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4<sup>ème</sup> CONFÉRENCE INTERNATIONALE BIOCARBURANTS ET BIOÉNERGIES

Ouagadougou, Burkina Faso , du 21 au 23 novembre 2013

# Oil palm business models

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Session n°1



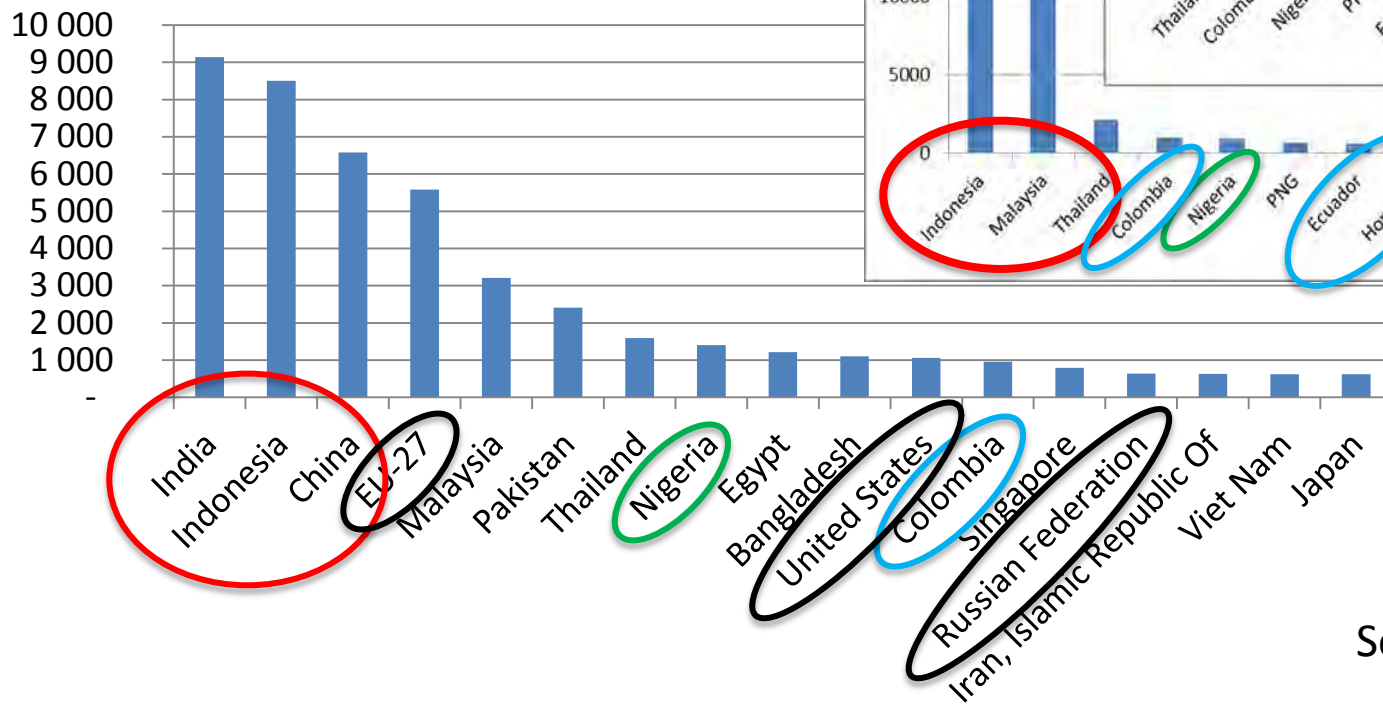
# Oil palm business models

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

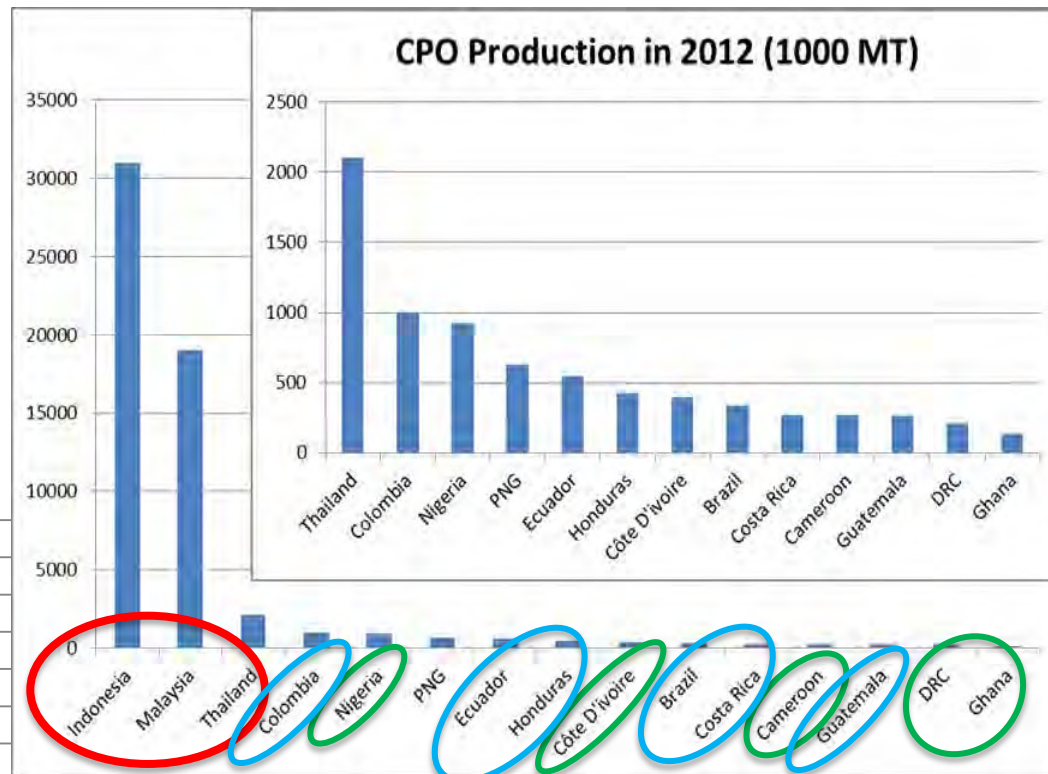


# Global picture

## CPO Consumption in 2012 (1000 MT)

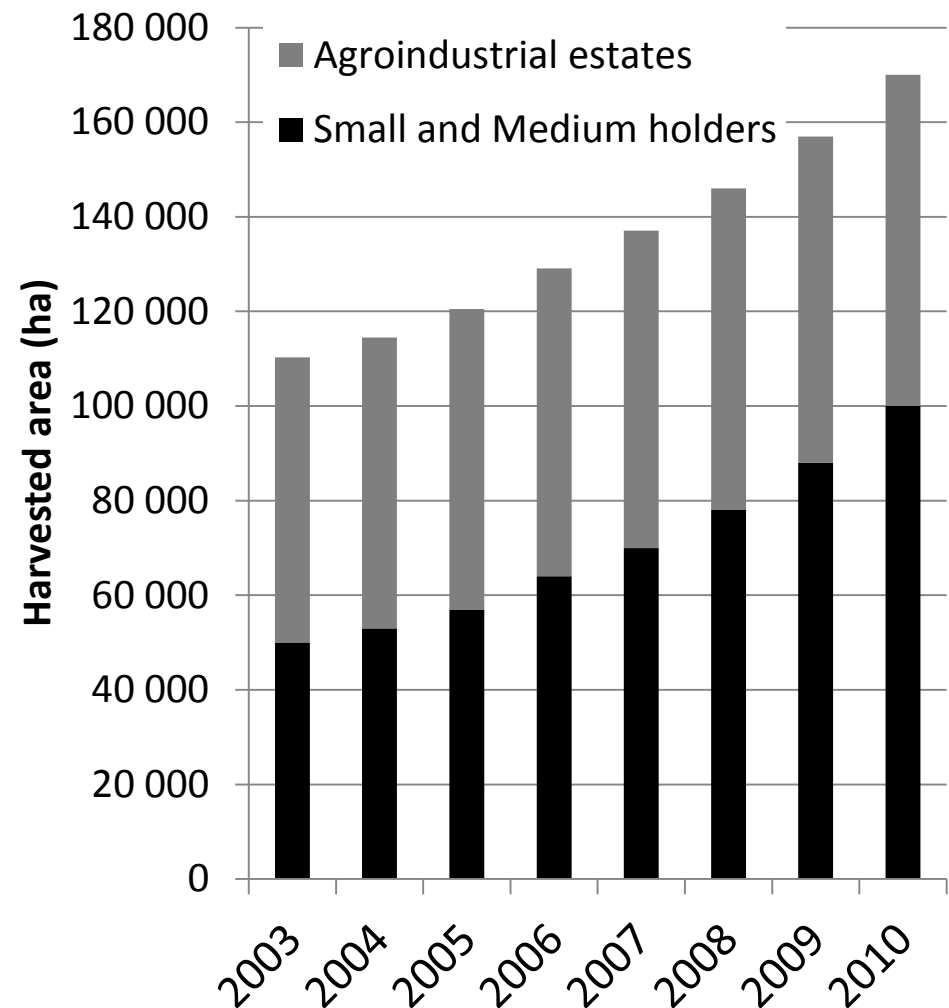
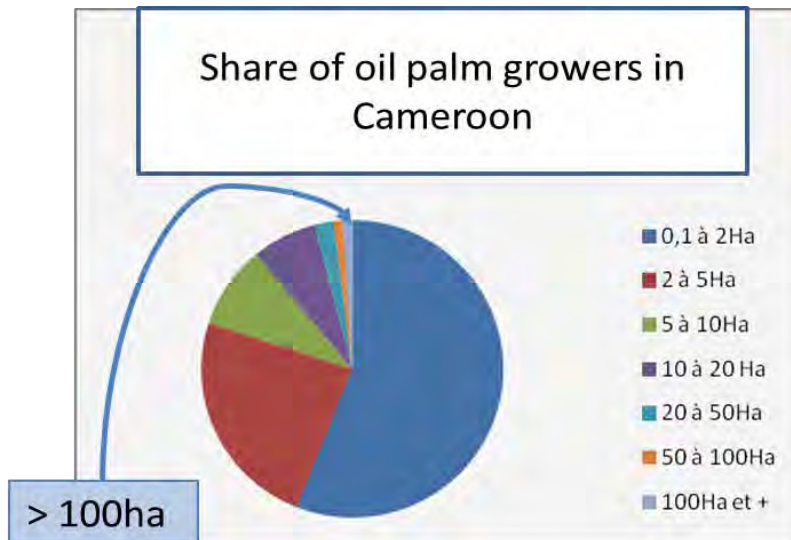


