

Coconut, one of the important perennial trees is widely known as “tree of life” because of its multipurpose use. Almost all parts of the tree are useful as food, edible oil, compost, thatch, fuel, fibre, other industry raw material etc. India stands third in world coconut production after Indonesia and Philippines. The three countries together constitute more than 70 per cent of area and production of coconut at the global level.

In India, coconut production is largely confined to southern states like Kerala, Karnataka, Tamil Nadu and Andhra Pradesh. Area under coconut cultivation has expanded by around six per cent between 2014-15 to 2017-18. Due to area expansion and increased productivity, coconut production has also increased from 20440 million nuts to 23798 million nuts during this period. During Triennium Ending (TE) 2017-18, Kerala constituted around 37.47 per cent of coconut area under cultivation, followed by Karnataka (24.87 %) (Table 1). Tamil Nadu and Andhra Pradesh also stand in third and fourth position with their respective share of 21.74 per cent and 5.08 per cent. With the highest area under cultivation, Kerala stand first in production of coconut with a share of 33.39 per cent. While Karnataka and Tamil Nadu constitutes 26.02 and 26.85 per cent of total coconut production in the same period. Andhra Pradesh and West Bengal

constituted 6.01 per cent and 1.61 per cent of the total coconut production respectively.

States	Area	Production
Kerala	37.47	33.39
Karnataka	24.87	26.02
Tamil Nadu	21.74	26.85
Andhra Pradesh	5.08	6.01
West Bengal	1.43	1.61
Others	2.60	1.13

Source: Horticultural Statistics at a glance, 2018

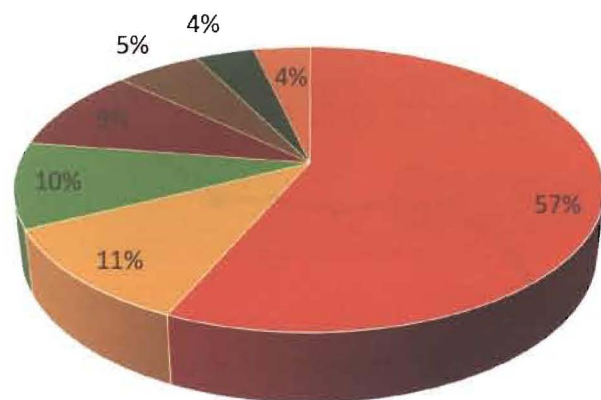
With expansion of area and production, India had made substantial improvement in the export sector also. Between 2001 to 2018, export earnings from coconut products have risen by more than 20 per cent in real value term. India’s export basket of coconut products is dominated by activated carbon with 57 per cent share in export earnings during TE 2017-18 (Figure 1). Dried coconut constitutes 11 per cent followed by fresh coconut (10 %), refined coconut oil (9 %), desiccated coconut (5 %), copra(4%) and shell charcoal(4%). While looking at the trend in export in terms of value, activated carbon has exhibited higher growth compared to all other coconut products

Status of coconut products export from India

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- Activated carbon
- Dessicated coconut
- Coconut dried
- Copra
- Coconut fresh
- Shell charcoal
- Coconut oil refined



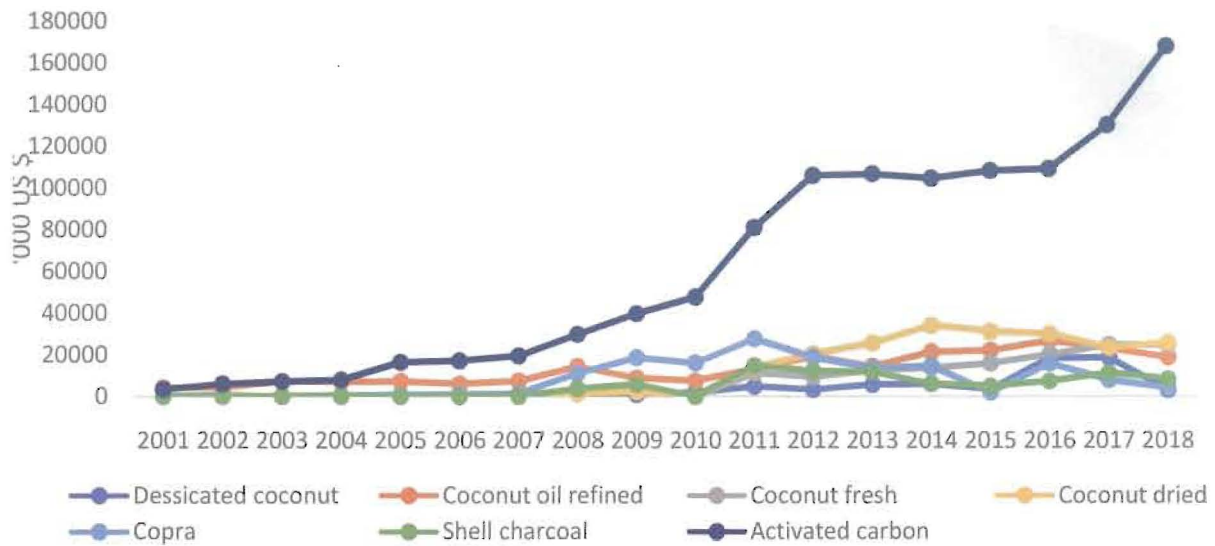
(Figure 2). Activated carbon made from coconut shell charcoal is commercially used in gold extraction from ore, water purification and treatment of industrial waste water, gas purification and air filters. India is the major player in the shell charcoal based activated carbon export in the global market with export destinations spreading to more than 100 countries. USA is the major destination for India's activated carbon.

