

BRUNEI  
MID-YEAR CONFERENCE AND EXHIBITION  
MYCE 2021



جاپتن فرتائين دان اگري ماكنن  
AGRICULTURE AND AGRIFOOD DEPARTMENT  
MINISTRY OF PRIMARY RESOURCES AND TOURISM | BRUNEI DARUSSALAM



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SHIFTING BRUNEI FARMERS  
TOWARDS MODERN  
AGRICULTURAL TECHNOLOGIES

*modern greenhouses, processing plants, and innovative  
R&D for agri-food products*

By

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Gropoint



# WHAT DOES THE EXPORT MARKET NEED? (CHALLENGES)

- **Large volumes** to meet international demand and **secure raw materials** needed for export-grade agri-food manufacturing
- **Innovative Agriculture and Agri-food Products** (Targeted at young consumers and emerging markets)
- **International standards**: Investment in new technologies, processing facilities & R&D in post-harvest technology and value-added products to **meet international standards**
- Efficient **logistics facilities** for **perishable goods**

# BRUNEI OPPORTUNITIES

- Strategic locations – Heart of Southeast Asia  
*center to Singapore, Malaysia, China markets*
- Deepsea Ports
- Stable Climate
- Strong Government Support

# HOW GROPOINT MEET THE EXPORT MARKET NEEDS?

**Challenges: Large volume to meet international demand and secure raw materials needed for export-grade agri-food manufacturing**

**Our experience:** use of modern vertical greenhouses and farming technologies that maximizes production and minimizes our environmental footprint

- **Protect crops and harvest** from heavy monsoon rains, and outdoor pest and predators
- Modern Greenhouses **reduce water-use** compared to outdoor plantation
- Efficient use of land: **higher yield** per square meter compared to outdoor plantation

**Way Forward:** Uniting Bruneian farmers to shift towards modern greenhouse and join forces to invest into advanced processing facilities and R&D laboratories needed for large scale production

- Shift toward modern greenhouse lower risks and increase productions/profits for all farmers
- Sharing of advanced farming and processing facilities to lower production and investment costs to add value to lower grade harvest that doesn't meet export grade
- Unite Bruneian farmers to market under one single umbrella brand
  - a) Lower Marketing costs
  - b) Attain Brand recognition
  - c) Sharing market channel and marketing effort
  - d) Share knowledge and technologies, prevents trial and error costs

# The Way Forward for the Future of Brunei's Agricultural Industries



Large-Scale  
Modern Greenhouses



Fruit Sorting, Packing, Cold  
Storage Facilities



Value-added Facilities



R&D Facilities

# HOW GROPOINT MEET THE EXPORT MARKET NEEDS?

- **Investment into new technologies & R&D**

**Challenges :**

- 1) Logistic challenges for perishable goods to overseas market and lack of shipping routes to overseas countries through air and sea
- 2) B and C lower non-export grade produce

**Way Forward:** Advanced R&D laboratories for researcher needed to assist in agriculture related studies, such as

- a) shelf-life extension – logistic issues
- b) innovative Halal Agri-Food products targeting young consumers and growing future markets to add value solving non-export grade issues

Advanced Manufacturing facilities for canning, freezing, cooking and juicing of all agriculture products grown in Brunei into high-value Halal Agri-food products

# HOW GROPOINT MEETS THE EXPORT MARKET NEEDS?

## Innovative Products

**Challenges:** High-value and unique Brunei-made Agriculture and Agri-Food Products

### Way Forward:

- Working with international breeder to produce Brunei only varieties that is highly resistant to disease and unique in flavor
- High-value vertical large-scale greenhouse produce – Specialty Muskmelon and melons, Specialty chili pepper and tomatoes, and other crops following current market trends
- Developing high value-added products from our crops
- Organic produce from the use of Superfish Fish Hydrolysate fertilizer (Australian Certified Organic) and implementing bio-control for pest and diseases





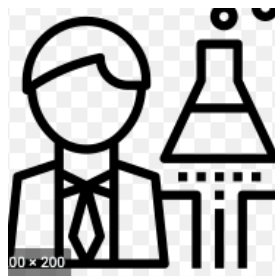
# The Way Forward for the Future of Brunei's Agricultural Industries



Shift to Large Scale Modern Farming

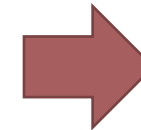


Secure Volume for Manufacturing & Export



R&D – Innovation

Sharing Processing Facilities



Large Scale Brunei Agri Export



Q & A .      SESSION

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