## CPO Production in 2012 (1000 MT)



Source: Index Mundi 2013

# 01. Smallholders and artisanal milling in Central Africa



# 01. Smallholders and artisanal milling in Central Africa



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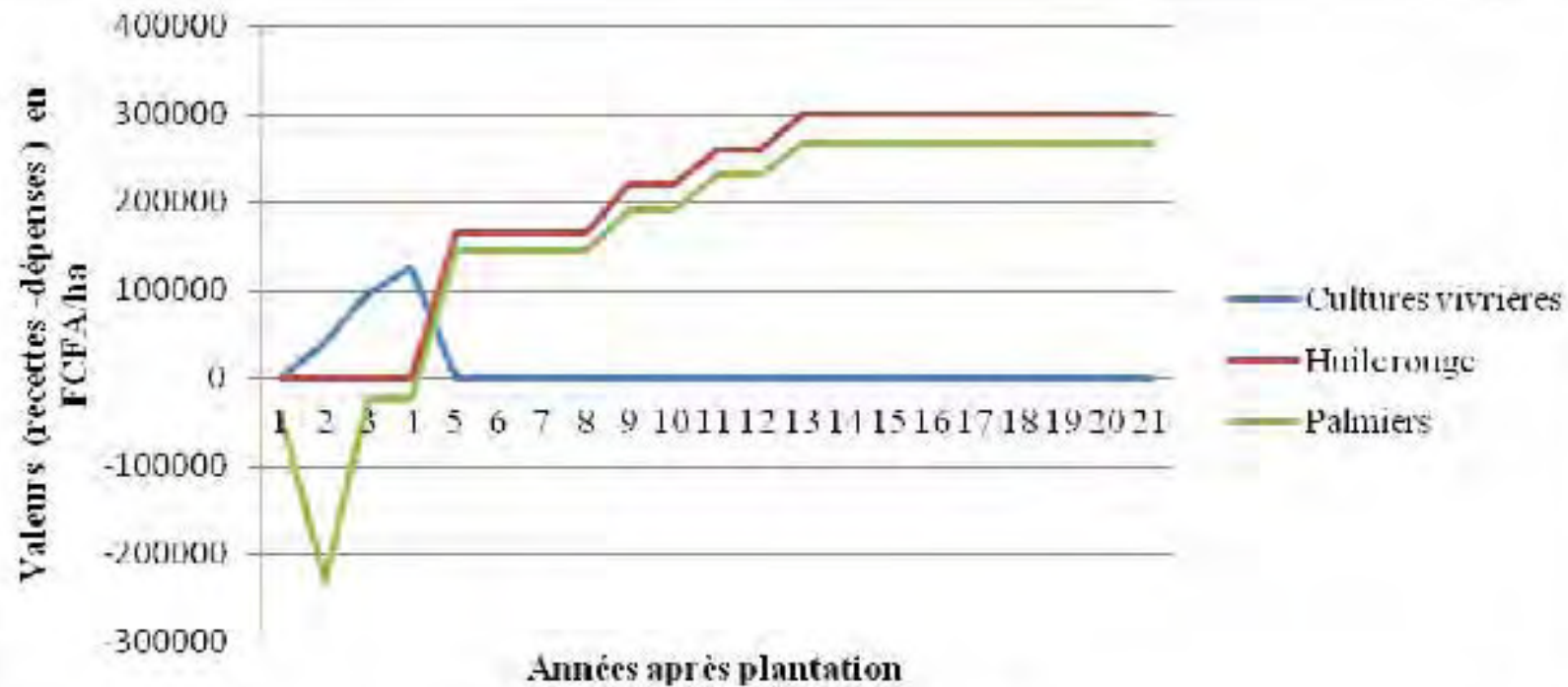


