



Revitalizing Indonesia's Coconut Sector:

Unlocking Investment, Enabling Growth



A national workshop catalyses alignment across government, industry, finance, and smallholders to transform a sector in decline.

Jakarta | 30 April 2025

Indonesia's coconut industry, once a global leader, is at a crossroads. On 30 April 2025, more than 80 key stakeholders convened in Jakarta for the first Revitalization Workshop for Indonesia's Coconut Sector, hosted by the Coconut Knowledge Center (CKC), in collaboration with the Indonesian Association of Coconut Industry Processors (HIPKI) and Plataforma ® Asia.

The event brought together senior leaders from national ministries, state-owned enterprises, coconut processors, research institutes, development financiers, and coconut farmer organisations, all united by one mission: **to halt sectoral decline and build a sustainable coconut economy.**

The forum was
officially opened by
**Dr. Leonardo
Teguh
Sambodo,**



the Deputy Minister, Ministry of National Development Planning, (for Food Affairs, Natural Resources and Environment), who introduced the Coconut Downstreaming Roadmap 2025–2045, a National Strategic Project aimed at repositioning Indonesia as a global coconut leader.

Insights & Momentum: What the Workshop Delivered



Dr. Yohannes Samosir (CKC)

Crisis is also opportunity

Shift from a disjointed, low-margin system to integrated, investable partnerships that empower smallholders and modernise production. Change the shape of coconut production at a national level from 99:1 into 70:30 (smallholders : corporates) as Nucleus Estate Smallholder (NES) schemes.

Prof. Dr. Hengky Novarianto (ex-BRIN)

Without robust seedling infrastructure, revitalisation will take over 20 years

We need public-private investment in seed gardens and accelerated distribution regulatory reform. Build large-scale seed gardens, regional hubs, and public-private partnerships to accelerate the pace of coconut replanting.



Dr. Donald Siahaan (PPKS)

Coconut must learn from palm oil:

invest in R&D, sustainability mechanisms, and funding agencies like BDPKS to enable long-term, scalable change. Consider widespread adoption of the nucleus-plasma model.



Mr. Haigan Murray (CKC)

Introduced a bioenergy pathway:

transform the senile coconut estate into biomass for large scale renewable energy and bio-methanol, unlock transition finance as replanting capital and contribute to national energy targets.



Mr. Pradepto Biswas
(Plataforma® Asia)

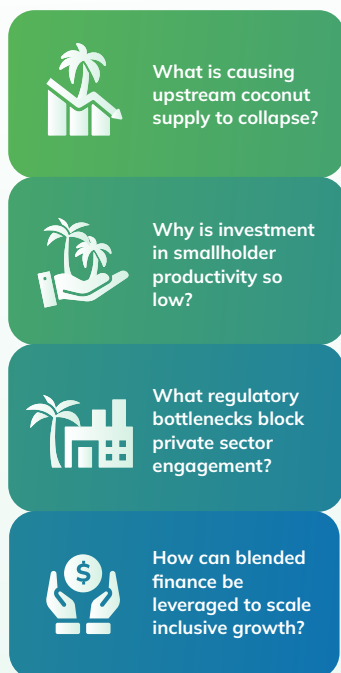
Shared his coconut processing and inclusive agri-business experience from India

and formally committed to establishing a 100 tonnes per day integrated coconut processing facility and NES estate in Indonesia, a direct actionable outcome of the workshop.

Discussion & Outcome: From Dialogue to Action

Panel Dialogue: Unpacking the Challenges

Topics Explored:



Key Outcomes



Root Cause:

Chronic underinvestment in the plantation estate, outdated value chains, compounded by low smallholder engagement.

Gap in Financing:

Capital flows to factories, not to farms, threatening long-term sustainability.

Policy Opportunity:

- Reshape upstream from current 99:1 to 70:30 (smallholders : corporate) with involvement of both state owned and private corporates.
- Provide attractive incentives to promote an integrated upstream and downstream with NES/PIR model.
- Support smallholders with finance to revitalize productivity to stabilise and balance domestic and export pricing.

Investment Momentum:

Signed Letter of Commitment from Plataforma® Asia for a major investment integrating upstream and downstream.



“Without a viable upstream strategy, no amount of factory investment can save the coconut industry.”

80+
Participants

12
Government Institutions

20+
Private Sector
& Finance Groups

6
Coconut Production
Zones Represented

Government Institution

- Directorate Palm Oil and Other Palma, Ministry of Agriculture
- Ministry of Investment and Downstream (BKPM)
- Ministry of Industry (Kementerian Perindustrian)
- Ministry of National Development Planning (BAPPENAS)
- Palm Oil Plantation Fund Management Agency (BPDP / BPDPKS)
- Indonesian Palm Crops Assembly and Testing Institute, BRMP Agriculture
- Indonesia Palm Research Center (PPKS / RPN Bogor)

Private Sector & Finance Groups

- ADM Capital
- PT Bumi Sarimas Indonesia
- PT Perkebunan Nusantara III (State-Owned Plantation Holding Company / PTPN III)
- PT Perkebunan Nusantara I (State-Owned Plantation Holding Company / PTPN I)
- PT Natural Indo Coconut Organic (Indofood Group)
- Kokonut Pacific Pty Limited - Australia
- PT Karmic Virya Abadi
- FCAsia Ltd
- Plataforma Asia / Indian Ocean Group Pty Ltd
- PT Pacific Eastern Coconut Utama (Lippo Group)
- PT Mahligai Indococo Fiber
- PT Dewacoco
- Musafibe - UK/Bali
- PT Sari Segar Husada (Sungai Budi Group)
- PT MOL Indonesia
- PT Ruby Privatindo
- Sambu Group
- The Association of Indonesian Coconut Farmers (Asosiasi Petani Kelapa Indonesia / APKI)
- Indonesian Coconut Farmers Association (PERPEKINDO)
- Koalisi Ekonomi Membumi (Earth-based Economic Coalition)
- Indonesian Association for Coconut Product Manufacturers
- HIPKI
- Media Berkebun
- Indonesia Friends of Coconut
- Coconut Knowledge Center
- Coconut Knowledge Center (Thailand)
- KSP Kopdit Pintu Air
- Coconut Breeder & Former Senior Scientist at Palma Research Institute and BRIN
- Hanura

What's Next

The workshop marked a sector-wide milestone, the beginning of Indonesia's coordinated journey toward a resilient, competitive, and inclusive coconut economy.

The momentum created now needs to translate into:



Pilot projects

for Nucleus Estate Smallholder integration.



Public – private partnerships

for seedling infrastructure.



Blended finance facilities

for upstream productivity investments.



Policy acceleration

to implement the National Strategic Project, Coconut Downstreaming Roadmap 2025–2045.



Join Us:

The Coconut Knowledge Center and its partners now invite government, private sector, investors, development finance, NGOs, and community organisations to co-develop the next phase of investment and innovation in Indonesia's coconut sector. x

Whether you're a policymaker, impact investor, agri-business leader, donor, or innovator, we invite you to collaborate.

Contact



contact@coconutknowledgecenter.com



www.coconutknowledgecenter.com

About the Organisers:

HIPKI

Strengthening Indonesia's position in global coconut processing through industry wide coordination.

Coconut Knowledge Center (CKC)

Advancing upstream coconut productivity and sustainability through innovation.

Plataforma® Asia

Investing in regenerative systems in food, energy, and water, with a focus on rural livelihoods.