



BUSINESS OPPORTUNITIES IN AGRICULTURE AND AGRIFOOD SECTORS



DEPARTMENT OF AGRICULTURE AND AGRIFOOD
MINISTRY OF PRIMARY RESOURCES AND TOURISM
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INTRODUCTION

- Agriculture and Agrifood industries are the major primary resources and processing sectors which can contribute to the growth of the Gross Domestic Product (GDP), exports and Economic Diversification.
- Through our strategic plan, the agricultural industry output is expected to increase exponentially. The main contributors are produced by livestock and crop sectors. Agrifood processing sector will also increase through the expansion of the livestock and crop sector.
- To further develop the agricultural sector, particularly livestock and crops industry, the Department of Agriculture and Agrifood has taken a lot of efforts by encouraging the participation of local and foreign direct investment (FDI) and increasing the domestic and export market access.

VISION & MISSION

DEPARTMENT OF AGRICULTURE AND AGRIFOOD

VISION

Towards Increasing Production on Agriculture and Agrifood Based Industries through Increasing Productivity And High Technology Oriented For Domestic and Export Market

MISSION

To Stimulate The Growth of Agriculture and Agrifood-Based Industry through High-Technology and Export, Encouraging Progressive Involvement of Local and Foreign Direct Investment, while focusing on High-Yield Production including the Primary and Processing Industries

STRATEGIC THRUST

Growth

“...Beberapa tahun kebelakangan ini, kadar pertumbuhan Keluaran Dalam Negara Kasar (KDNK) adalah agak perlahan, yang memerlukan kita menggandakan usaha untuk meningkatkan keluaran dalam negara, terutama yang di luar sektor minyak dan gas.”

(Petikan Titah KDYMM Sempena Menyambut Awal Tahun Baru Masihi 2016)

Export

“...Kita mustahak ingat, bahawa pasaran dalam negara kecil, bukanlah alasan untuk menghalangi pertumbuhan keluaran, malah setiap syarikat, sama ada ia milik persendirian atau milik kerajaan, adalah mampu untuk mensasarkan penjualan produk dan perkhidmatan mereka keluar negara sebagai eksport.”

(Petikan Titah KDYMM Sempena Menyambut Awal Tahun Baru Masihi 2016)



Productivity

“...Peningkatan pertumbuhan ekonomi boleh dicapai dengan memberi keutamaan kepada peningkatan produktiviti, melalui penyelidikan dan penggunaan teknologi terkini.”

(Petikan Titah KDYMM Sempena Menyambut Awal Tahun Baru Masihi 2016)



Sustainable

The implementation of strategies and programs to increase the output of these sectors must be sustainable. In order to reduce dependency on government funding, 'public-private-partnership', participation of local and foreign investors and other appropriate approaches will be explored.

STRATEGIC OBJECTIVES



To enhance the growth of agriculture and agrifood output continuously every year so as to contribute to the GDP growth, export growth and could lead to economic diversification;



To increase productivity of agriculture and agrifood sectors continuously through the use of technology, modern techniques and encouraging the active participation of local and foreign direct investors (FDI);

STRATEGIC OBJECTIVE (CONTINUED)



To reduce the dependence on imports of agricultural based products, allow the imports of raw materials for the purpose of generating the agrifood processing industry growth;



To reduce dependency on government expenditure in the implementation of strategies and programs while increasing output growth in agriculture and agri-food industry by other methodologies such as Public Private Partnership (PPP), joint ventures and others;

STRATEGIC OBJECTIVE (CONTINUED)



To create the investment opportunities and local businesses in the agriculture and agri-food sectors which will ultimately contribute to the creation of local employment;



To implement preventive measures and control in order to protect the agriculture and agrifood industries from plant diseases, pests and animal diseases for the sustainability of industries concerned;

STRATEGIC OBJECTIVE (CONTINUED)

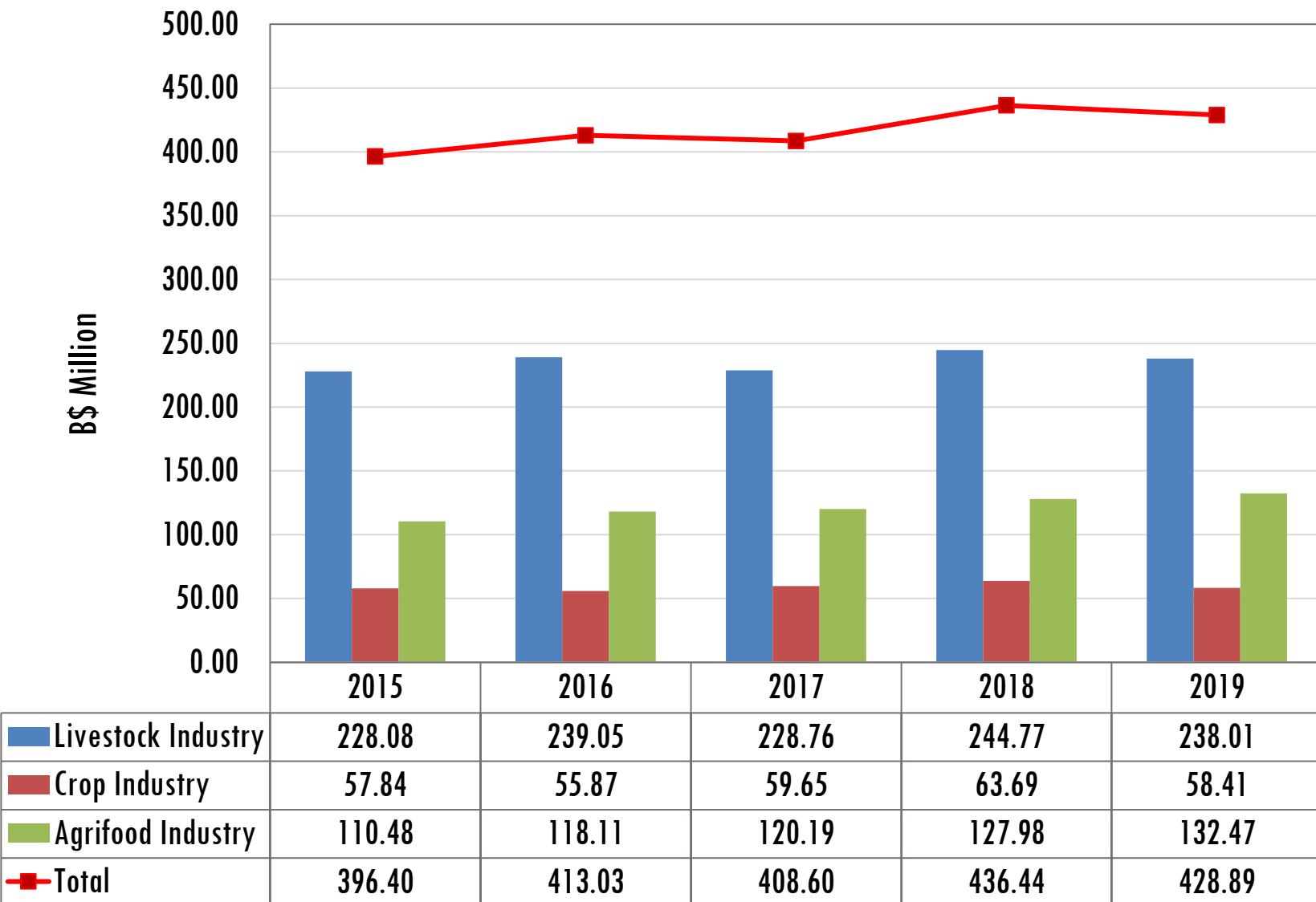


To ensure quality assurance and safety of the food industry based on agriculture for the welfare of the people



