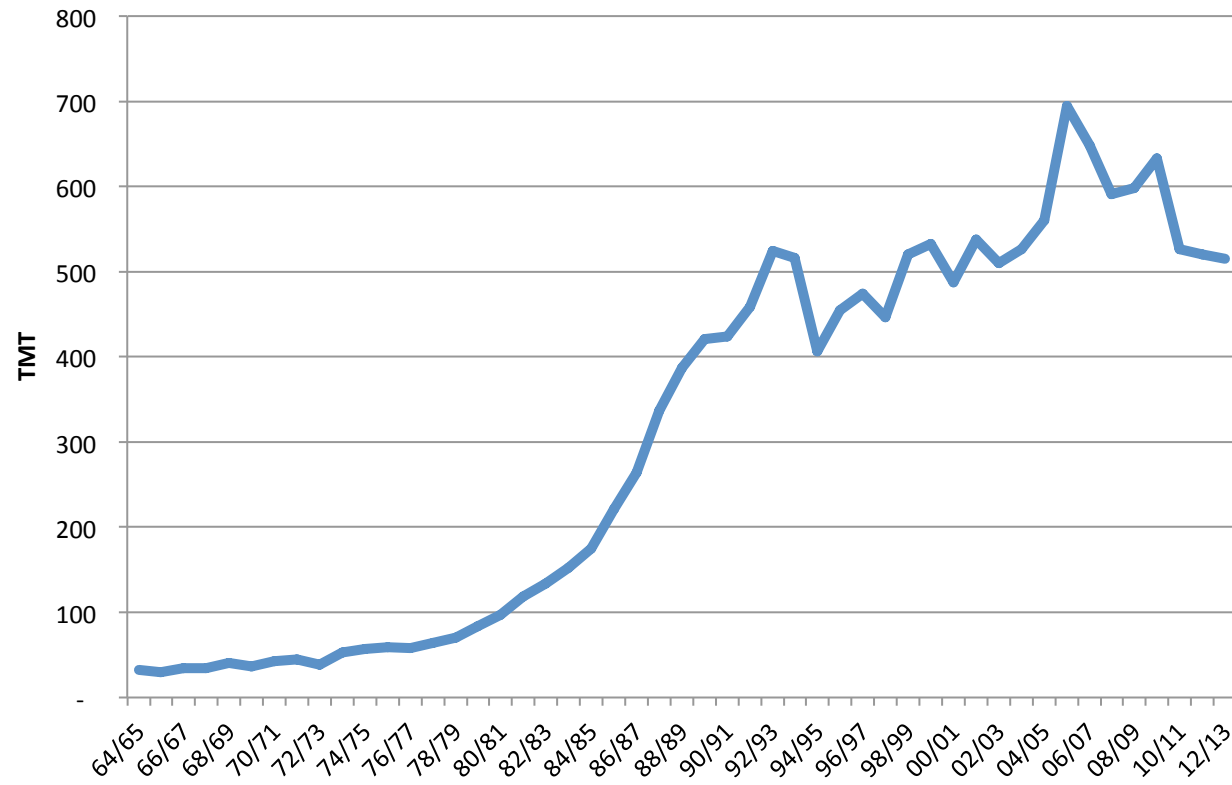


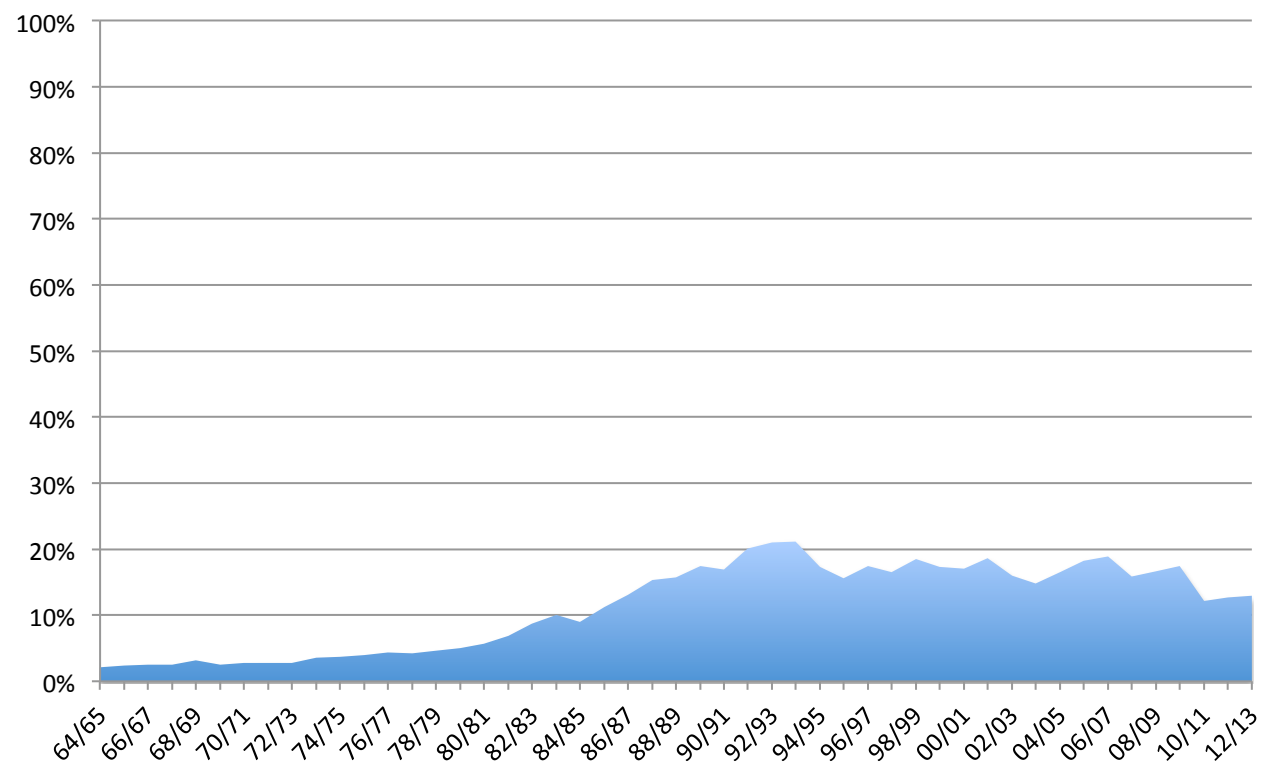
Cocoa Growing in S.E. Asia

Why is the Region not producing more?