Figure 15 : Evolution de la productivité de la terre dans une palmeraie familiale

Source : Aboubakar I., 2013



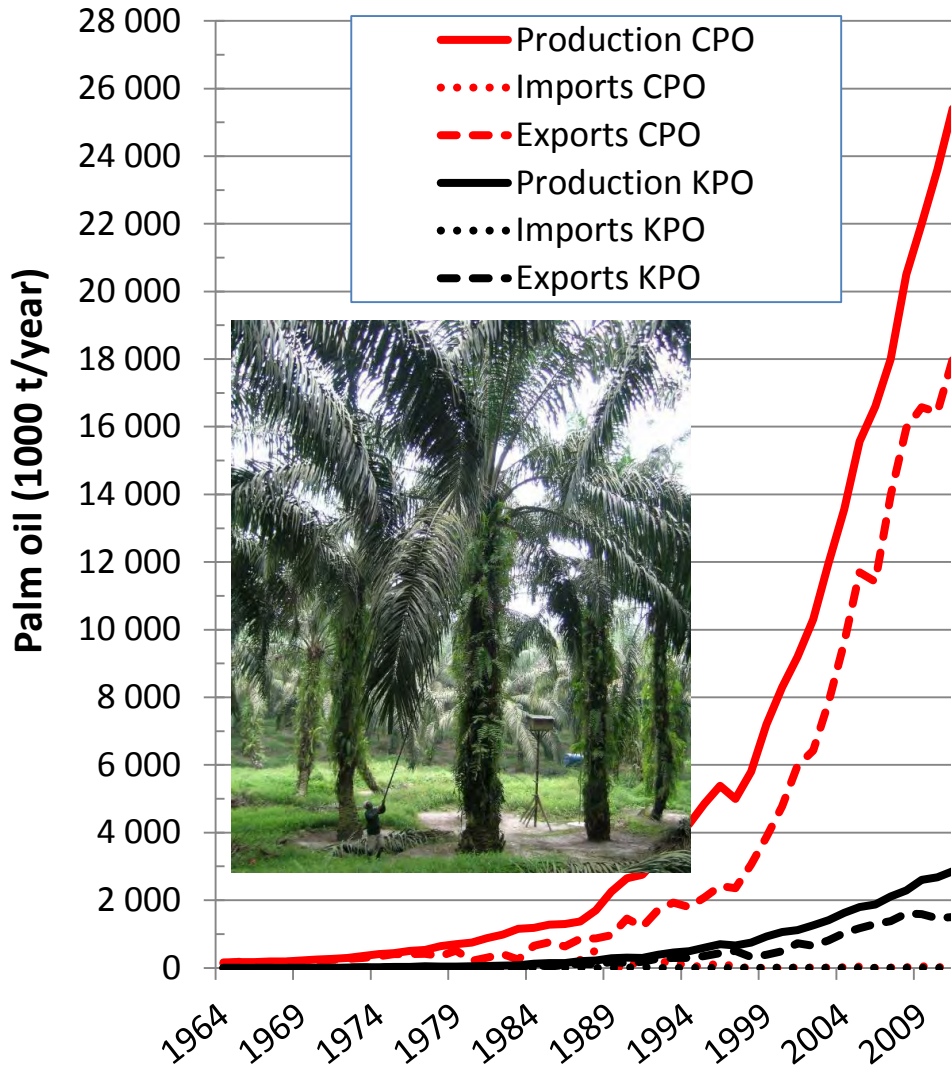
4<sup>ème</sup> CONFÉRENCE INTERNATIONALE SUR LES BIENNEFAIRES DES CARBURANTS