CURRENT STATUS

AGRICULTURE AND AGRIFOOD INDUSTRY GROSS OUTPUT TREND AT CURRENT PRICE 2015 - 2019



LIVESTOCK INDUSTRY DEVELOPMENT 2019

COMMODITY	LOCAL		IMPORT		TOTAL	SELF SUFFICIENCY
	Quantity (Unit)	Retail Value (\$ Million)	Quantity (Unit)	CIF Value (\$ Million)	Quantity (Unit)	%
Broilers (mt)	24,584.15	109.37	1,381.87	4.13	25,966.02	94.68%
Eggs (Million eggs)	159.63	25.32	0.00	0.00	159.63	100.00%
Beef – Buffalo & Cattle (mt)	1,464.99	29.14	3,189.46	15.49	4,654.45	31.48%
Goat & Sheep (mt)	87.71	1.316	789.90	6.41	877.61	9.99%
Day old chicks (Million heads)	14.97	17.96	2.02	1.62	16.98	88.12%
Fertilized eggs (Million eggs)	10.77	8.61	6.61	4.16	17.37	61.98%
Miscellaneous Livestock (mt)	494.10	2.53	n/a	n/a	n/a	n/a
Livestock Feed (mt)	56,379	43.76	74,091	35.89	130,471	43.21%
TOTAL		238.01		67.70		

Note: CIF – Cost, Insurance, Freight

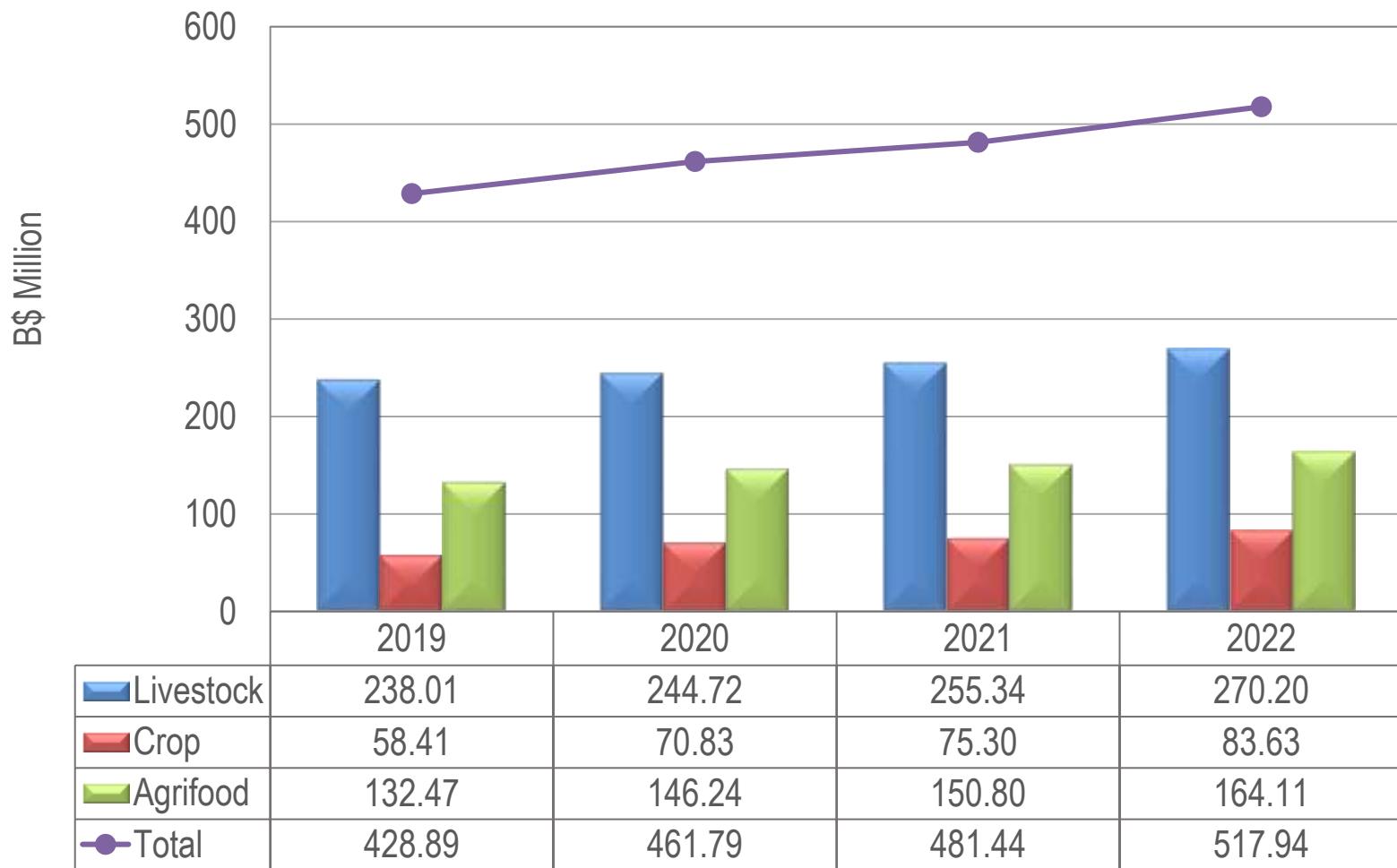
CROP INDUSTRY DEVELOPMENT 2019

COMMODITY	LOCAL		IMPORT		QUANTITY (UNIT)	SELF SUFFICIENCY
	Quantity (Unit)	Retail Value (\$ Million)	Quantity (Unit)	CIF Value (\$ Million)		
Vegetables (mt)	9,529.57	26.34	12,008.29	18.21	21,537.86	44.25%
Fruits (mt)	9,816.59	20.29	15,265.41	28.11	25,082.00	39.14%
Paddy (mt)	2,307.62	3.69	0.00	0.00	n/a	n/a
Miscellaneous Crop (mt)	1,644.76	3.67	15,683.75	15.12	17,328.51	9.49%
Ornamental Plants (plants)	811,524	4.37	188,077	0.36	999,601	81.18%
Cut Flowers (Cuts)	52,720	0.04	1,404,022	1.28	1,456,742	3.62%
TOTAL		58.41		63.07		