During the triennium ending 2018, India exported around 25.67 per cent of activated carbon to USA followed by UK, Korea, Sri Lanka and China (Table 2). Sri Lanka which imports both shell charcoal and activated carbon from India is also big player in the international market. Afghanistan and Bangladesh are the major buyers of dried coconut from with a share of 18.59 and 7.92 per cent respectively. Whereas, fresh coconut was mainly exports to gulf countries like UAE (51.45 %), Oman (7.49%), Qatar

(5.16%) and Bahrain (4.12%). Around 4 per cent of fresh coconut was exported to UK also. The coconut oil extracted from coconut is used by toiletry, food and pharmaceutical industry have higher demand in foreign markets. The dried copra and kernel contain around 60-65 per cent of oil. Most of India's coconut oil is exported to gulf countries which constitutes 30-35 per cent of India's total export of coconut oil. Top export destinations of Indian refined coconut oil in triennium ending 2018 are UAE (24.03 %) followed by Saudi Arabia (7.12%), Vietnam (5.18%), Qatar (4.22 %) and USA (4.10 %). Even though most of the oil exported to gulf countries, India faces an average tariff of 5 per cent from UAE, Saudi Arabia and Qatar. Besides this, India also faces non- tariff requirement from these countries which is 28 for Saudi Arabia, 21 for UAE and 9 for Qatar in terms of number. This includes requirements which are product specific as well as general agricultural products. The virgin coconut oil which is extracted from coconut milk is becoming popular in overseas market due to its health care applications and USA is the major market for virgin coconut oil.

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In desiccated coconut also, gulf countries like UAE, Saudi Arabia, Qatar, and Kuwait dominate in import from India which together constitute around 42 per cent of India's export. Nepal constitutes 2.81 per cent of the India's desiccated coconut export. Development of the baking industry has an influence in the desiccated coconut market at the global level. Still India has to compete with major desiccated coconut exporting countries like Indonesia, Philippines and Sri Lanka to capture other markets like European Union. Copra finds its major markets in Asian countries like Bangladesh with 57.55 per cent of the export followed by Nepal (20.50 %), Iran (9.61 %), Hong Kong (3.96 %) and Vietnam (3.47 %). Shell charcoal which is a raw material for activated carbon is mainly exported to Sri Lanka (32.78%) followed by Bhutan, Netherlands, Mexico and Korea.



The status of coconut products trade indicates that India still have huge untapped potential for coconut products in the international markets. India has to diversify its markets from Asian countries to other Western countries like European Union. For this, country specific requirements should be studied and followed as they are having higher sanitary and phytosanitary standards for the imported products. ■

Table 2: Top importers of coconut products from India during Triennium Ending 2018

Commodity	Top 5 importers				
Activated Carbon (HS code 38021000)	USA (25.67%)	UK (5.58 %),	Korea (5.01%)	Sri Lanka (4.94%)	China (4.28%)
Dried coconut (HS code 08011920)	Afghanistan (18.59%)	Bangladesh (7.02%)	China (0.34%)	Bahrain (0.21%)	Canada (0.21%)
Fresh coconut	UAE (51.45%)	Oman (7.49%)	Qatar (5.16%)	UK (4.19%)	Bahrain(4.12%)
Coconut oil refined (HS code 151319)	UAE (24.03%)	Saudi Arabia (7.12%)		Qatar (4.22%)	USA (4.10%)
Desiccated coconut (HS code 080111)	UAE (21.40%)	Saudi Arabia (10.97%)	Qatar (5.08%)	Kuwait (4.69%)	Nepal (2.81%)
Copra (HS code 120300)	Bangladesh (57.55%),	Nepal (20.50%)	Iran (9.61%)	Hong Kong (3.96%)	Vietnam (3.47%)
Shell charcoal (HS code 44029010)	Sri Lanka (32.78%)	Bhutan (13.02%)	Netherlands (11.91%)	Mexico (5.16%)	Korea (2.60%)