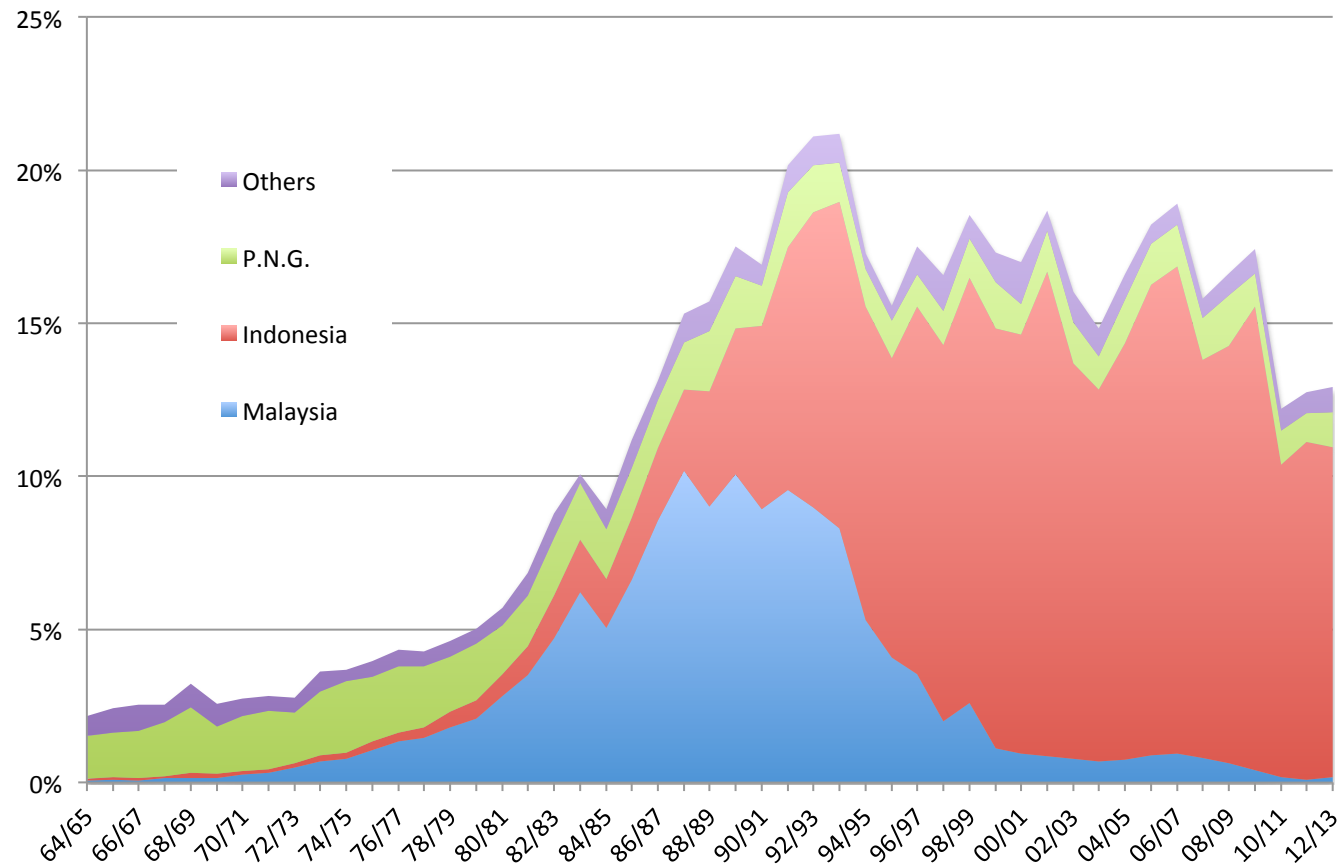
Asian Cocoa Production



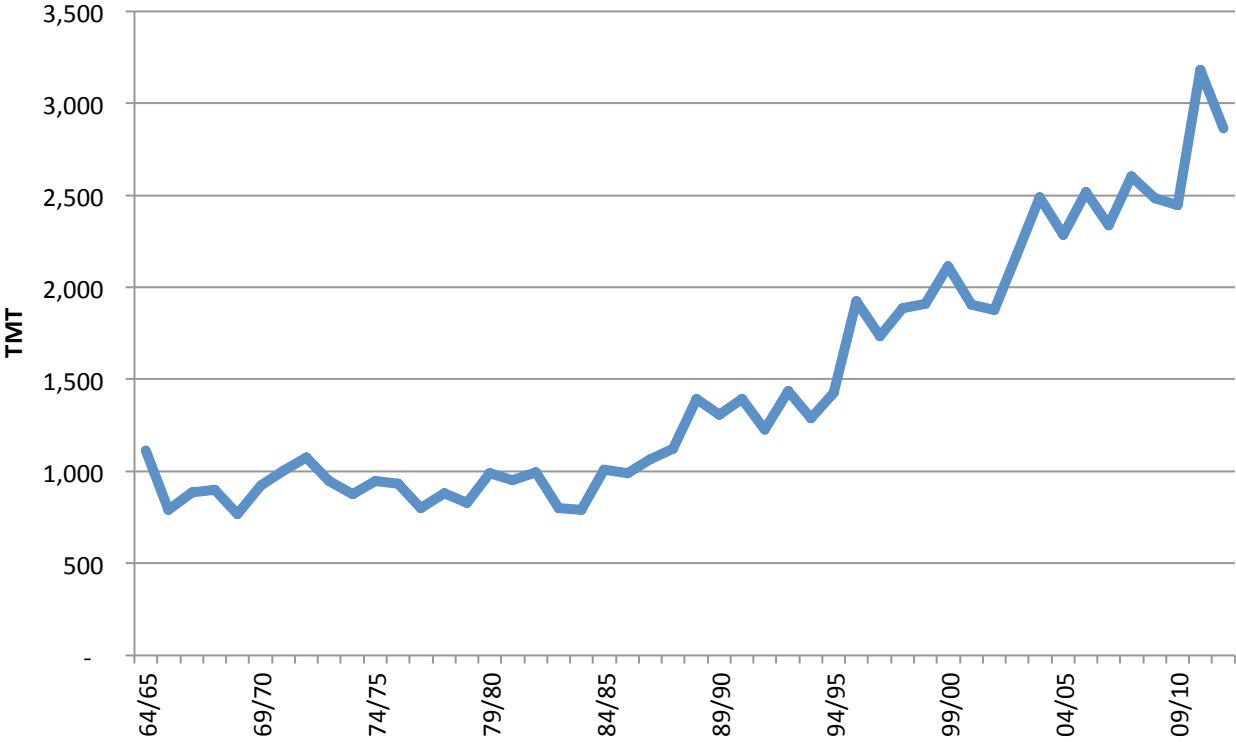