Note: CIF – Cost, Insurance, Freight

TARGETS AND TRAJECTORIES

2019 - 2022



FOCUS INDUSTRIES



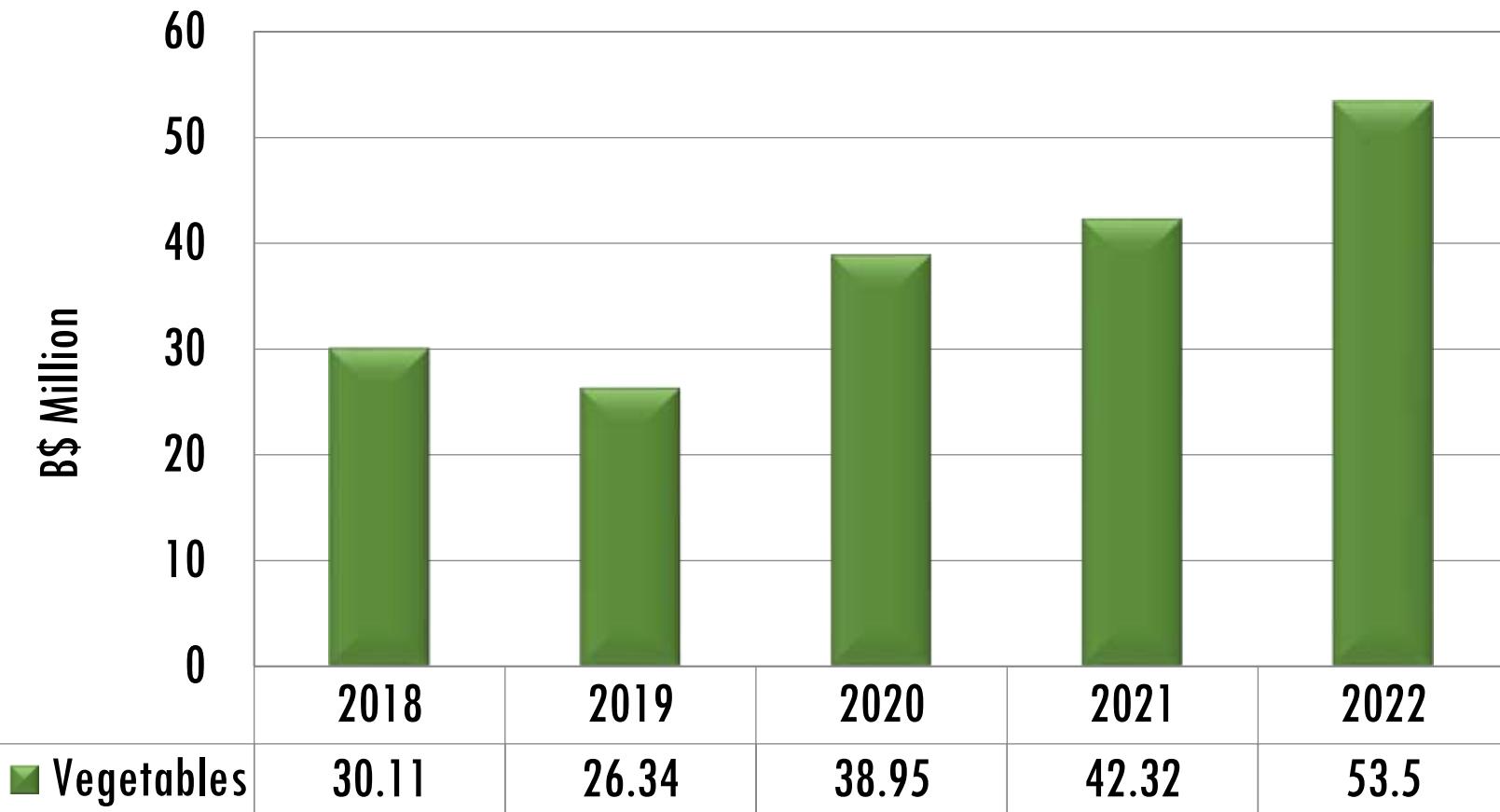
STATUS OF VEGETABLES INDUSTRY 2019

Total Consumption	21,537.9 mt
Tropical	12,441.2 mt
Temperate	9,096.6 mt
Est. Retail Value (B\$)	\$62.69 million
Per Capita Consumption	46.9 kg/yr
 Local Production	 9,529.6 mt
 Retail Value (B\$)	 26.34 million
Percentage Production	44.2 %
Tropical Vegetable	76.6 %
 Area Developed	 779.3 ha
 No of Entrepreneurs	 604 entrepreneurs

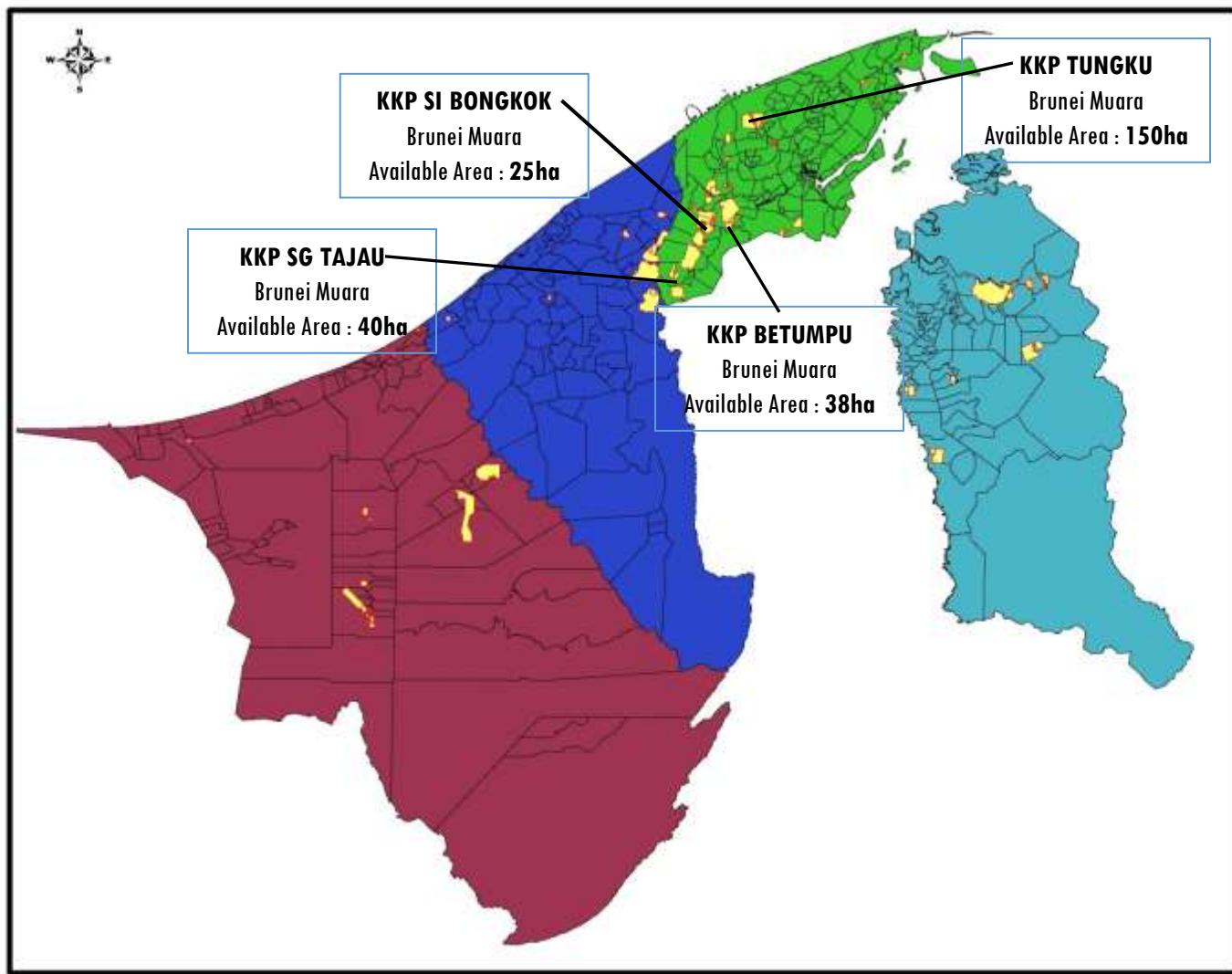
Import	12,008.3 mt
CIF Value (B\$)	\$18.21 million
Est. Retail Value (B\$)	\$36.35 million
Percentage Import	55.8 %
 Average Retail Price (B\$)	 \$1.26 - \$15.10 /kg
 Average CIF Price (B\$)	
Tropical	\$0.33 - \$10.60 /kg
Temperate	\$0.65 - \$21.52 /kg

