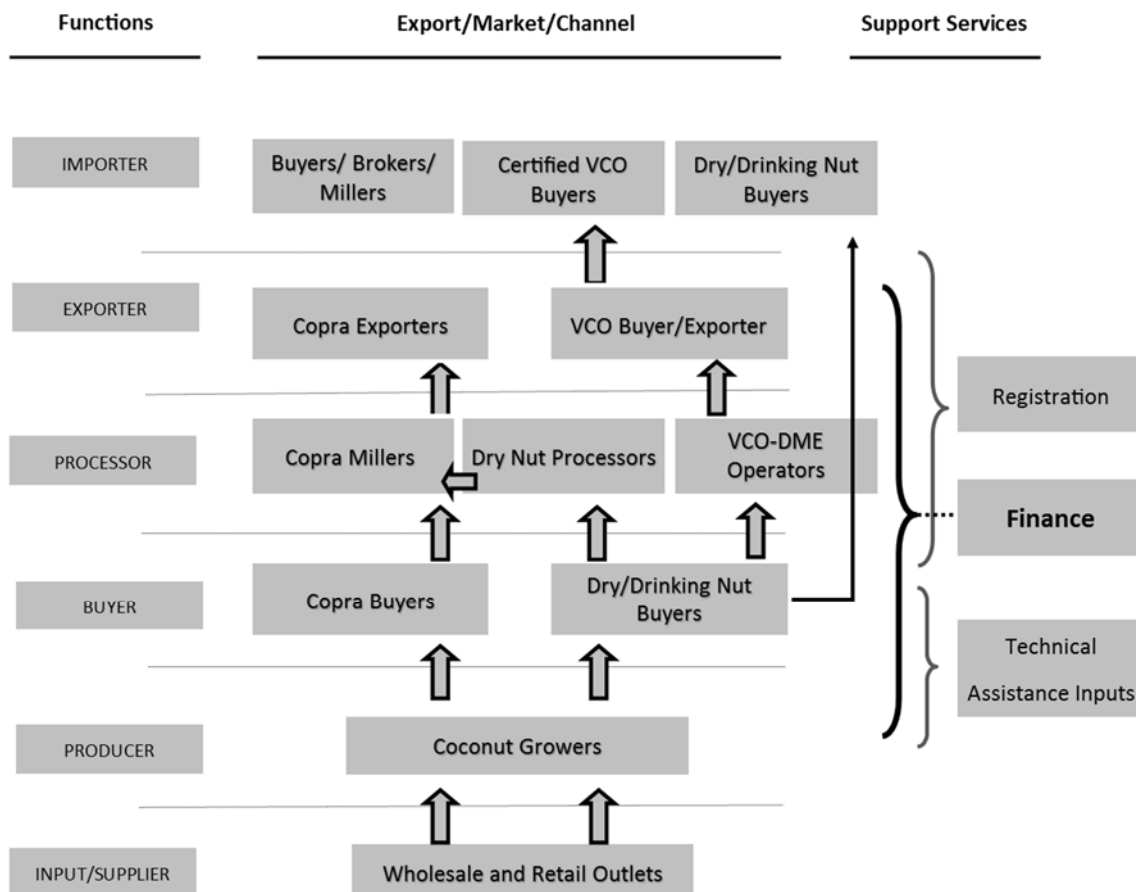


Coconut Industry (Solomon Islands)

Coconut Industry Value Chain



Brief overview:

- How grown: 40,000 SI rural households
- Production Life: Takes 4-6 years from seedling to first commercial crop, average tree life: 30-40 years, but tree life up to 100 years.
- Products: copra, virgin coconut oil, industrial coconut oil, soap, biofuel, medicinal, cosmetics, cooking oil, livestock feed, (cake/meal) dry nuts, drinking nuts
- Coconut products export value: approx SBD 110m in 2014