Share of World Cocoa Production - Asia



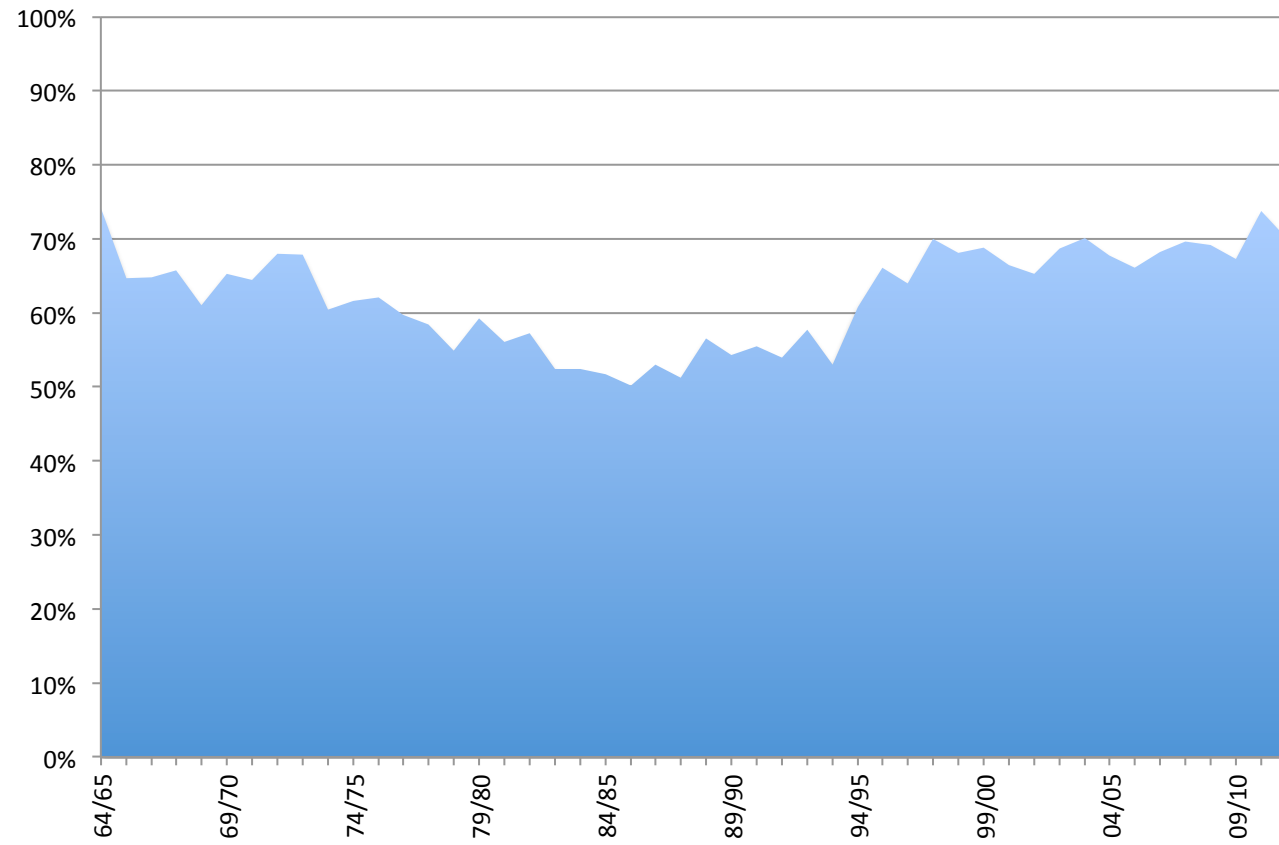
