

Opportunities of the organic industry in the ASEAN region

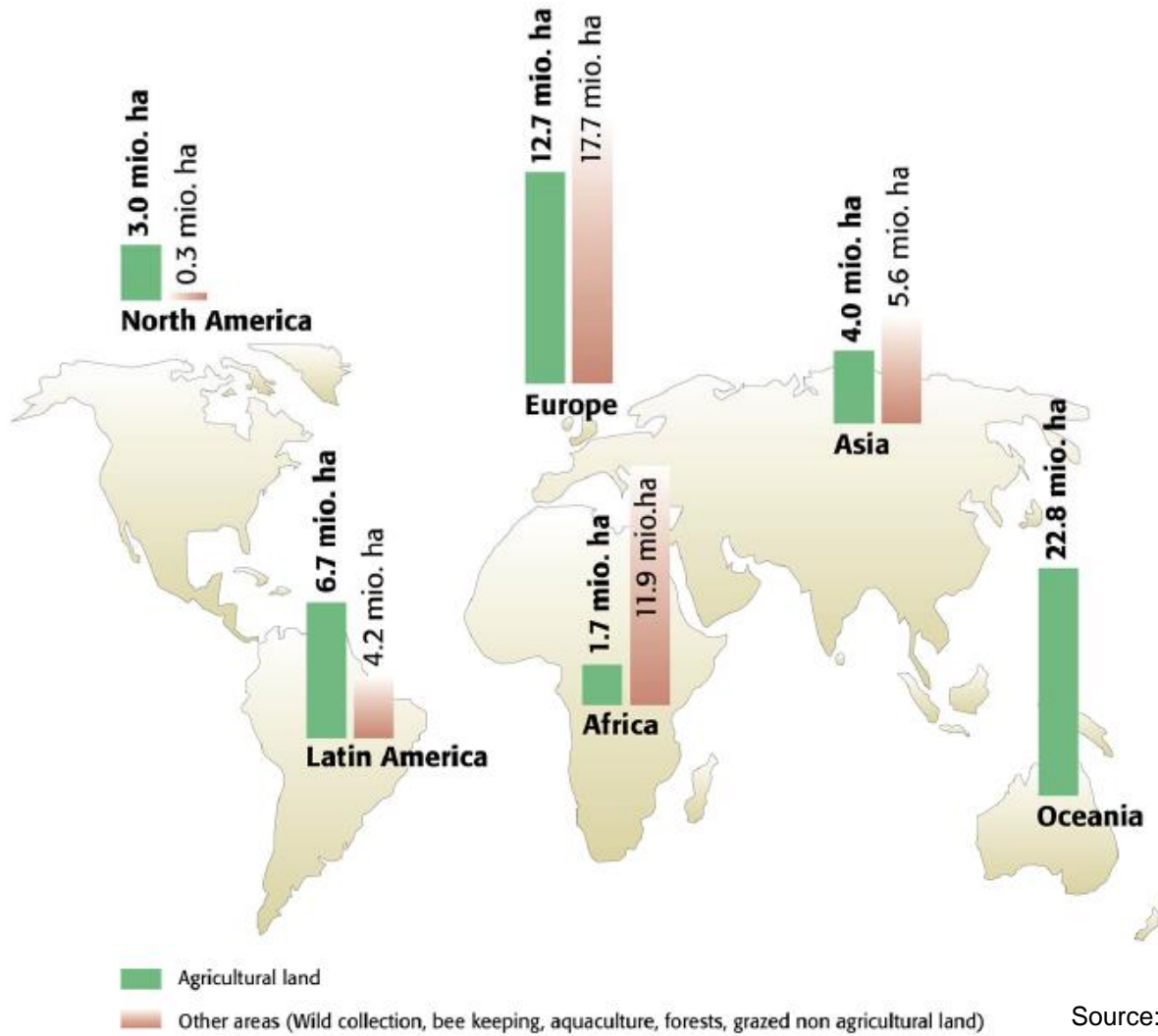


Organic Opportunities in the ASEAN region

- The history of the organic movement started at different times in different countries
- The world map of organic developments is indicating these different periods
- But the share of the world's organic agricultural of all agricultural land is only 1,1%
- An opportunity to grow exists not only for ASEAN but for the whole world.
- There might be differences between figures and reality due to the lack of registration.