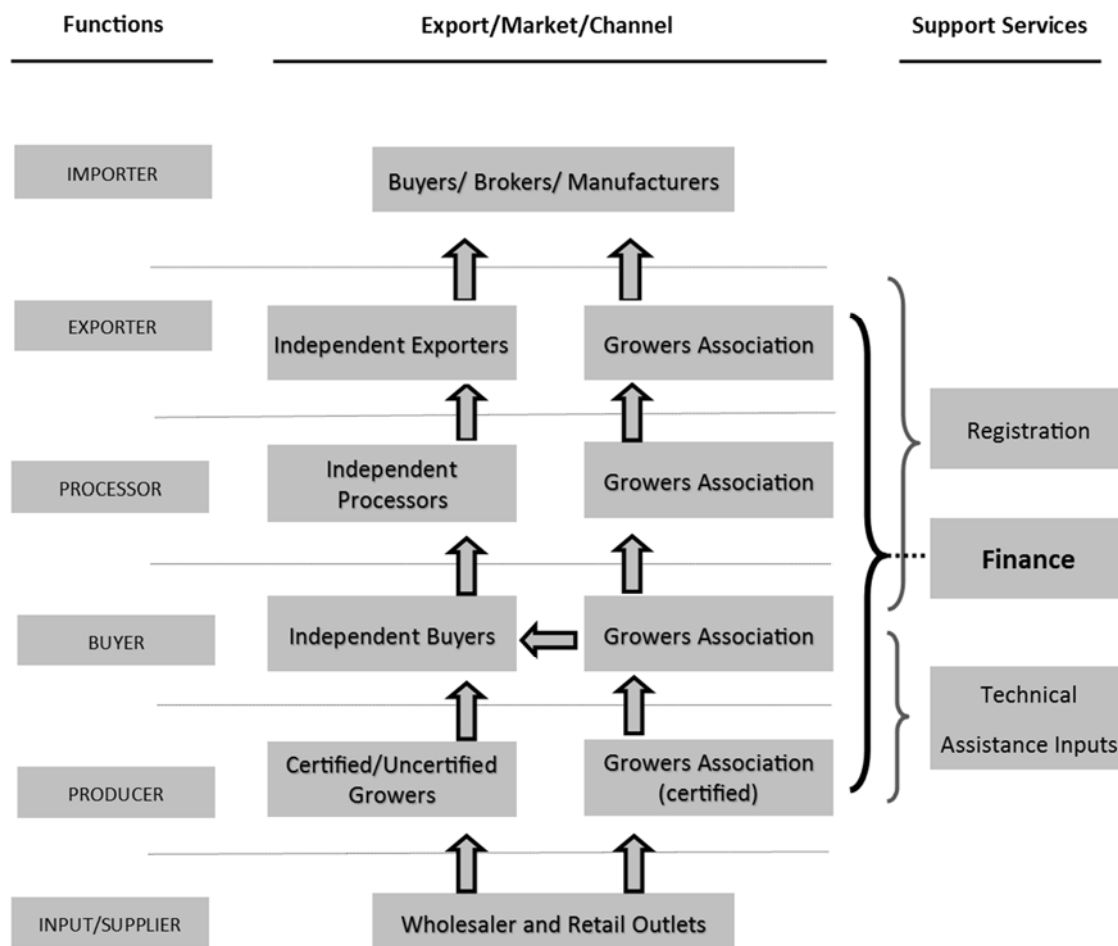
Main players:

Coconut and copra traders (200 SMEs), copra millers (11 SMEs, 4 large), producers of virgin coconut oil (40), virgin coconut oil exporter (1), copra exporters (5), coconut product manufacturers (3), coconut exporters (2)



Vanilla Industry (Tonga)

Vanilla Industry Value Chain



Brief overview:

- How grown: Community and family holdings, Commercial plantations
- Production Life: Takes 3 years from initial planting to first harvest, average plant productive life: 10 to 12 years. Time from flower pollination (Sept 15) to finished product export (Dec 16) 15 to 16 months.
- Products: Bundles of whole cured vanilla pods.
- Export value: Approx TOP 1.5 m whole of Tonga