VEGETABLE INDUSTRY TARGETS

2018 - 2022



VEGETABLES INDUSTRY AREAS



FOCUS & TARGET TECHNOLOGY VEGETABLE INDUSTRY



Hydroponics



LED Lighting



Vertical Farming



Fertigation



Greenhouses



Hanging
Fertigation

Photos sources:

<http://www.powerhousehydroponics.com/4-commercial-vertical-farms-worth-attention/>

<http://www.eco-business.com/news/panasonic-ventures-into-farming-in-singapore/>

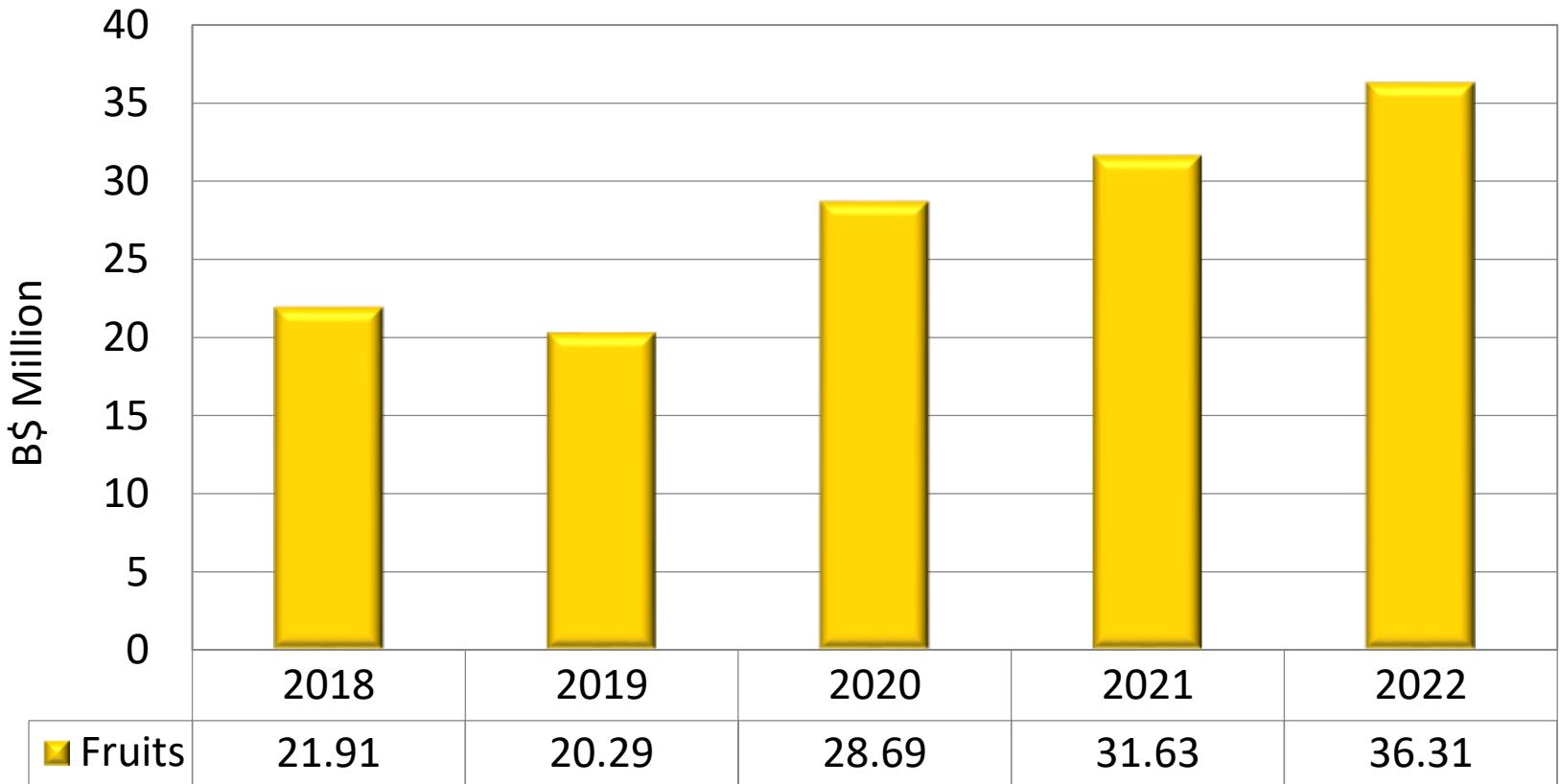


STATUS OF FRUIT INDUSTRY 2019

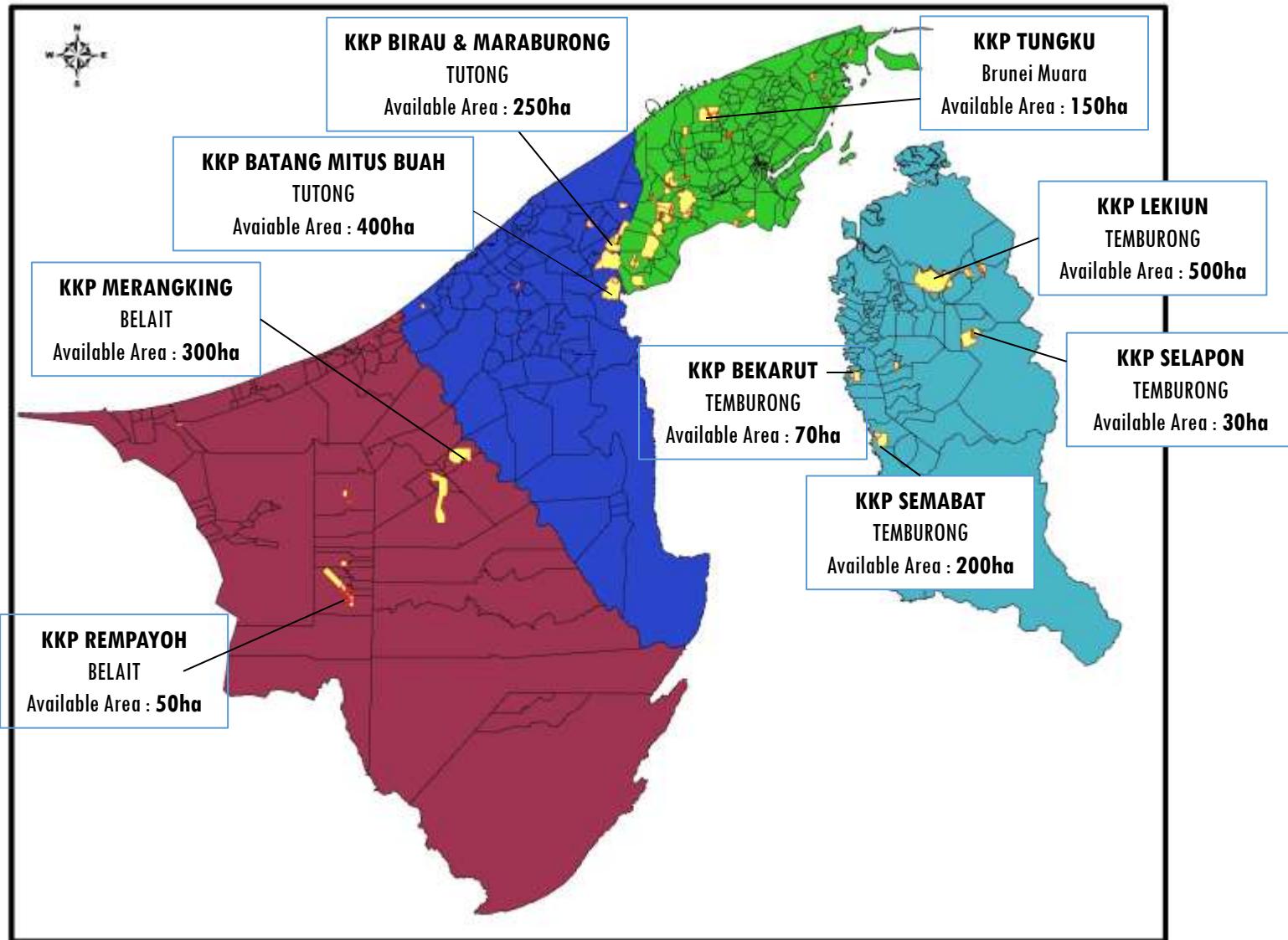
Total Consumption	25,082.0 mt	Import	15,265.4 mt
Tropical	19,676.6 mt	CIF Value (B\$)	28.11 million
Temperate	5,405.4 mt	Est. Retail Value (B\$)	45.76 million
Est. Retail Value (B\$)	\$66.05 million	Percentage Import	60.9 %
Per Capita Consumption	54.6 kg/yr	Average Retail Price (B\$)	0.51 - 8.04 /kg
 Local Production	9,816.6 mt	 Average CIF Price (B\$)	
Retail Value (B\$)	20.29 million	Tropical	\$0.44 - \$14.64 /kg
Percentage Production	39.1%	Temperate	\$1.95 - \$76.57 /kg
Percentage Tropical Fruits	49.9 %	 Brunei Population	459,500 Persons