Organic agricultural land and other organic areas



Source: FIBL Survey 2017

Growth of the organic agricultural land by region

Growth 2014 – 2015 in ha / 1 year comparison / 10 years comparison



Region	<u>Organic agr. land</u> [ha] 2014	<u>Organic agr. land</u> [ha] 2015	1 year growth [ha]	10 years growth [ha]
Africa	1'260'619	1'683'482	+422'863	+1'012'844
Asia	3'567'578	3'965'289	+397'711	+965'736
Europe	11'757'176	12'716'969	+959'793	+5'403'552
Latin America	6'830'577	6'744'722	-85'855	+1'795'194
North America	2'458'466	2'973'886	+515'420	+1'181'314
Oceania	18'532'416	22'838'513	+4'306'098	+10'406'693
Total*	44'403'835	50'919'006	+6'515'171	+20'761'478

Source: FIBL Survey 2017, based on data from Government bodies, the private sector and certifiers

Asia + 11%

Organic Agriculture in ASEAN

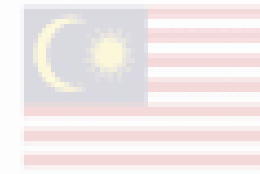
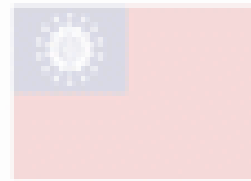
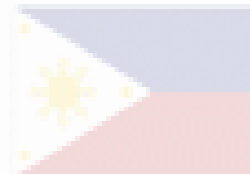
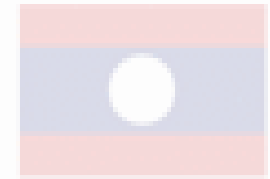
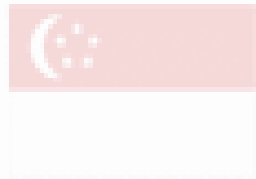


Philippines



	2014	2015
Certified cultivated area (in ha)	110.084	234.642
Producers	165.974	165.958

+ 113%



Source; FIBL Year Book Organic Agriculture 2016

Organic Agriculture in ASEAN



Vietnam



2014

2015

Certified cultivated area (in ha)

43.007

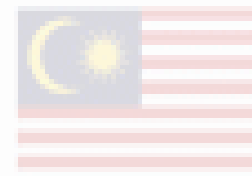
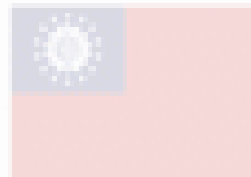
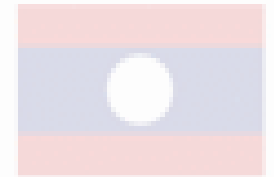
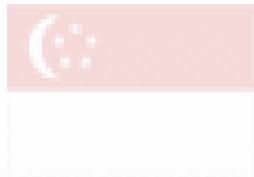
76.666

+ 78%

Producers

2.721

3.816



Source; FIBL Year Book Organic Agriculture 2016

Organic Agriculture in ASEAN



Thailand

	2014	2015
Certified cultivated area (in ha)	37.684	45.587
Producers	19.240	13.154

+ 21%

Source; FIBL Year Book Organic Agriculture 2016

Organic Agriculture in ASEAN



Cambodia



2014

2015

Certified cultivated area (in ha)

9.889

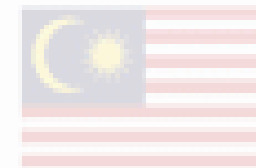
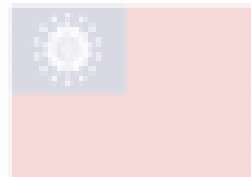
12.058