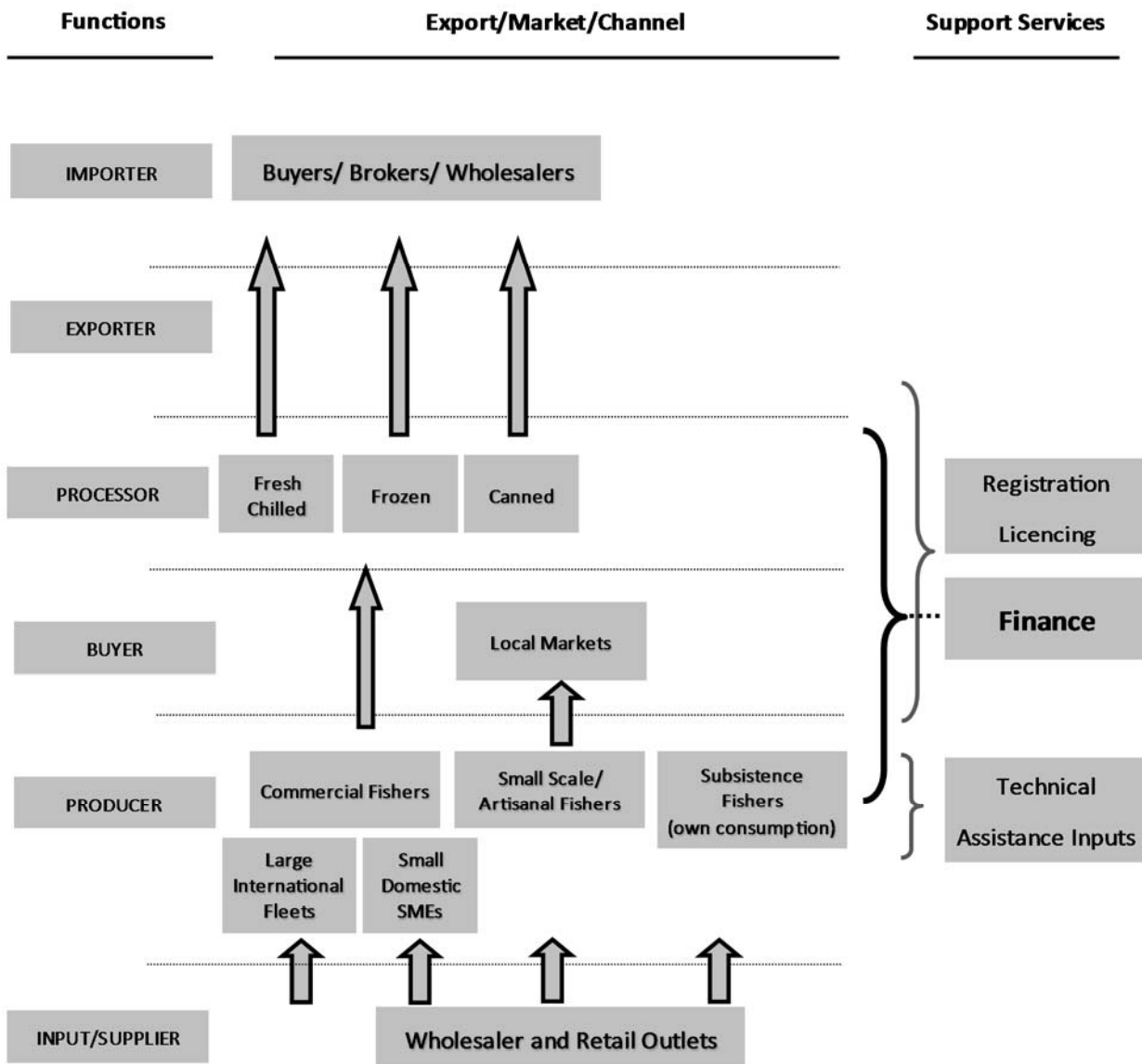
Main players:

- 250 vanilla growers, 150 grower association members, 2 grower association, 8 buyers, 6 registered curing facilities, 100+ unregistered curing facilities, 6 exporters, Ministry of Agriculture.
- Main Importers: Queen Fine Foods, Heilala Vanilla, Cooks Vanilla
- Australian Certified Organics (300 farms) Fair Trade ANZ (300 farms) all in Vava'u



Fishing Industry (Papua New Guinea)

Fishing Industry Value Chain



Brief overview:

- Products: Tuna, prawns, lobster, shells, beche-de-mer, barramundi
- Total value: approx K400 million. Exports approx 20%

Main players:

- 250,000 – 500,000 subsistence fishers. Approx 50 licensed longline fishing companies
- Several canning and freezing processors