Ouagadougou, Burkina Faso, du 21 au 23 mai 2013

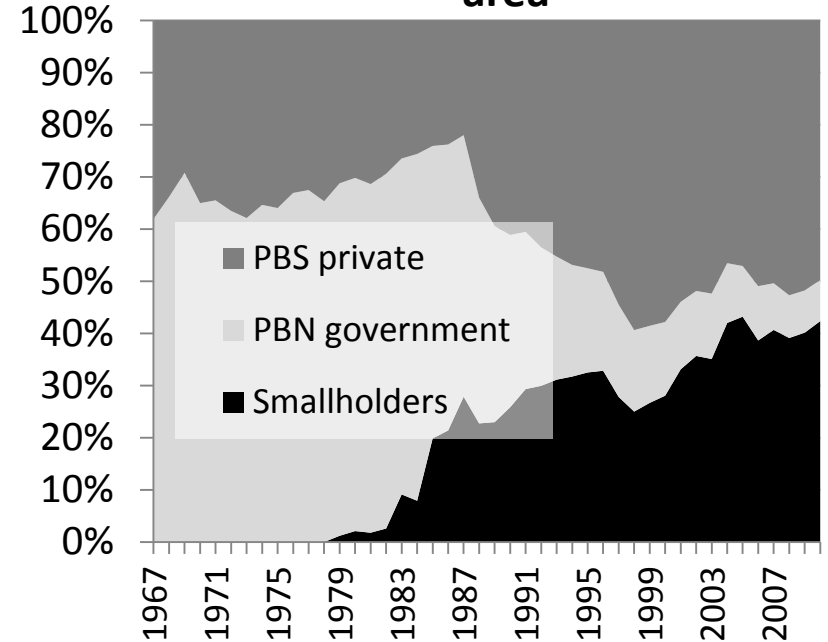
Source: United States Department of Agriculture; <http://www.usda.gov>