+ 21%

Producers

6.753

6.753



Source; FIBL Year Book Organic Agriculture 2016

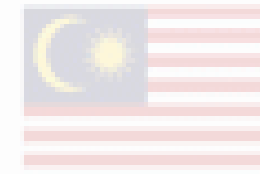
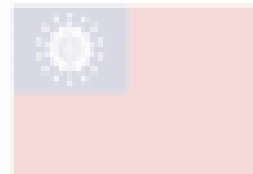
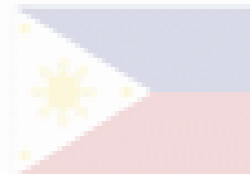
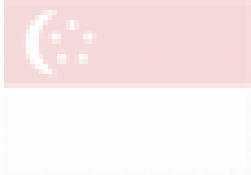
Organic Agriculture in ASEAN



Indonesia



	2014	2015
Certified cultivated area (in ha)	113.638	130.384 ^{+ 14%}
Producers	5.700	5.789



Source; FIBL Year Book Organic Agriculture 2016

Organic Agriculture in ASEAN



Myanmar



2014

2015

Certified cultivated area (in ha)

5.320

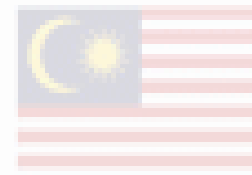
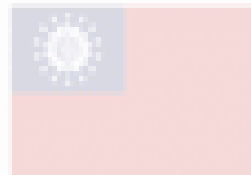
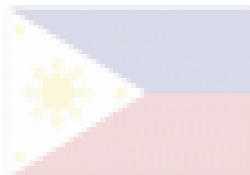
5.626

+ 6%

Producers

5

10



Source; FIBL Year Book Organic Agriculture 2016

Organic Agriculture in ASEAN

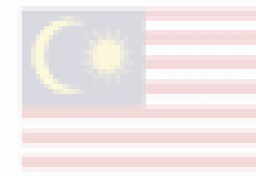
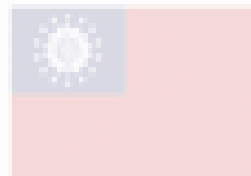
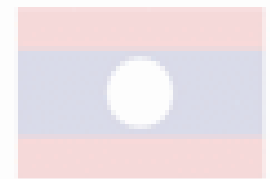


Laos



	2014	2015
Certified cultivated area (in ha)	6.257	6.445
Producers	1.342	1.342

+ 3%



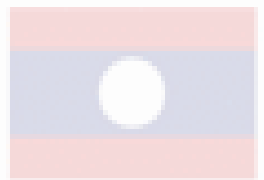
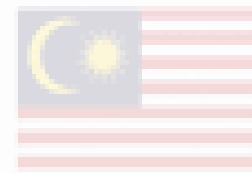
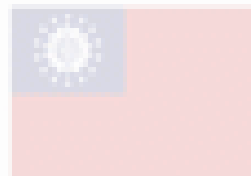
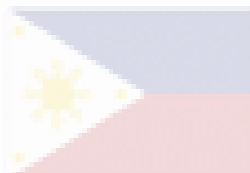
Source; FIBL Year Book Organic Agriculture 2016

Organic Agriculture in ASEAN



Malaysia

	2014	2015
Certified cultivated area (in ha)	603	603
Producers	119	119



Source; FIBL Year Book Organic Agriculture 2016

Organic Agriculture in ASEAN



Brunei Darussalam

	2014	2015
Certified cultivated area (in ha)	NA	NA
Producers	NA	NA

Source; FIBL Year Book Organic Agriculture 2016

Organic Agriculture in ASEAN



Singapore

	2014	2015
Certified cultivated area (in ha)	NA	NA
Producers	NA	NA

Source; FIBL Year Book Organic Agriculture 2016

Organic Opportunities in the ASEAN region

- The organic agricultural land in the ASEAN region is growing with the exception of those countries which are limited by the country size
- There is a trend that the number of producers is shrinking, the organic farms as units are growing
- A number of companies are exporting already, several are exhibitors at the worlds leading trade show for organic food: BIOFACH in Nuremberg:



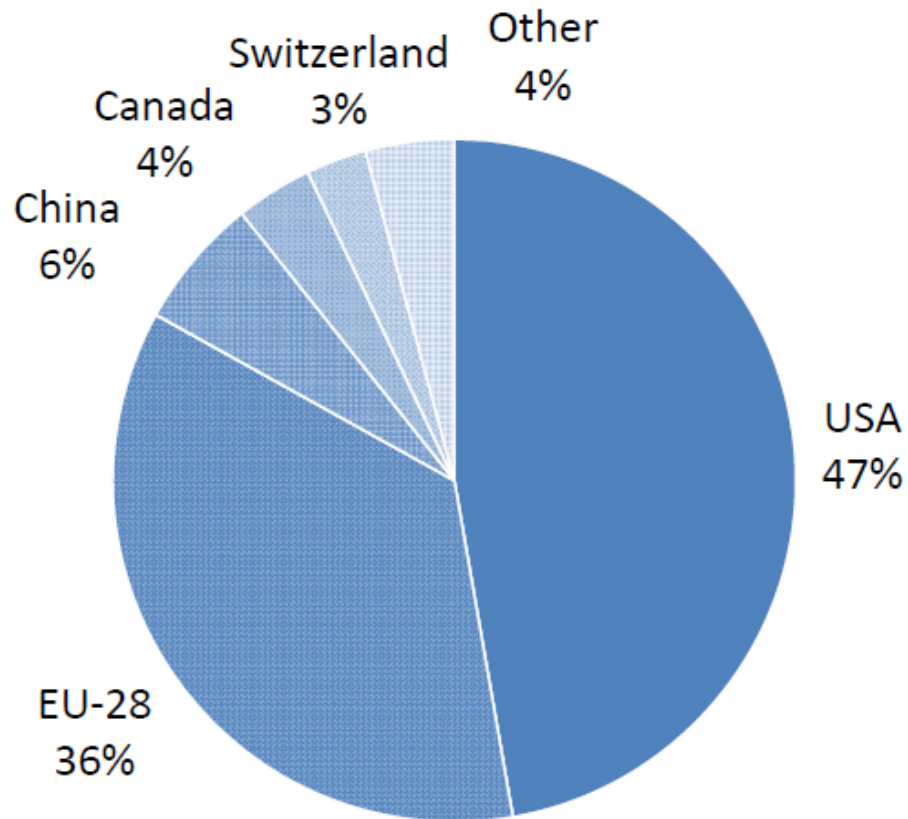
Participants from the ASEAN countries at BIOFACH Nürnberg 2017



Country	Exhibitors (with co-exhibitors)	Visitors
Thailand	30	167
Indonesia	13	38
Philippines	7	22
Cambodia	2	1
Vietnam	2	44
Laos	NA	0
Malaysia	NA	19
Myanmar	NA	20
Brunei Darussalam	NA	0
Singapore	NA	32



Global Organic Market: Share of retail turnover in 2015



In 2015, the global market for certified organic food and drink was estimated to be 81.6 billion US Dollars according to Organic Monitor (Sahota 2017).

The turnover with organic products has more than threefold since 2000.



Organic Opportunities in the ASEAN region

- Almost a quarter of the world's organic agricultural land - 11.7 million hectare – is located in developing/transition countries and in emerging markets. Most of this land is in Latin American countries, with Asia and Africa in second and third place.
- 1.9 million producers are in these countries.
- In 2015 the ASEAN region is counting for 513.000 hectares of agricultural land and about 197.000 producers.

What can be seen?

- The ASEAN region is at an early stage – but on a growth path for organic agricultural land and production
- A certain amount of the harvest is exported and therefore missed in the local markets
- Currently the United States and Europe form the major market places
- the ASEAN states have to develop the local markets and along with the demand by information and education
- A common organic certificate which is equivalent to the IFOS Family of Standards for all 10 states will open new ways





Next Generation?

- Inspiring within the sector is the huge commitment of the next generation of the „industry“
- A further worldwide growth in demand for organic and natural food can be expected and with reference to the Next Generation attention should be paid, in the course of the next years,
 - to the remembrance where the Organic Movement has its roots and keeping the conviction,
 - to the acceptance of established rules of the trade - but creating new sustainable ways of trade
 - and to the observation of the global marketplace, following the flow of the commodity which is driven by consumer needs.

Thank you for your attention