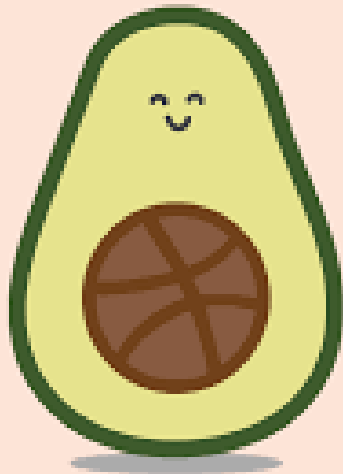


HELLO!



A WARM WELCOME!

A TALK BY **VERACADO AVOCADO** MALAYSIA



AVOCADO CULTIVATION & INTER-CROPPING



TOPICS:-

- 1. WHAT IS AVOCADO AND WHAT IS SO GREAT ABOUT AVOCADO?**
- 2. BRIEF EXPLANATION ON RATIONALE & CURRENT TREND IN MALAYSIA**
- 3. WHY CHOOSE AVOCADO AS INTER-CROPS?**
- 4. PLANTING DENSITY & INTER CROPPING METHOD**
- 5. CASE STUDY**

1. What is Avocado and what so great about Avocado?

- Avocado is a FRUIT and listed by the Guinness World Record as the HEALTHIEST FRUIT in the world!



**AVOCADO IS
LISTED IN THE
GUINNESS
WORLD
RECORDS**

1. What is Avocado and what so great about Avocado?

- Avocados offer nearly 20 vitamins and minerals in every serving, including potassium (which helps control blood pressure), lutein (which is good for your eyes), and folate (which is crucial for cell repair and during pregnancy). Avocados have anti-aging benefits!**
- Avocados are a good source of B vitamins, which help you fight off disease and infection. They also give you vitamins C and E, plus natural plant chemicals that may help prevent cancer.**

1. What is Avocado and what so great about Avocado?



The Amazing **BENEFITS** of Avocados

Balance Hormones
Moisturize Skin
Improve Digestion
Lower Cholesterol
Improve Mood
Fix Blood Sugar
Healthy Pregnancy

Fiber
9g

Healthy
Fats

Magnesium
12%

Vitamin E
13%

Potassium
20%

Folate
30%

Vitamin B6
20%

Dr. Axe
FOOD IS MEDICINE

1. What is Avocado and what so great about Avocado?

Avocado spread

Mashed avocado pulp is a heart-healthy alternative to butter, cream cheese, or mayonnaise.



Baby food

Avocado has 60% more potassium per serving than bananas.



Hair treatment

It moisturizes and helps rejuvenate dry, damaged hair.



Face mask

Avocado is great for skin health, thanks to its vitamin C and E content.



Avocado desserts

Although it may seem unusual, some countries use avocados to flavor ice cream or pie filling.



5 Uses for **Avocado**
You Haven't Tried Yet

2. Brief Explanation On Rationale & Current Trend In Malaysia

- For the past five years, durian Musang King has been widely planted in Malaysia in an astonishingly increasing rate due to the growing demand from China. However, our neighbouring countries, notably Thailand and Vietnam have also started planting Musang King on large commercial scale.**
- Therefore, we foresee that there will be a long term supply glut in 5-7 years' time especially for Musang King and the price for the Musang King will likely to drop drastically to below RM30/kg when in season (this is based on historical fact/price of D24 given the similar circumstance).**

2. Brief Explanation On Rationale & Current Trend In Malaysia

- On the other hand, avocado cultivation is relatively new in Malaysia and presently, there is no avocado plantation on commercial basis for well known and highly commercialized varieties such as Hass, Pinkerton, Lamb Hass and among others in Malaysia. At most, only Indonesian varieties such as Kendil and Miki are currently planted in Malaysia on a negligible scale and the taste and flavor of the aforesaid Indonesian varieties are greatly lacking in taste and flavor, thus making them less sought after by consumers.**
- There has been a steady increase in avocado imports (in particular from Australia) and consumption in Malaysia due to the growing number of health conscious consumers, growing middle and young working class and the availability of numerous marketing materials such as the ways to consume avocados and their health benefits.**