Area Developed	3,044 ha		
No of Entrepreneurs	2,376 entrepreneurs		

FRUIT INDUSTRY TARGETS

2018 - 2022



FRUITS INDUSTRY AREAS



FOCUS & TARGET TECHNOLOGY FRUITS INDUSTRY



Drip Irrigation



Fertigation



Greenhouses

Photos sources:

<http://www.powerhousehydroponics.com/4-commercial-vertical-farms-worth-attention/>

<http://www.eco-business.com/news/panasonic-ventures-into-farming-in-singapore/>



STATUS OF FLORICULTURE INDUSTRY 2019

Ornamental Plants

Total Consumption	999,601 plants
Est. Retail Value (B\$)	4.94 million

Local Production	811,524 plants
Retail Value (B\$)	4.37 million
Percentage Production	81.2 %

Total Import	188,077 plants
CIF Value (B\$)	0.36 million
Est. Retail Value (B\$)	0.57 million
Percentage Import	18.8 %

Average Retail Price (B\$)	0.10 - 786.67 /plant
Average CIF Price (B\$)	1.39 - 19.69 /plant

Cut Flowers

Total Consumption	1,456,742 cuts
Est. Retail Value (B\$)	2.08 million

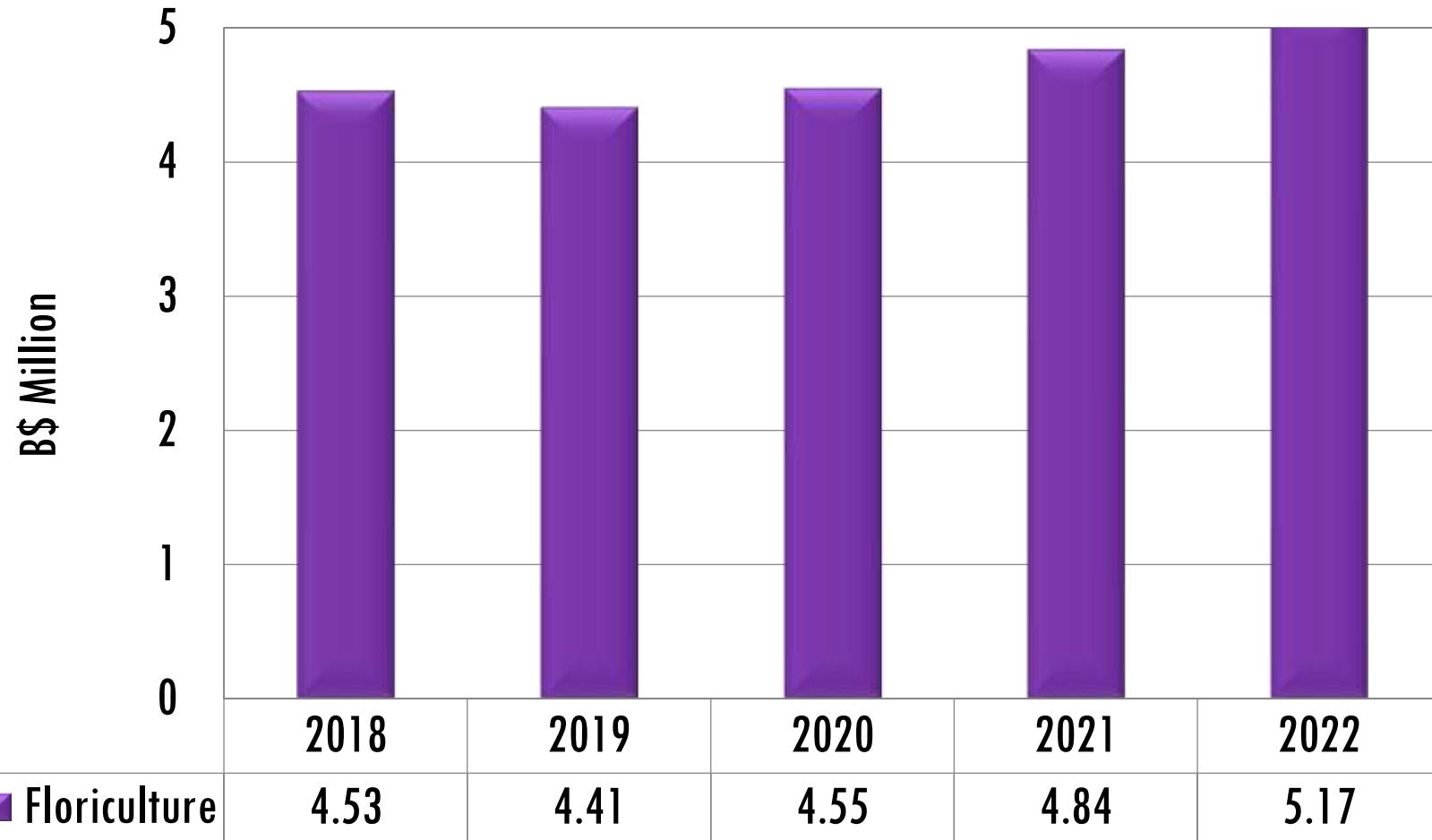
Local Production	52,720 cuts
Retail Value (B\$)	42,992
Percentage Production	3.6 %

