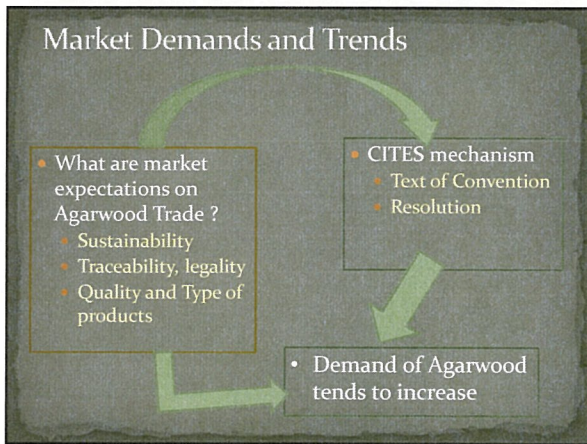
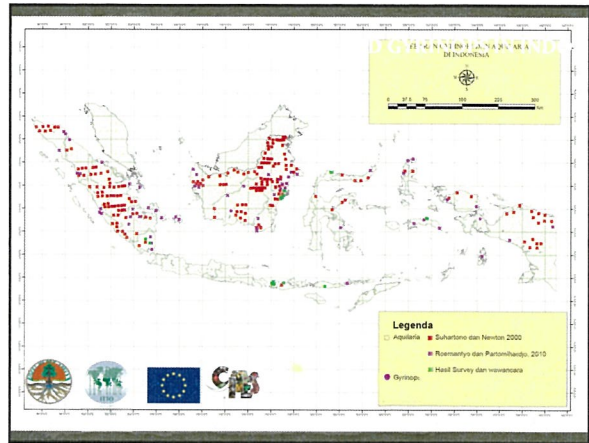


Current agarwood trade trends

Current Demand and Trends on the Agarwood International Trade

Mashur bin Mohammad Alias
Nandang Prihadi
Didik Purwito

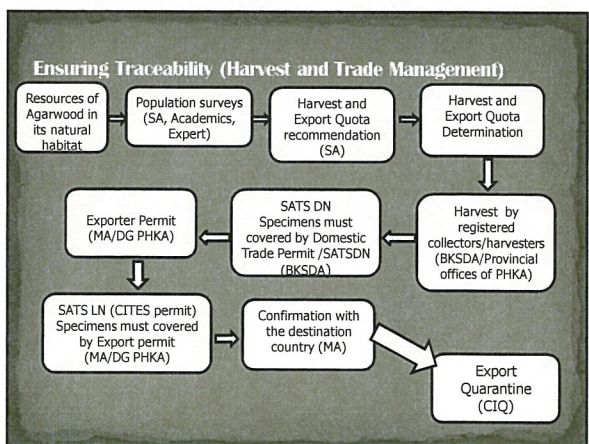


Sustainability

- Continuity of supply of Agarwood from
 - Wild/natural Agarwood
 - Plantations/artificial propagation
- Non detrimental findings and precautionary principal → conformity to Article II and IV
 - Translate into NDF for wild Agarwood → quota system for harvest and export
 - Translate into annual maximum estimation production/harvesting for agarwood plantations/artificial propagation
- Sustainability of traditionally dedicated source for communities welfare → green-forest GOLD

Traceability, Legality

- Conformity with the national law and rules
- CITES permitting system in place → domestic & international
- Registered/certified actors
 - Harvesters/collectors; Traders (local and exporters)
- Registration System for plantation → as mandated on Res. Conf. 16.10
 - Developed by party → applicability, national rules and laws, party's environment
 - Need trust, acceptance, commitment, applicability
 - Avoid ambiguity on meaning and implementation
 - Indonesia through assistance of ITTO-CITES Phase II Programme has an activity to develop the system → draft, field tested, several FGD
- Monitoring, checking and inspection the specimens → for permit issuance purpose → Article II and IV



Quality and Type of Products

- Retailed products is now demanded
 - Package of agarwood chip e.g. 0.5kg 1kg etc
 - Agarwood bracelets, necklace, carvings, etc
- Assurance quality and legality
 - Indonesia CITES MA → registered traders/exporters
 - Product label esp for agarwood oil → not yet developed, Res. Conf 16.10
- Development of glossary
 - Assisting inspection and control by MA, customs
 - Mandate of Res. Conf 16.10

Quality and Type of Products

- Demand on Agarwood tends to increase
 - Demand from importing countries e.g. Singapore, Middle East, and China
 - increase in utility variation → agarwood business is favorably and prospective to be developed
 - Value of Agarwood products
- Agarwood → green forest gold
 - Contributing to high financial value for communities and traders/exporters
- Demand and scale of export of Wild Agarwood is still dominant but plantation products are now also increasing

Quality and Type of Products

- Aromatic material in perfumed industry
- Medicinal raw material
- Cosmetics
- Incense
- Preservative for accessories
- Religious ceremonial activities or ritual

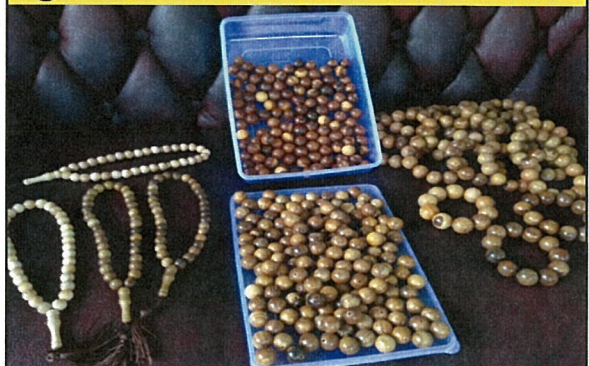
Agar wood tea



AGAR WOOD SOAP



Agar wood Beads and Laces



Agar wood Decoration

- Some Agar wood collectors may look for agar wood natural shapes or by curving agar wood stems and roots and also making statues .
- The big and heavy weight ones can reach very high price.
- The Agar wood which sinks in the water can reach unbelievable price.
- Such items have good demand mainly among the Chinese and Arabs and other asian

AGAR WOOD DECORATION



AGARWOOD DECORATION



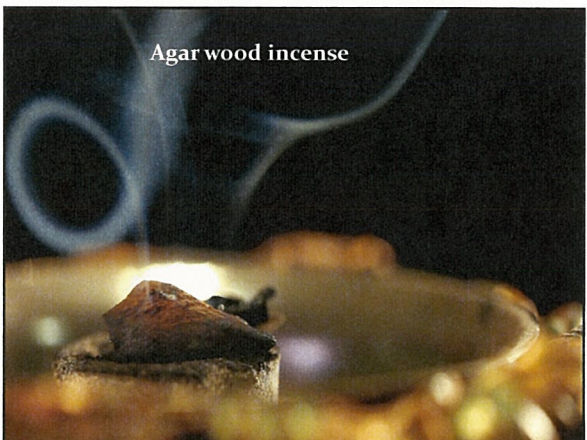
Agar Wood Decoration



AGAR WOOD INCENSE (CONE , POWDER)



Agar wood incense



BLENDED AGAR WOOD OIL (Oriental Perfumes)

