



# Mango Agribusiness Research Program

**Review of the workshop held in Indonesia  
December 2018**

**Richard Beyer**

*19–20 February 2019*

Information  
Markets  
Biosecurity  
Quality

Implementing Agency



Funding Agency



# Overview

- ▶ The vehicle for such was the implementation of two workshops in Indonesia and a second held in Brisbane, Australia.
- ▶ The first workshop in the project was held in Sanur, Indonesia, in November 2018 and was attended by over 45 delegates from Pakistan, China, the Philippines, Vietnam, the host country Indonesia and Australia.

# Country presentations

- 
- ▶ Indonesia
  - ▶ The Philippines
  - ▶ Vietnam
  - ▶ China
  - ▶ Australia



Roger Masters

*Exporting food products: the fight for market share*

- ▶ Level of profitability
- ▶ Share of market
- ▶ Return on investment



## Private sector panel discussions: Market demands

- ▶ Australia: (smart packaging – honey)
- ▶ Pakistan: Conversion of waste produce of dropped unripe mangoes into useable form
- ▶ The Philippines: Increased investment in R&D
- ▶ Indonesia: Government funding of small-scale innovation
- ▶ China: Over 50 products from mango (Pulp CNY37.5M; Dried CNY25M)



# Market demands for existing & emerging novelty products, standards, accreditation & safety


- ▶ Emerging mango processing nations:
  - ▶ policy, agriculture support, variety selection and supply
  - ▶ greater understanding of the supply chain Waste Finance
- ▶ Established mango processors:
  - ▶ processing in depth (waste)
  - ▶ better understanding of supply, season extension



# Country standards

- ▶ Indonesia: GAP (WTO 1995 – HACCP: CODEX, SPS)
- ▶ The Philippines: Market standards HACCP, Codex, ASEAN
- ▶ Vietnam: VietGAP New food safety law Decree: Market
- ▶ China: WTO 2001 – HACCP, CODEX, GAP, Market
- ▶ Australia: *Food Safety Act* 1991, FSANZ, Codex HACCP, Market

# Issues, barriers & opportunities

- 
- ▶ Supply
  - ▶ Market
  - ▶ Value chain linking varieties to preferences
  - ▶ Support policy
  - ▶ Waste
  - ▶ Increasing the return for effort