Total Import	1,404,022 cuts
CIF Value (B\$)	1.28 million
Est. Retail Value (B\$)	2.04 million
Import (%)	96.4 %

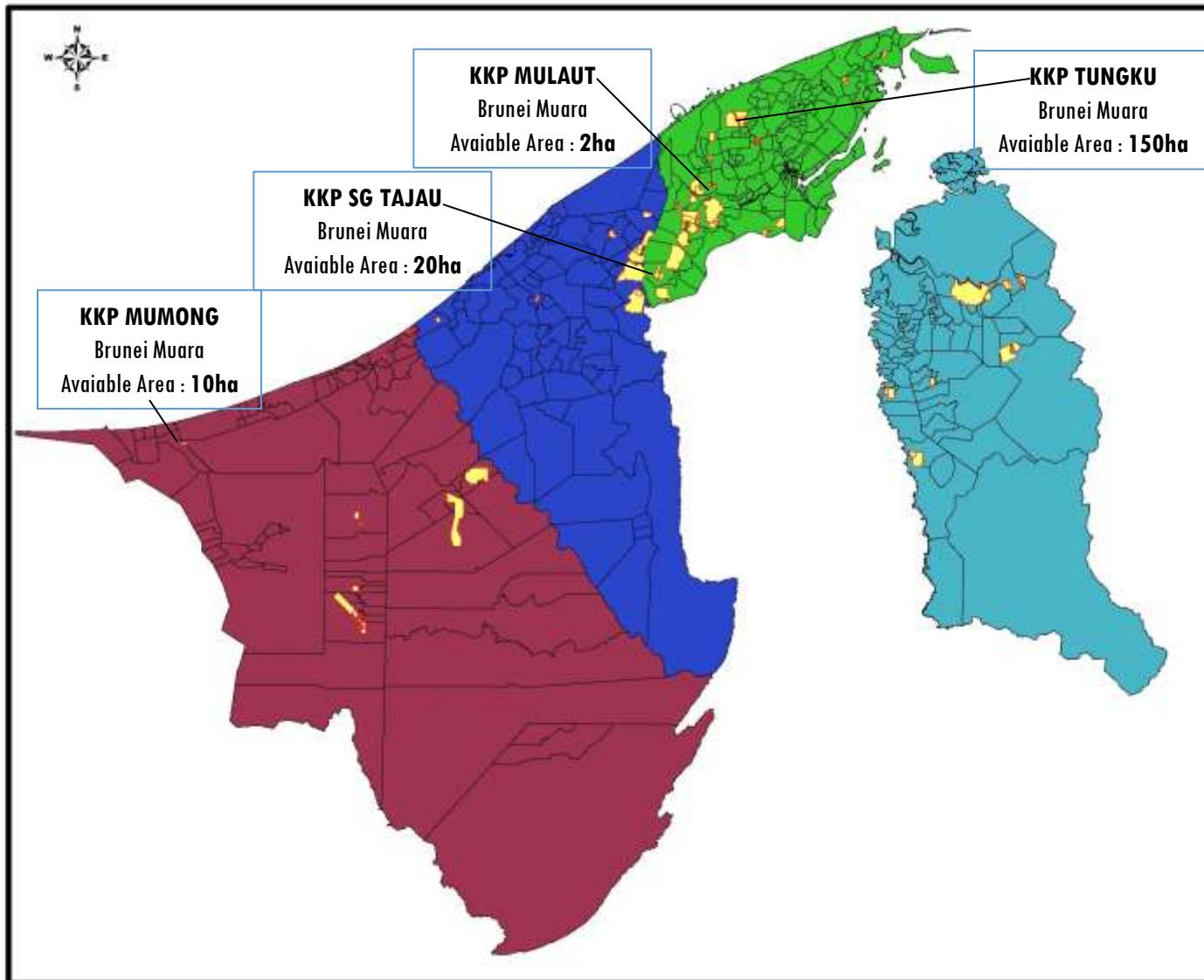
Average Retail Price (B\$)	0.07 - 22.00 /cut
Average CIF Price (B\$)	0.81 - 1.00 /cut

FLORICULTURE INDUSTRY TARGETS

2018 - 2022



FLORICULTURE INDUSTRY AREAS



FOCUS & TARGET TECHNOLOGY FLORICULTURE INDUSTRY



Blackout Screens



LED Lighting



Benching System



Grading System



Packaging System



STATUS OF PADDY INDUSTRY 2019

Total Consumption	2,308 mt
Est. Retail Value (B\$)	3.69 million
 Local Production	 2,307.62 mt
Retail Value (B\$)	3.69 million
 Average Retail Price (B\$)	
Local Paddy Scheme	1.60 /kg

