lactose Free
- Lower raw milk selling price (based on Sri Lankan Data - cost of coconut milk at 3% fat is less than  $\frac{1}{4}$  the cost of dairy milk)
- Scalability & Flexibility – coconut milk can be easily scaled upwards | Flexibility to value add further as dairy free products - yoghurts, cheese, ice cream etc.
- Can enjoy the benefits of Lauric acid through a coconut milk product
- Can be a supplement in dairy (mixture of dairy & coconut milk) or a 100% dairy free alternative.
- No aftertaste compared to other dairy alternatives like soya





# An Experience of Opening New Markets through Joint Collaboration

A close-up photograph of a dark-colored bowl filled with several round chocolate truffles. Each truffle is coated in a thick layer of dark chocolate and sprinkled with white, flake-like desiccated coconut. The bowl sits on a rustic, dark wooden surface. In the background, a white ceramic cup filled with a dark liquid, likely coffee, is visible, slightly out of focus. A grey cloth is draped to the left of the bowl.

The experience of opening the Russian market to  
desiccated coconut at a time when the use of desiccated  
coconut in Russia was almost non-existent.



# Thank you



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