

Sustainable Coconut Project Progress Report

Moving the Needle in the Coconut Sector

Grameen Foundation's Sustainable Coconut Project (SC Project) works at both the supply and demand side at 3 levels: the farm; the cooperative; and the market.

At the **farm level**, the Grameen team trained copra farmers on building knowledge and skills for improving coconut productivity and copra quality.

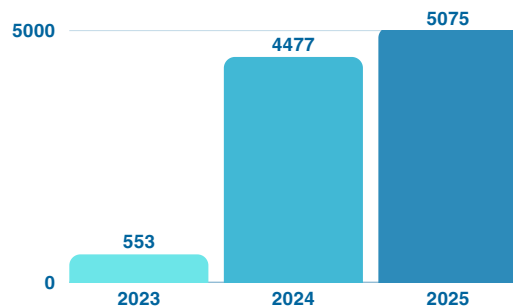
At the **cooperative level**, the focus was on improving organizational governance, strategy, and copra business readiness. Financial Service Providers, Cash Advance agreements as well as Grameen's Bankers without Borders' (BwB) pool of technical experts were partnered with cooperatives to prepare them to engage with oil mills in formal business-to-business (B2B) arrangements.

At the **market level**, partner oil mills receive traceable copra with good moisture content from partner cooperatives that are manufactured as coconut oil (CNO).

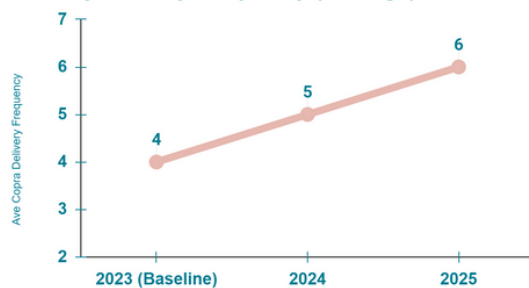
SC Project's Gain Sharing System provided the framework for the B2B arrangements between the cooperatives and oil mills through priority delivery lanes for copra aggregated by the cooperatives; direct price negotiation and booking advantages; as well as non-monetary benefits such as copra dryers and medical missions for the cooperatives' communities.

The SC Project has so far achieved the following results as of August 2025:

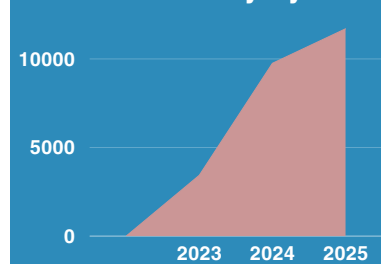
Trained Coconut Farmers



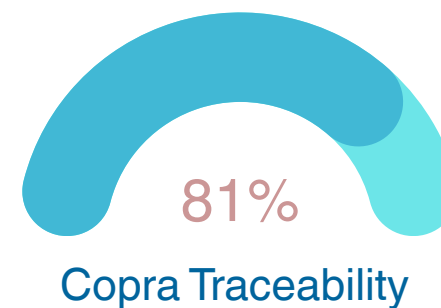
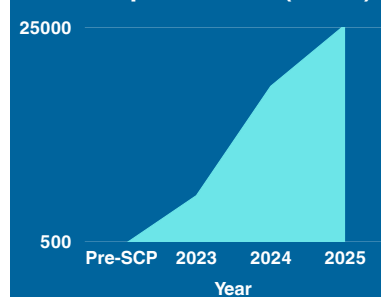
Monthly Delivery Frequency (Average)



Farmers in Traceability System



Copra Volume (in MT)



Copra Quality (% Moisture Content)