Share of World Cocoa Production - Asia



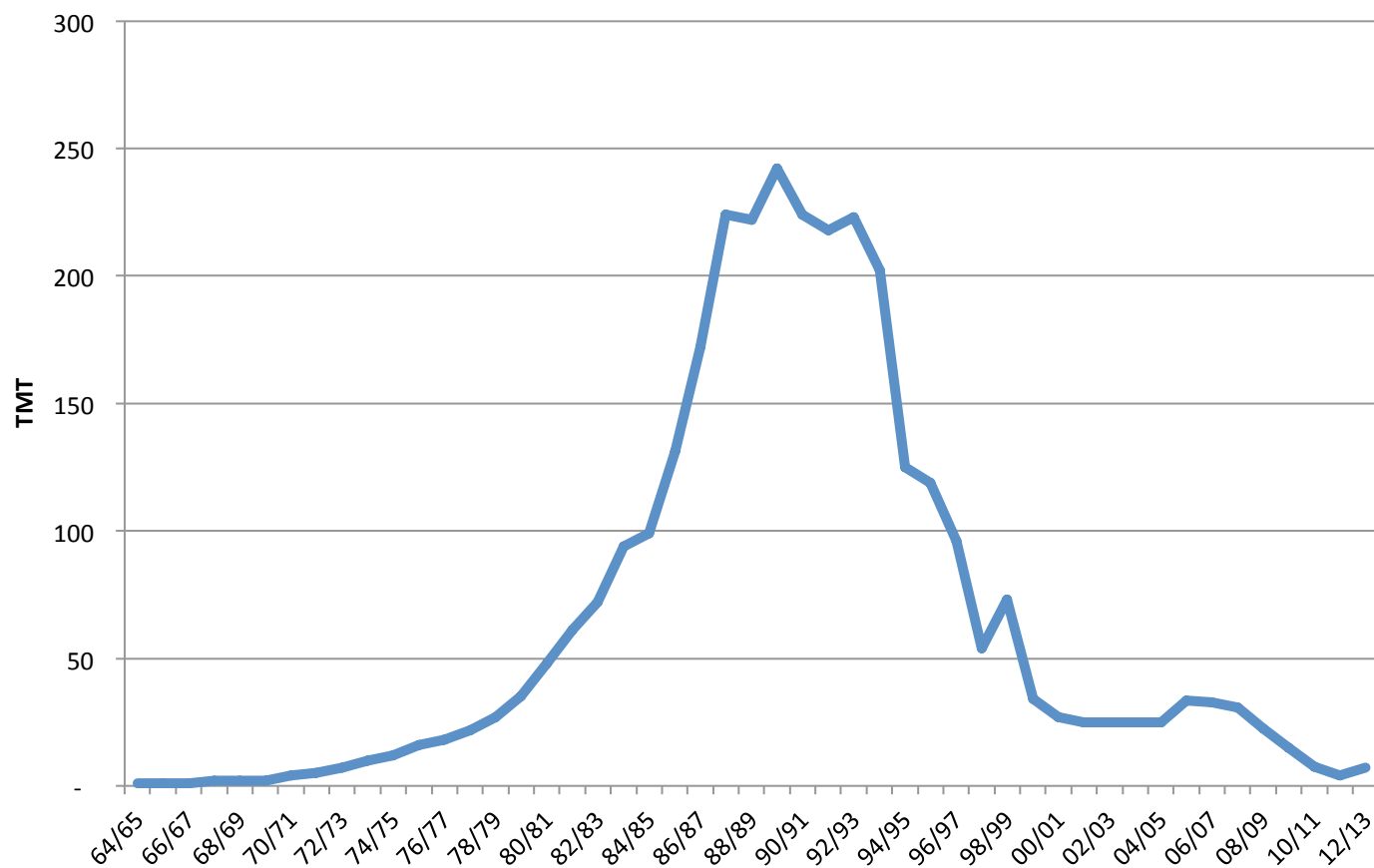
West Africa Cocoa Production



