



FURTHERING PARTNERSHIP BETWEEN COCONUT COOPERATIVE AND PRIVATE SECTOR

Coconut has become one of the most important industrial crops in ASEAN. It is a versatile fruit that can be made into a variety of products that ranges from coconut milk and coconut sugar to high value nutritional supplements and cosmetics among others. With the Philippines, Indonesia is one of the two leading producers of coconuts in the region and many farmers in Indonesia produce value-added coconut-based products as their key source of income.



Due to this reason, it was considered a strategic decision to appoint Indonesia as the host for the Exchange Visit of ASEAN Cooperative Personnel and Leaders—a regional knowledge exchange programme co-organised by the Ministry of Cooperative and SMEs of Indonesia and the ASEAN Foundation as part of the ASEAN Farmers' Organisation Support Programme (AFOSP) on 24 – 25 October 2018 in Yogyakarta. Under the theme “Strengthening the Role of Agricultural Cooperatives in the Coconut Value Chain Management and Job Creation in Rural Areas,” the event successfully brought together key stakeholders from government, private and public sectors to empower each other through expertise sharing and to build stronger partnerships.

The exchange visit immediately delivered its promised impact as following the event two of the participants, AFOSP beneficiary Cooperative Mitra Agribisnis Mandiri and PT. Krambil ljo Jogja, struck a deal to start a new business collaboration. Their partnership gave birth to new products and a new company that was established in Poliwangi Mandar. The core business of these companies is to produce semi-finished products such as VCO, soap and other products.



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Their partnership didn't stop there. The two entities also engaged the local government of Polewali mandar through a collaborative memorandum of understanding (MOU). This step ensures that their partnership is getting the necessary support from the local government to achieve their long-term goal, which is to have a technology-driven export business. Series of meetings with the coconut cooperative member were held to follow up the cooperation with PT. Krambil ljo Jogja. Both entities also came up with initiative to organise business canvas model training for other coconut cooperatives.

More recently, coconut-related cooperatives held a workshop by partnering with PT. Krambil ljo Jogja and the Ministry of Cooperative and SMEs of Indonesia. Through this workshop, 40 farmers were engaged and equipped with new skills that will help them to produce semi-finished oil.