



# **INDONESIA CACAO : “Awaken the Giant Within”**

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# INDONESIA CACAO

## **'The Giant Within'**

**Indonesia cacao production: 570 – 600 thousand ton a year:**

**Indonesia :**

- 90% of Asia total cacao production**
- Number 3 in the world, after Ivory Coast and Ghana**
- Export : around 88% of total production**



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## **‘The People ARE the Giant’**

**Indonesia :**

- 90% of total production come from small estate/ peoples plantation**
- Sulawesi : 60% of Indonesia production, almost all of cacao plantation in Sulawesi are small estate/peoples plantation.**



# INDONESIA CACAO

**‘Giant, yet can be BIGGER’**

Region	Area (hectare)		Productivity (kg/ha/y)	
	Existing	Potential	Actual	Potential*
Central Sulawesi	179000	220000	1240	1600
South East Sulawesi	175000	250000	1090	1400
West Sulawesi	116000	142000	1050	1200
South Sulawesi	99000	110000	1020	1200
East Nusa Tenggara	38000	45000	930	1100
Other region	380000	440000	760	1100

\* With existing condition

**With the potential, Indonesia production can be ‘easily’ reach 1000 – 1200 thousand ton/year**



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## **‘Awaken the Potential: List Of Opportunity’**

1. Increased farming productivity through good farming practices and institutional arrangement.
2. Investment in post harvest activity: fermented and unfermented cacao bean, drying, sortation, and storage/warehousing
3. Investment in cacao industry, trading, and retail: the whole spectrum from cacao-paste to cocoa-café.



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## **‘Awaken the Potential: The Driving Force’**

1. Indonesia consumption for cacao product :
  - Only 0,8 kg/kap/year – potentially : 1,4 kg/kap/year
  - Income elasticity for cacao : higher then tea and – for cacao paste end product – higher then coffee
2. Growing Asia market: China, East Asia
3. Constant innovation and creation of new product: create or die !



# INDONESIA CACAO

Gol Initiative 2007-2010: Plantation Revitalization –  
Palm Oil, Rubber, **CACAO**

## **Scope of Facilitation:**

- **Open investment scheme**
- **Credit facilitation for farmers, mainly for implementing GFP, expanding, and replanting**
- **Import facilitation for capital and industrial inputs**
- **Trade negotiation for opening major Indonesia cacao market**



# INDONESIA CACAO

**‘Awaken the Potential:  
Main Actors: Private Sectors,  
but Government could help ’**

Gol Initiative 2007-2010: Plantation Revitalization –  
Palm Oil, Rubber, **CACAO**

**Facilitation for :**

- |                          |                   |
|--------------------------|-------------------|
| <b>1. Replanting</b>     | <b>54.000 ha</b>  |
| <b>2. Rehabilitation</b> | <b>36.000 ha</b>  |
| <b>3. Expantion</b>      | <b>110.000 ha</b> |



Have a nice hot-Indonesia-coco

**THANK YOU**