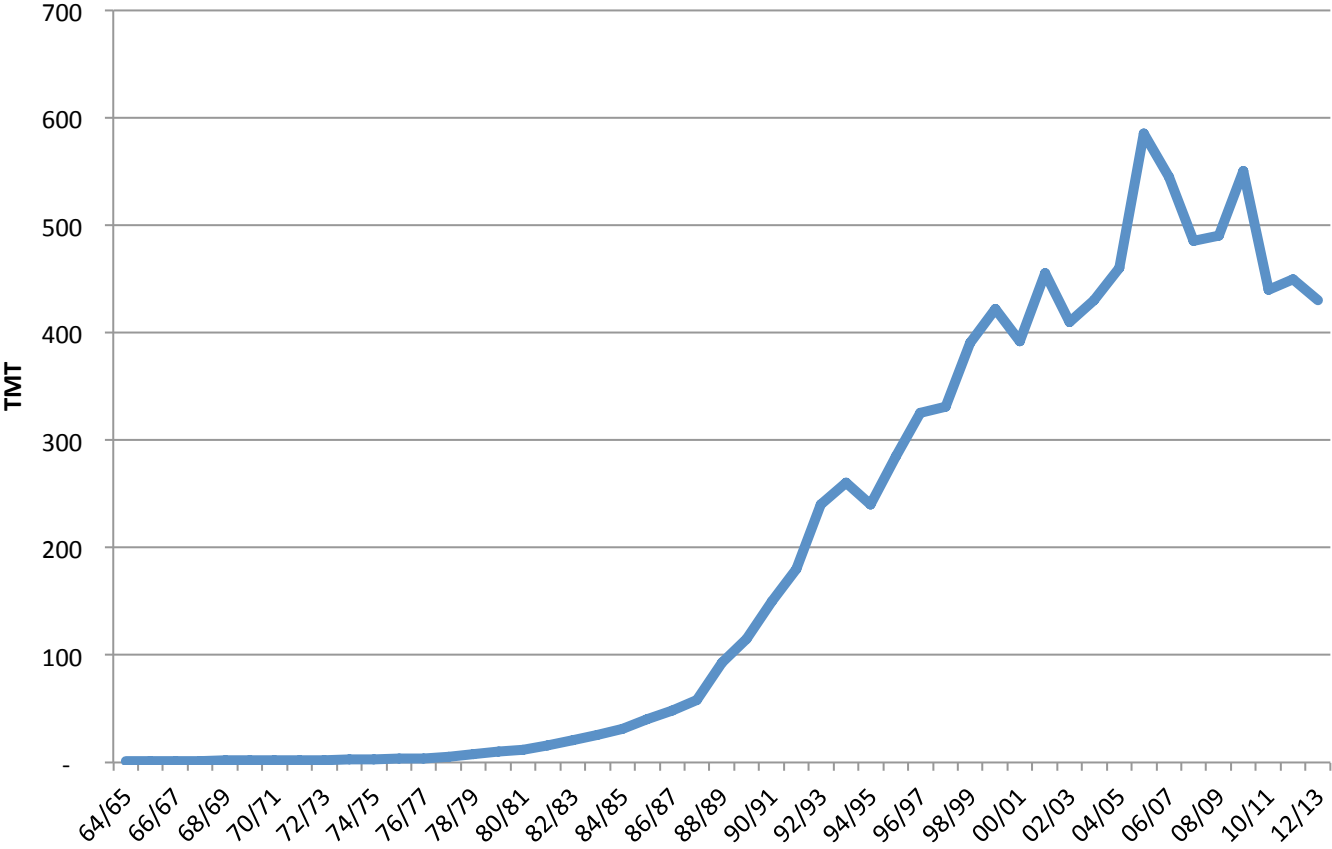
Share of World Cocoa Production - West Africa