## 02. Industry-smallholders partnerships in South-East Asia

Indonesia palm oil production



Share of the oil palm harvested area



<http://ditjenbun.deptan.go.id> ,  
consulted on 04/04/2012

# 02. Industry-smallholders partnerships in South-East Asia



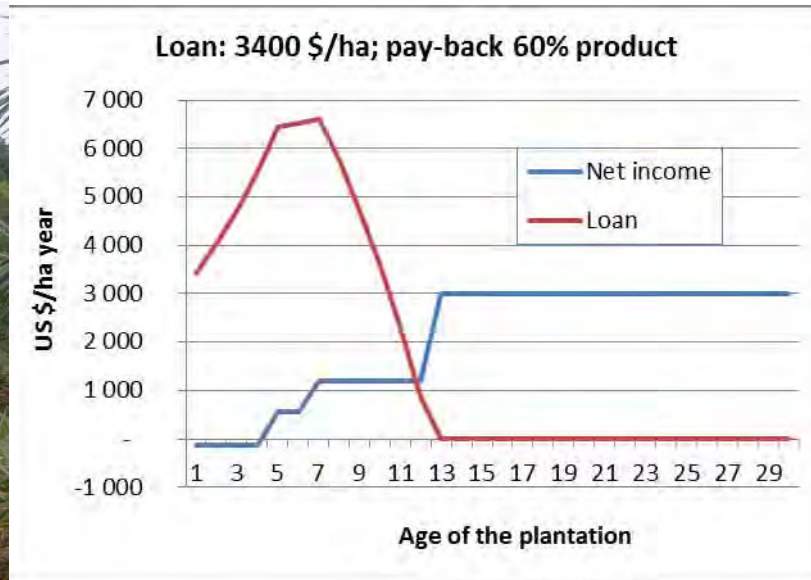
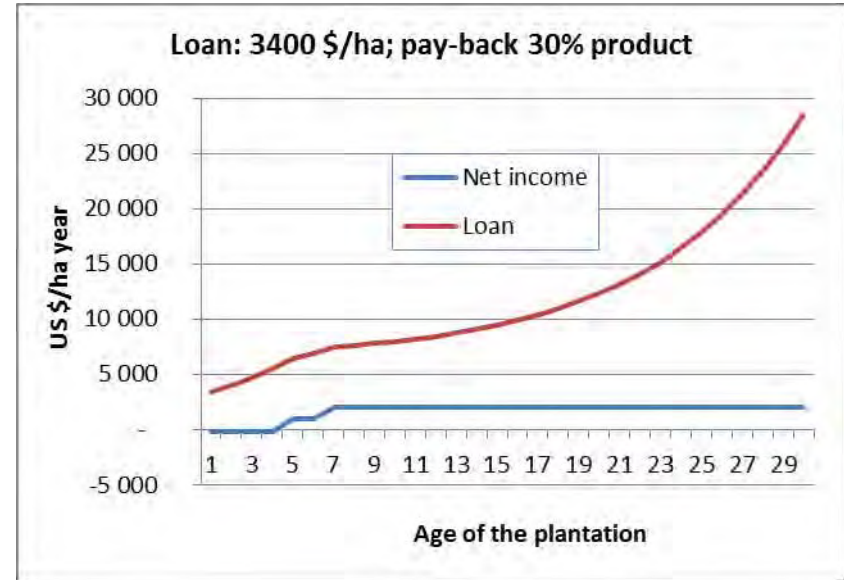
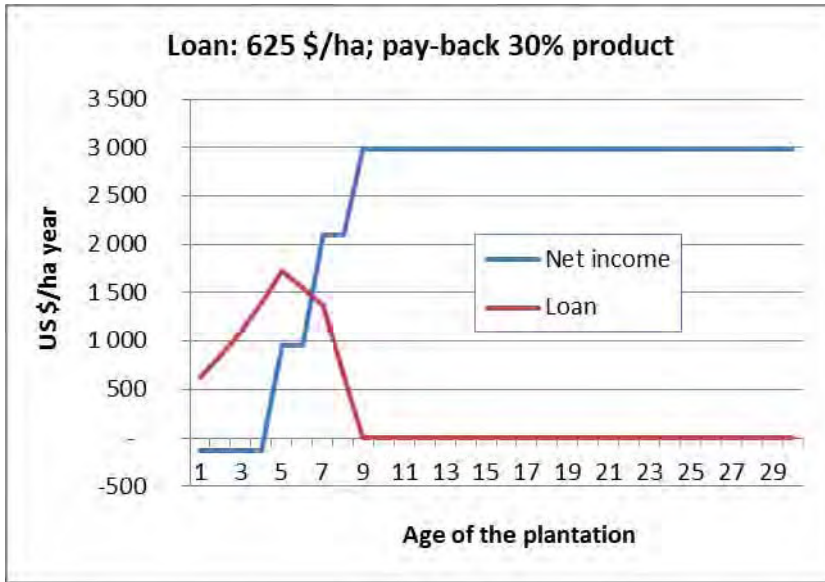
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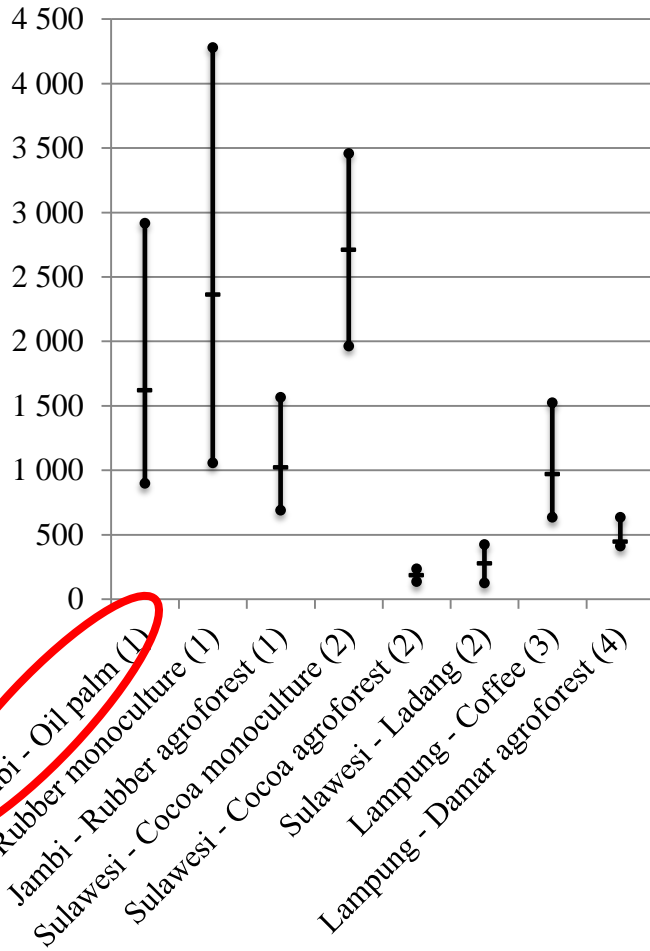
## 02. Industry-smallholders partnerships in South-East Asia