2. Brief Explanation On Rationale & Current Trend In Malaysia



2. Brief Explanation On Rationale & Current Trend In Malaysia

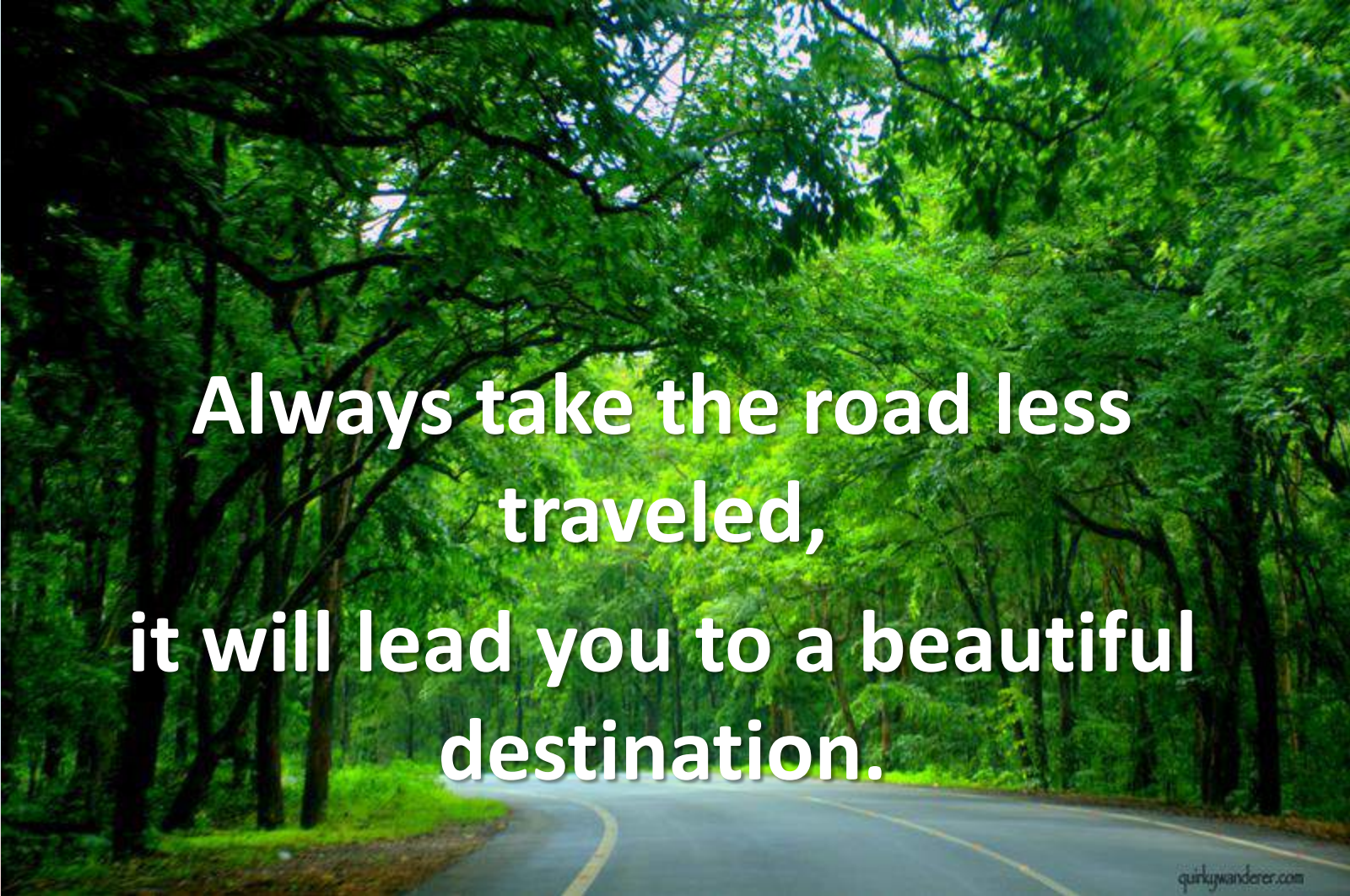
QUESTION: –

**WHY AVOCADO WAS NOT POPULAR
IN MALAYSIA?**



3. Why Choose Avocado As Inter-Crops?

- INCREASING DEMANDS FOR AVOCADO
- HARDY AND SUITABLE FOR LONG-TERM
- MAXIMISE THE USAGE FOR THE UNUSED PORTION OF LAND
- AVAILABILITY OF DWARF VARIETIES
- CONSISTENT AND UPTREND PRICES FOR AVOCADO FRUITS
- SHALLOW ROOTS AND LESS INVASIVE
- A LEAP FROM TRADITIONAL CROPS I.E. RAMBUTAN, MANGO, NANGKA, DOKONG ETC
- LESS PRONE TO PEST ATTACKS
- EXPECTED FRUITING 3-4 YEARS



**Always take the road less
traveled,
it will lead you to a beautiful
destination.**

Avocado Export & Import - Malaysia

Market Shares in
global exports

0.00%
Ranked 63rd

Export

USD96.9k
-30.62% (yearly)