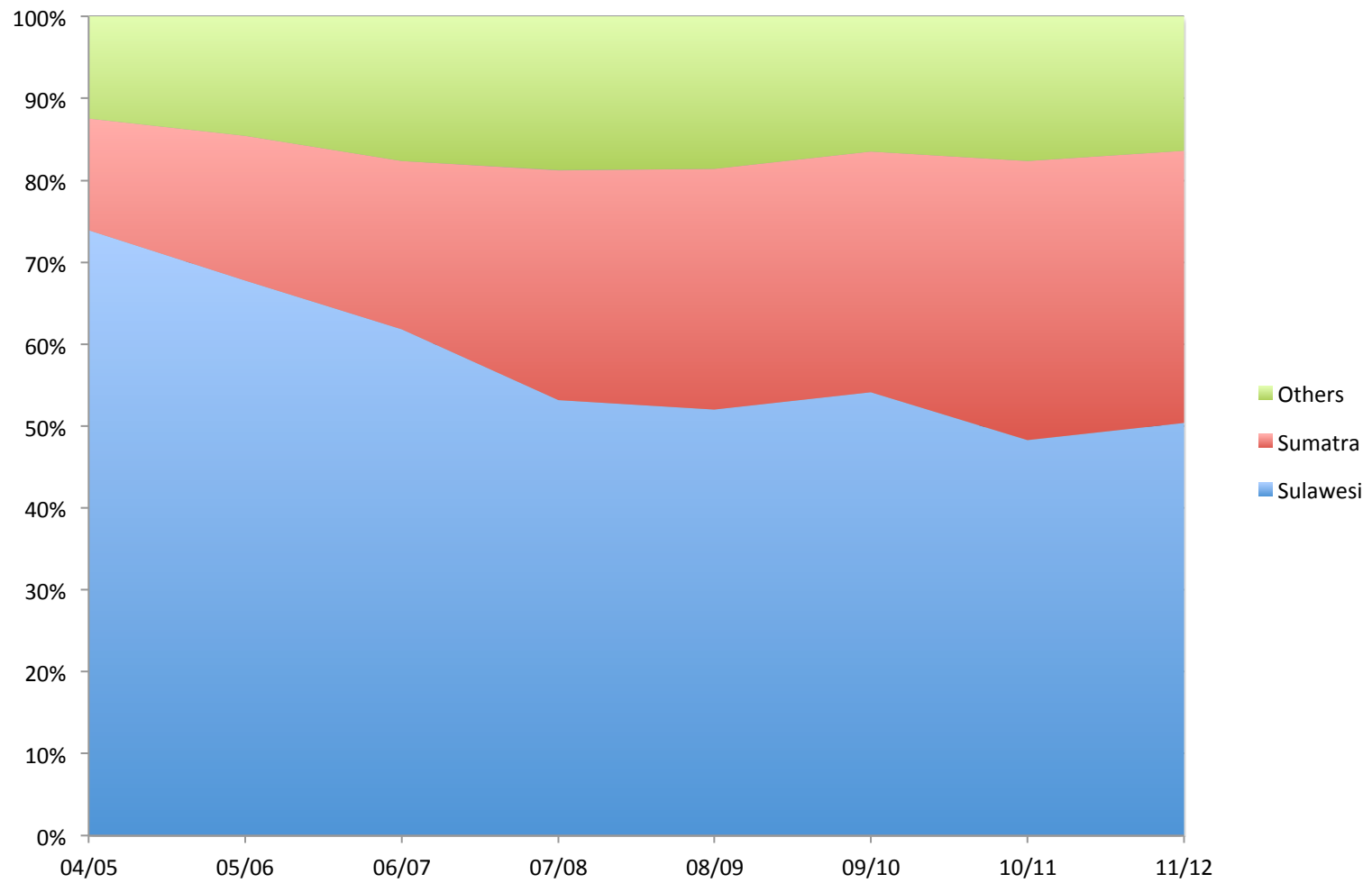
Malaysia Cocoa Production



Indonesia Cocoa Production



Indonesia Cocoa Production



Two simple reasons why cocoa production has not increased more in Asia:

- Pest and disease pressure is high
- Farmers are growing more profitable crops

Malaysia

- Pod borer
- VSD
- Labour
- Land pressure
- Large plantation model



Indonesia

- Pod borer
- VSD
- Trunk borer
- Ageing tree stock
- Alternative crops more attractive than regeneration