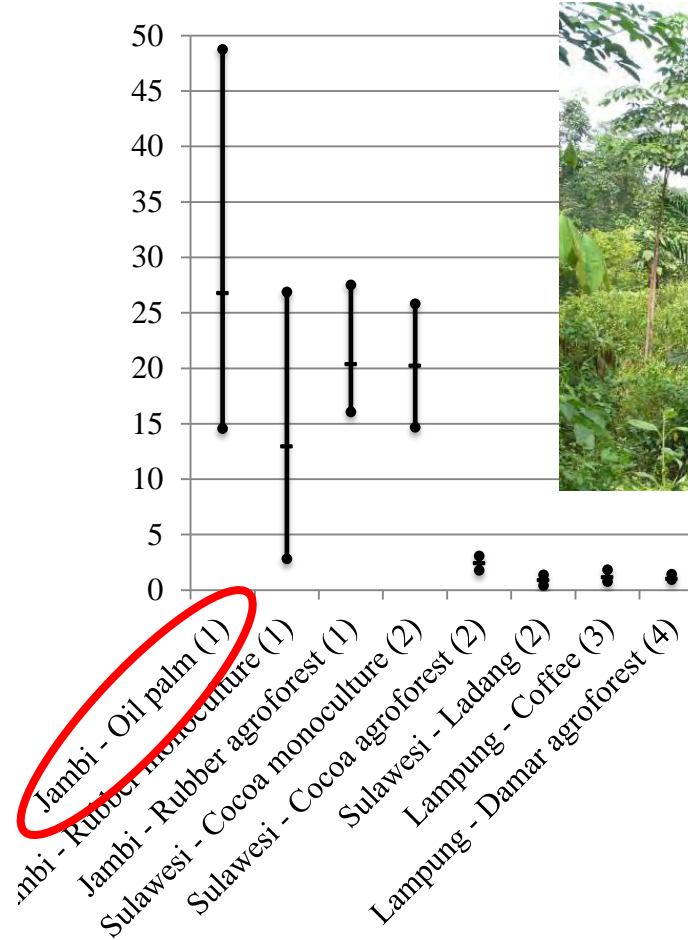
# Comparison of land uses profitability

## For min, max and average prices (2008-2009)

Return to land (€/ha)



