Oil palm business models

Laurène FEINTRENIE
CIRAD-Cameroun
Laurene.feintrenie@cirad.fr

Session n°1
Oil palm business models

- Global picture
- Smallholders and artisanal milling in Central Africa
- Industry-smallholders partnerships in South-East Asia
- Alliances in Colombia
Global picture

CPO Consumption in 2012 (1000 MT)

Source: Index Mundi 2013
01. Smallholders and artisanal milling in Central Africa

Source: United States Department of Agriculture; http://www.indexmundi.com
01. Smallholders and artisanal milling in Central Africa
Figure 15 : Évolution de la productivité de la terre dans une palmeraie familiale
Source : Aboubakar L, 2013

Source: United States Department of Agriculture; http://www.indexmundi.com
02. Industry-smallholders partnerships in South-East Asia

Indonesia palm oil production

- Production CPO
- Imports CPO
- Exports CPO
- Production KPO
- Imports KPO
- Exports KPO

Share of the oil palm harvested area

- PBS private
- PBN government
- Smallholders

Source: United States Department of Agriculture; [http://www.indexmundi.com](http://www.indexmundi.com)
02. Industry-smallholders partnerships in South-East Asia
02. Industry-smallholders partnerships in South-East Asia
Comparison of land uses profitability
For min, max and average prices (2008-2009)

02. Industry-smallholders partnerships in South-East Asia
03. Alliances in Colombia

Colombia palm oil production

- Production CPO
- Imports CPO
- Exports CPO
- Production KPO
- Imports KPO
- Exports KPO

Palm oil (1000 t/year)

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<th>KPO Production</th>
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03. Alliances in Colombia

Based on data from SISPA, 2011.
03. Alliances in Colombia

- Oil palm is an inclusive business in Colombia:
  - Strategic Alliances are a partnership between entrepreneurs (as operator), with smallholders associated farmers and facilitators
  - Joint-ventures
  - 1 in 4 hectares planted with oil palm over the last decade involve production alliances
  - 109 alliances established as of 2008
  - 5,391 smallholders
  - Smallholdings 19% of total planted area
To conclude

- Smallholders and artisanal milling in Central Africa: local skills, big potential
- Industry-smallholders partnerships in South-East Asia: very productive, but huge costs for the environment
- Alliances in Colombia: interesting promise

Thank you for your attention.