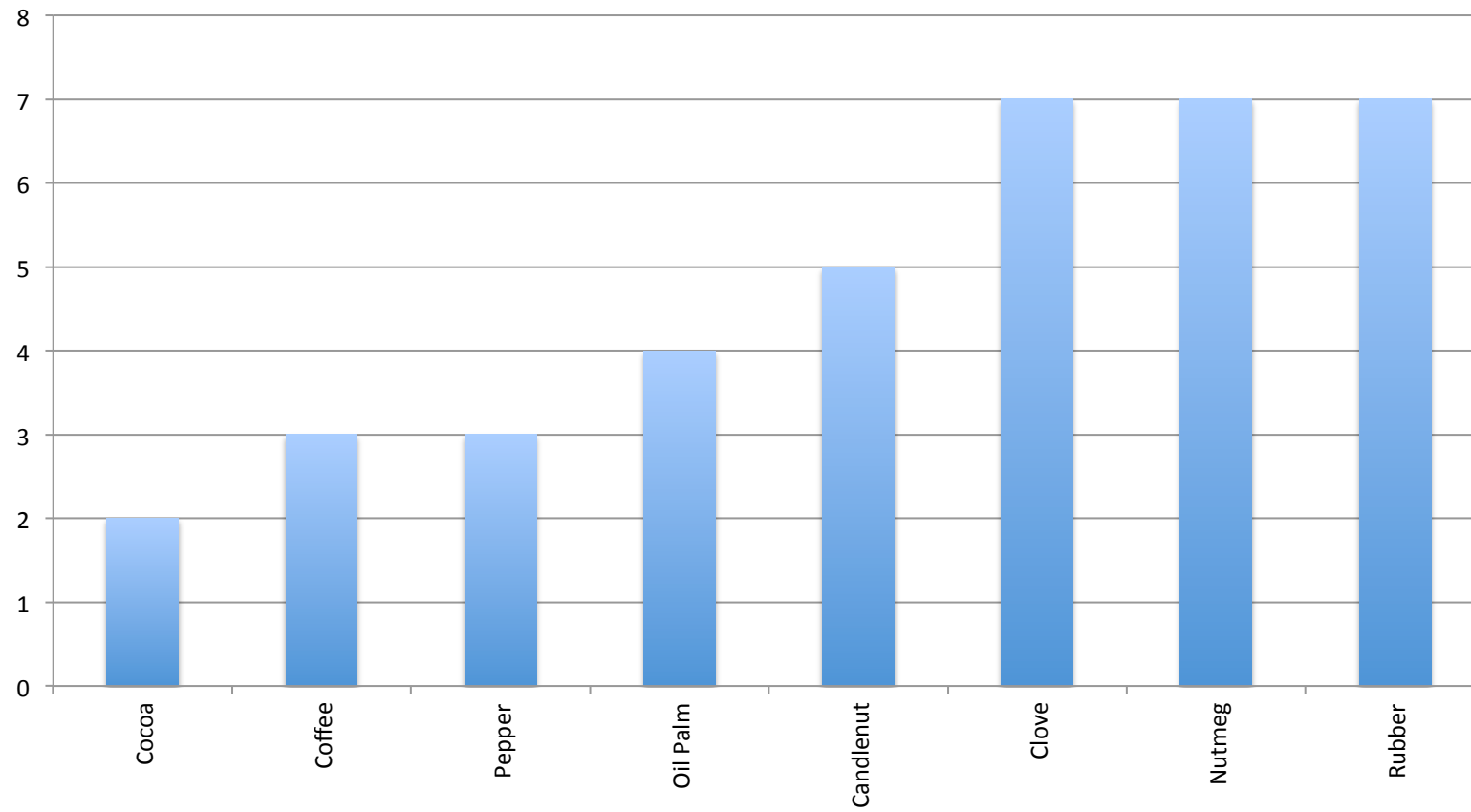
Regeneration

- Side-grafting on mature trees
- Replanting with high-yielding, VSD-resistant clones

Alternative tree crops in Indonesia

- Oil Palm
- Rubber
- Cloves
- Pepper
- Coffee
- Nutmeg
- Betelnut
- Citrus
- Fruits

Years before first harvest





Side-grafting in Sulawesi





Sulawesi Tenggara





Vietnam



Rubber replacing Cashew



Vietnam Cashew



Top-grafted cashew seedlings



Direct sowing with yams





Asian farmers more reactive

Vietnam, Sulawesi

- Better technical knowledge
- Broader experience
- Ready to invest
- Farming is a business
- Achieves high yields
- Thinks – “PROFIT”

West Africa

- Low skills
- No savings
- No access to credit
- Part-time cocoa farming
- Subsistence farmer
- Cocoa for some cash



Why has cocoa production not increased more?

- Attitude to agriculture as a business
 - cocoa is too cheap
 - inputs and man-hours
 - alternative crops more attractive
- Infrastructure
 - motorbikes
 - roads
- Access to markets
 - ready market for many different commodities