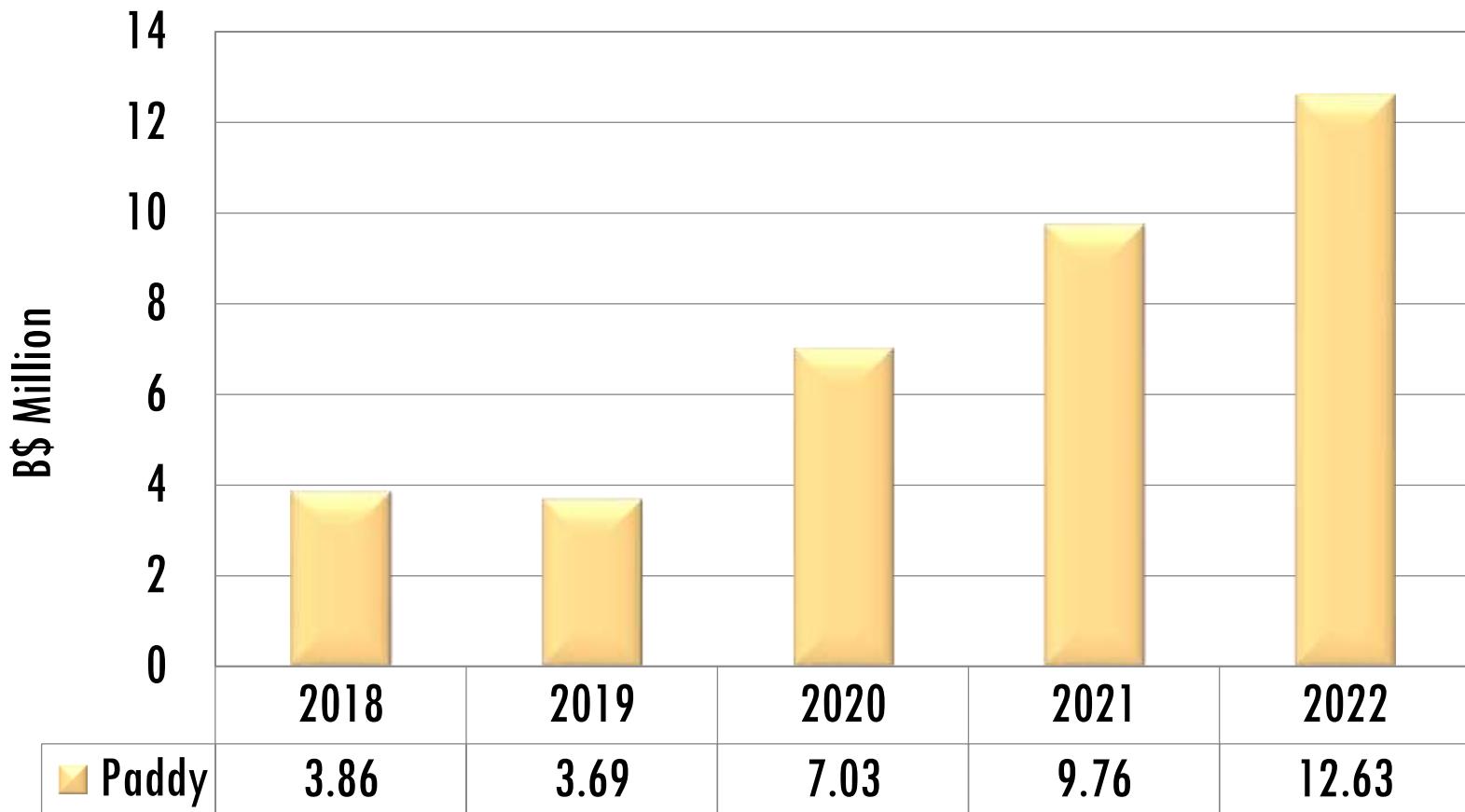
Area Developed	772.79 ha
 Productivity	
Irrigated Area	5.12 mt/ha/yr
Non-Irrigated Area	1.15 mt/ha/yr

Note:

Areas are divided into i) harvested area 1,141.09 ha for two seasons and ii) total developed area 772.79 ha

PADDY INDUSTRY TARGETS

2018 - 2022

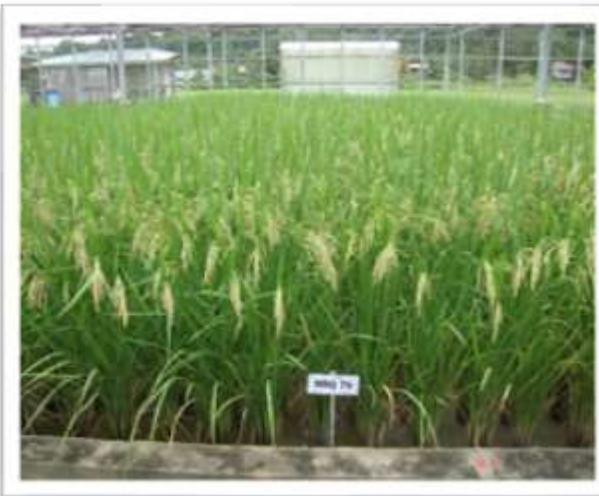


FOCUS TECHNOLOGY - HIGH YIELDING VARIETIES



2009 - LAILA

1st Modern inbred rice variety planted commercially (3mt/ha/season)



2016 - MRQ76

Variety originated from Malaysia
(4-6mt/ha/season)



2016 - BDR5

Product of DOAA R&D. Targetted for rainfed areas (2mt/ha/season)



2018 - SEMBADA188

Variety originated from Indonesia. (5-6mt/ha/season)



Nov 2020 - TITIH

Variety selected through collaboration with Sunland Agritech Pte Ltd. (8.5mt/ha/season)