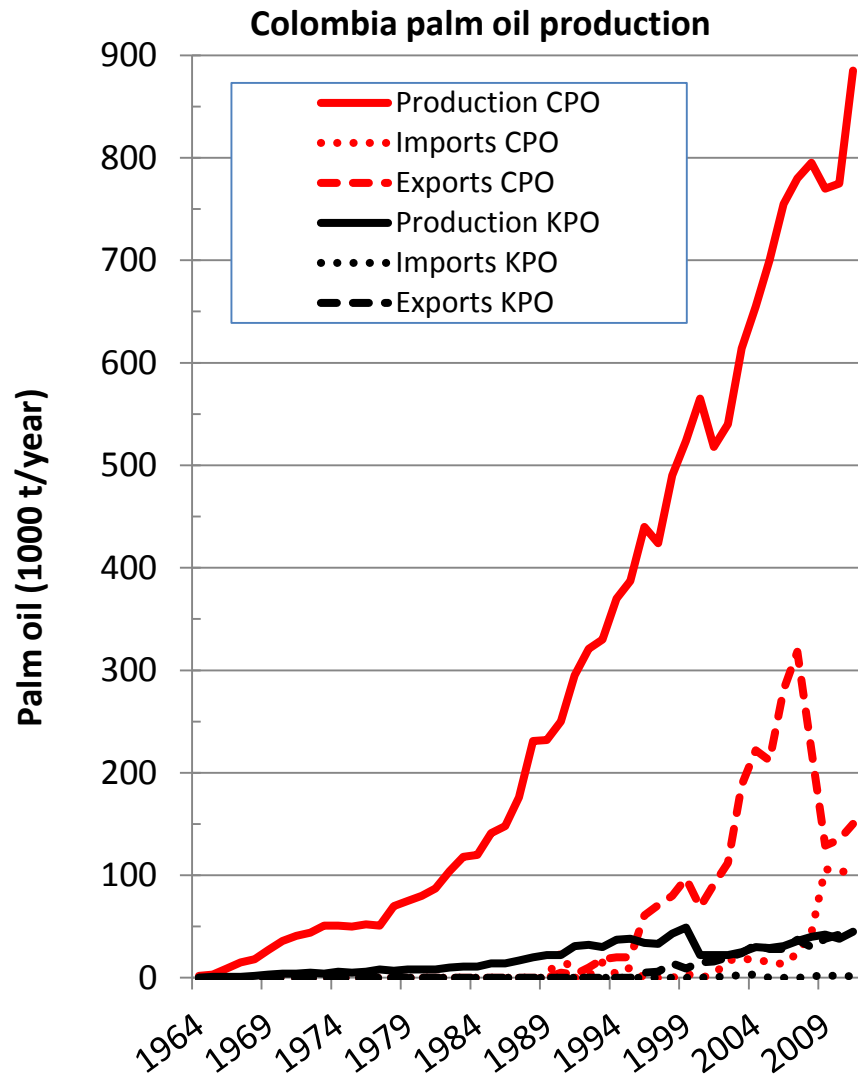
Return to labor (€/manday)



## 02. Industry-smallholders partnerships in South-East Asia

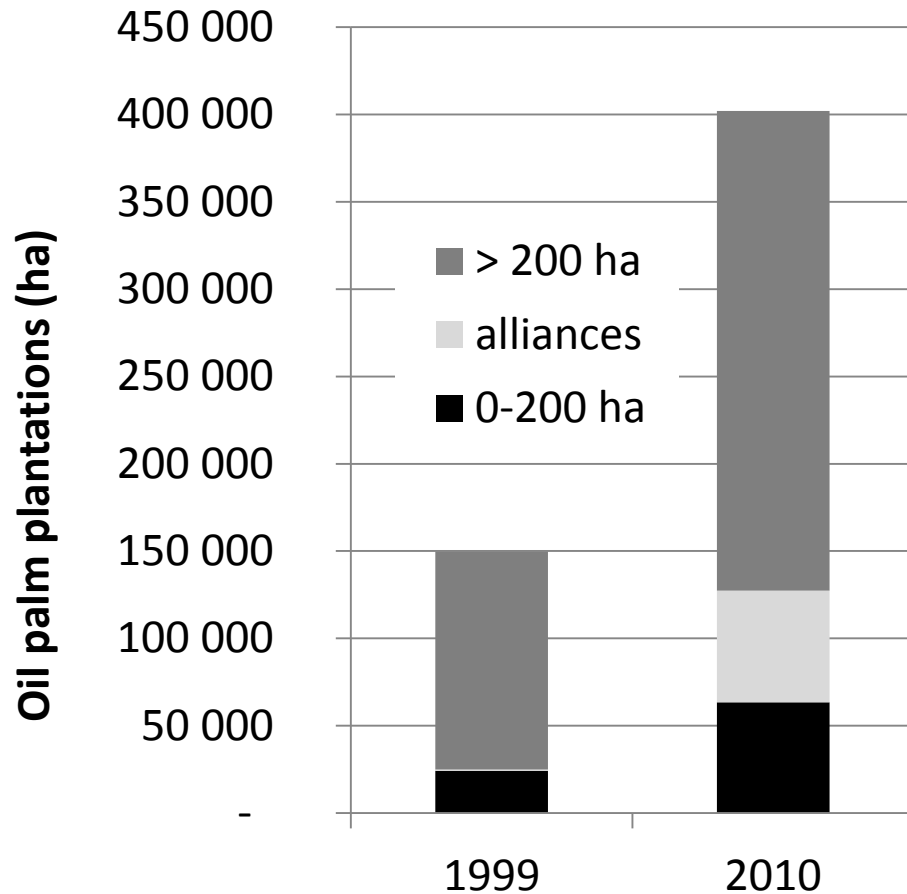


# 03. Alliances in Colombia



CARBURANTS ET BIOÉNERGIES

# 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.