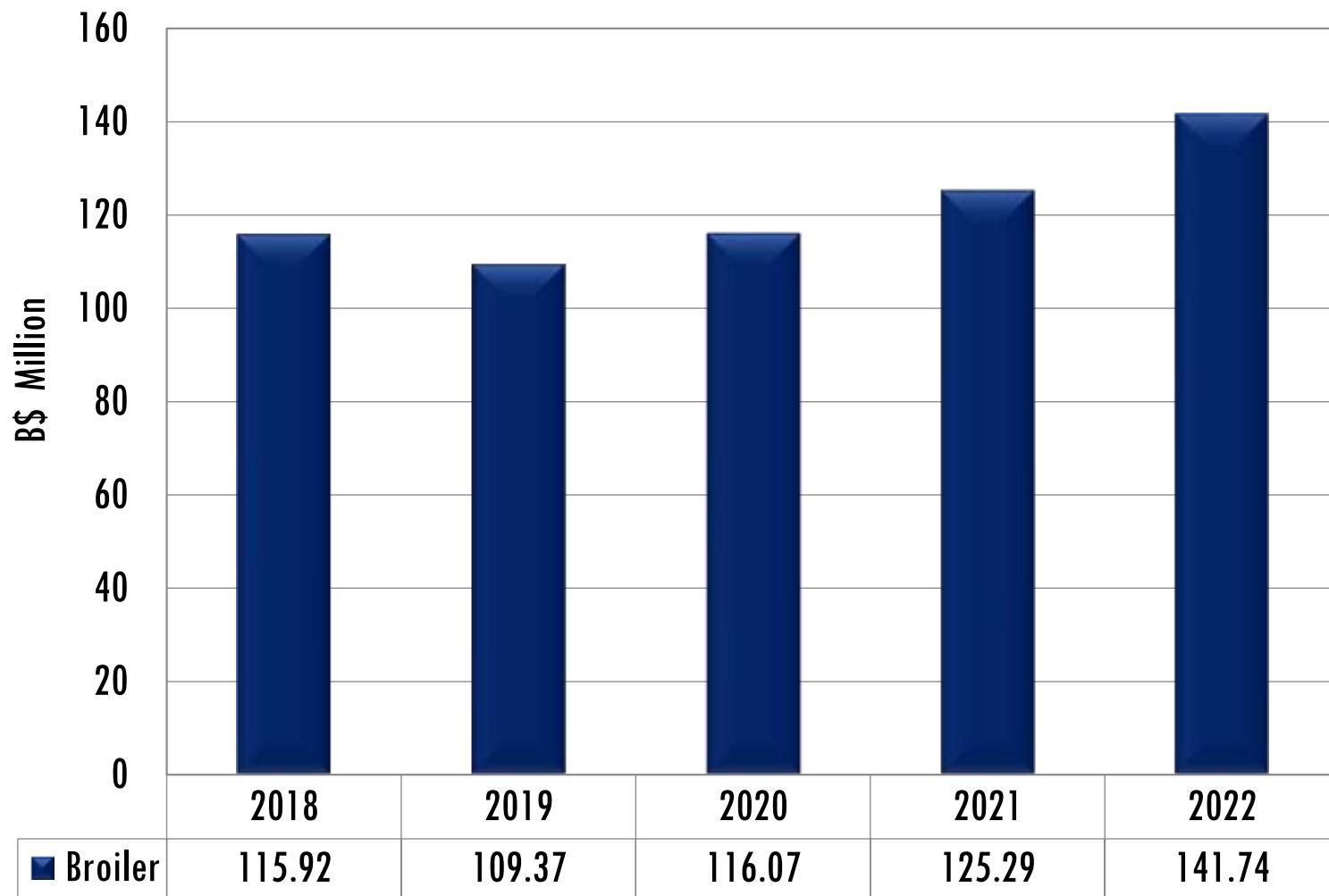


STATUS OF BROILER INDUSTRY 2019

Total Consumption	25,966.02	mt
Retail Value (B\$)	115.28	million
Per Capita Consumption (kg/yr)	56.5	kg
Total Day Old Chick	16,983,429	birds
Local	14,966,229	birds
Import	2,017,200	birds
Price Per Chick (B\$)	1.20	/bird
No. of Slaughter Broiler	16,389,433	birds
Mortality Rate	10.1	%
Growth Period	7	weeks
Average Dressed Weight (kg)	1.50	/bird
No of Entrepreneurs	55	persons

Local Production	24,584.1	mt
Retail Value (B\$)	109.37	million
Percentage Production	94.7%	%
(not included process product)		
Import (Chilled & Frozen) *	1,381.9	mt
CIF Value (B\$)	4.13	million
Est. Retail Value (B\$)	5.91	million
Percentage Import	5.3	%
Average Retail Price (B\$)		
Whole Chicken	4.45	/kg
Average CIF Price (B\$)		
Part	3.86	/kg
Further Process	2.87	/kg
Process	3.87	/kg
Brunei Population	459,500	persons

BROILER INDUSTRY TARGETS 2018 – 2022



FOCUS & TARGET TECHNOLOGY BROILER INDUSTRY



Automated feeding system



Automated water system



Ventilation fans



Efficient ventilation system



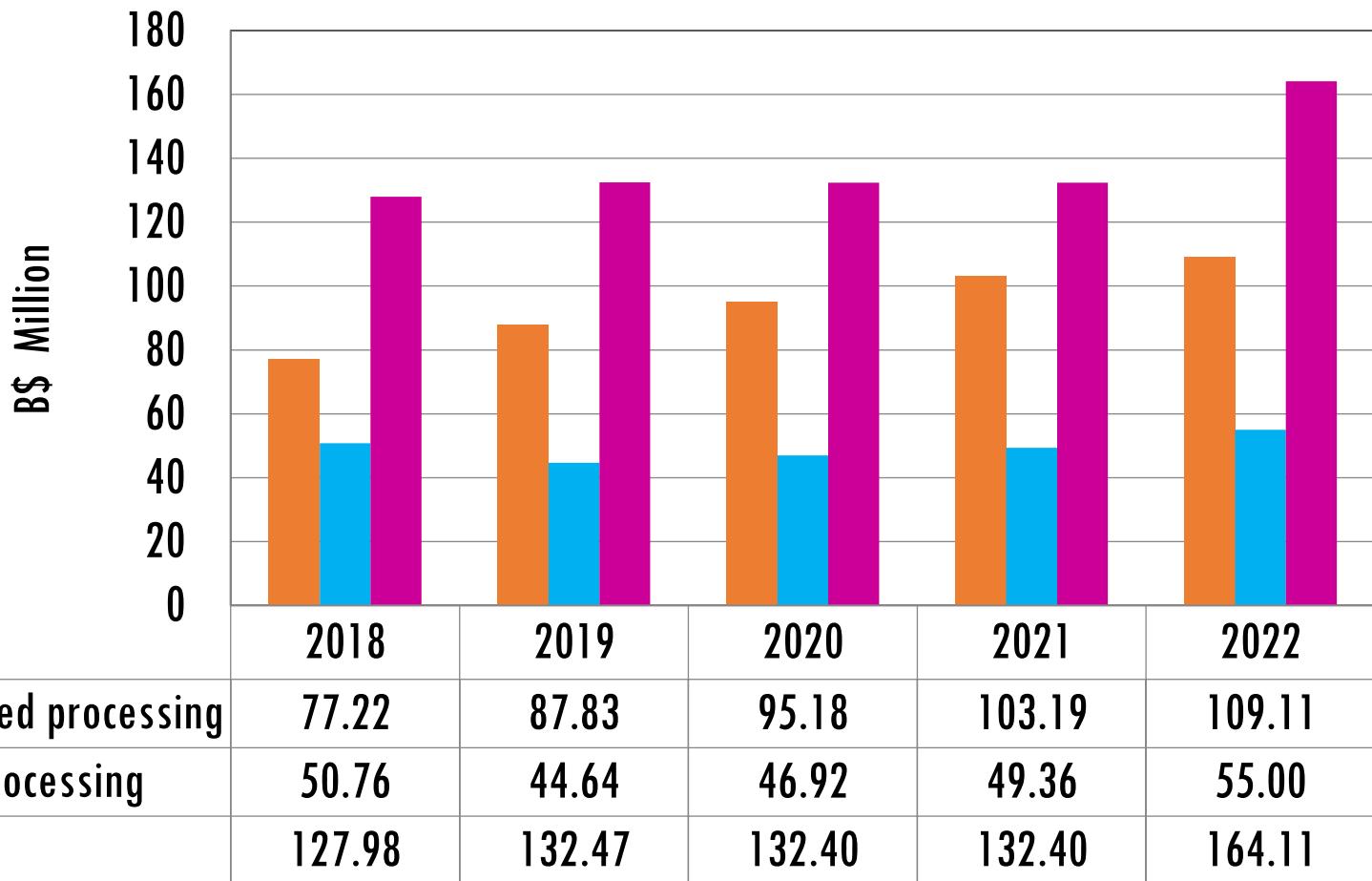
Air-conditioned system with air-conditioned wall

STATUS OF AGRIFOOD INDUSTRY 2019

- This industry contributed B\$\$132.47 million or 31% of Agriculture and Agrifood Sector.
- Categorized into meat based processing and crop based processing.



AGRIFOOD INDUSTRY TARGET 2018 - 2022



Nota : 2018 & 2019 actual data

FOCUS & TARGET TECHNOLOGY AGRIFOOD INDUSTRY



Vacuum Packaging
Machine



Dough Sheeter



3 Tier Oven



Encrusting Machine

INITIATIVES

- Agriculture Pilot Project
- Contract Farming Program for Youth
- Business Expansion Program
- Local Market Facilitation
- Export Market Facilitation
- Opening up new areas for paddy production for commercial paddy planting

SPIN OFF OPPORTUNITIES IN AGRICULTURE SECTOR

- Marketing Services
- Transportation Services
- Fertilizer Supplier
- Machinery Supplier
- Slaughter House
- Waste Disposal
- Hatchery
- Others



THANK YOU

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