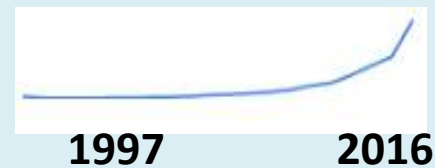


Market Shares in
global imports

0.14%
Ranked 37th

Import

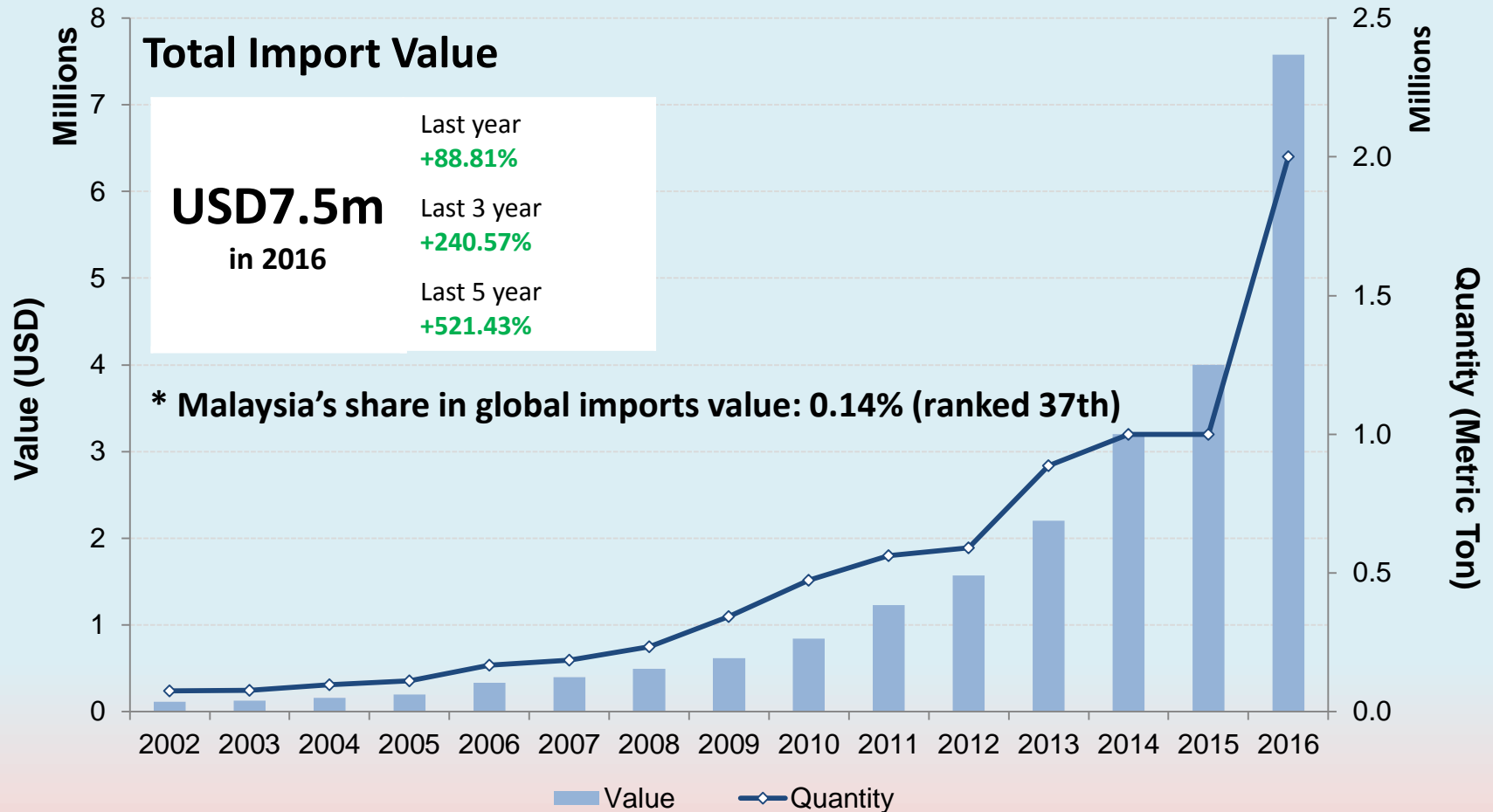
USD7.5m
+88.81% (yearly)








Top Export Destinations from Malaysia

Rank	Country	Export Value in 2016 USD	Shares in Export %	1-Year Growth in Value %	3-Year Growth in Value %
1	 Hong Kong	\$61.4K	63.36%	-	-
2	 Netherlands	\$13.6K	14.00%	+604.51%	-
3	 Poland	\$7.2K	7.39%	-	-
4	 Qatar	\$5.3K	5.51%	+4.89%	+193.57%
5	 Singapore	\$5K	5.17%	+937.68%	+10341.67%
6	 Thailand	\$1.4K	1.47%	-66.85%	-
7	 Maldives	\$1.4K	1.46%	+1290.20%	-19.52%

Malaysia's Import Values and Quantities



Top Import Origins of Malaysia

Rank	Country	Import Value in 2016 USD	Shares in Import %	1-Year Growth in Value %	3-Year Growth in Value %
1	 Australia	\$4M	53.12%	+71.69%	+227.03%
2	 South Africa	\$730.9K	9.75%	+284.64%	+178.14%
3	 New Zealand	\$661.1K	8.82%	+58.97%	+93.49%
4	 Singapore	\$604.3K	8.06%	+19.94%	+309.05%
5	 United States	\$594.1K	7.92%	+448.15%	+3249.31%
6	 Kenya	\$471.9K	6.29%	+210.65%	+6145.41%
7	 Mexico	\$177K	2.36%	+1776.56%	-

4. Planting Density & Intercropping Method

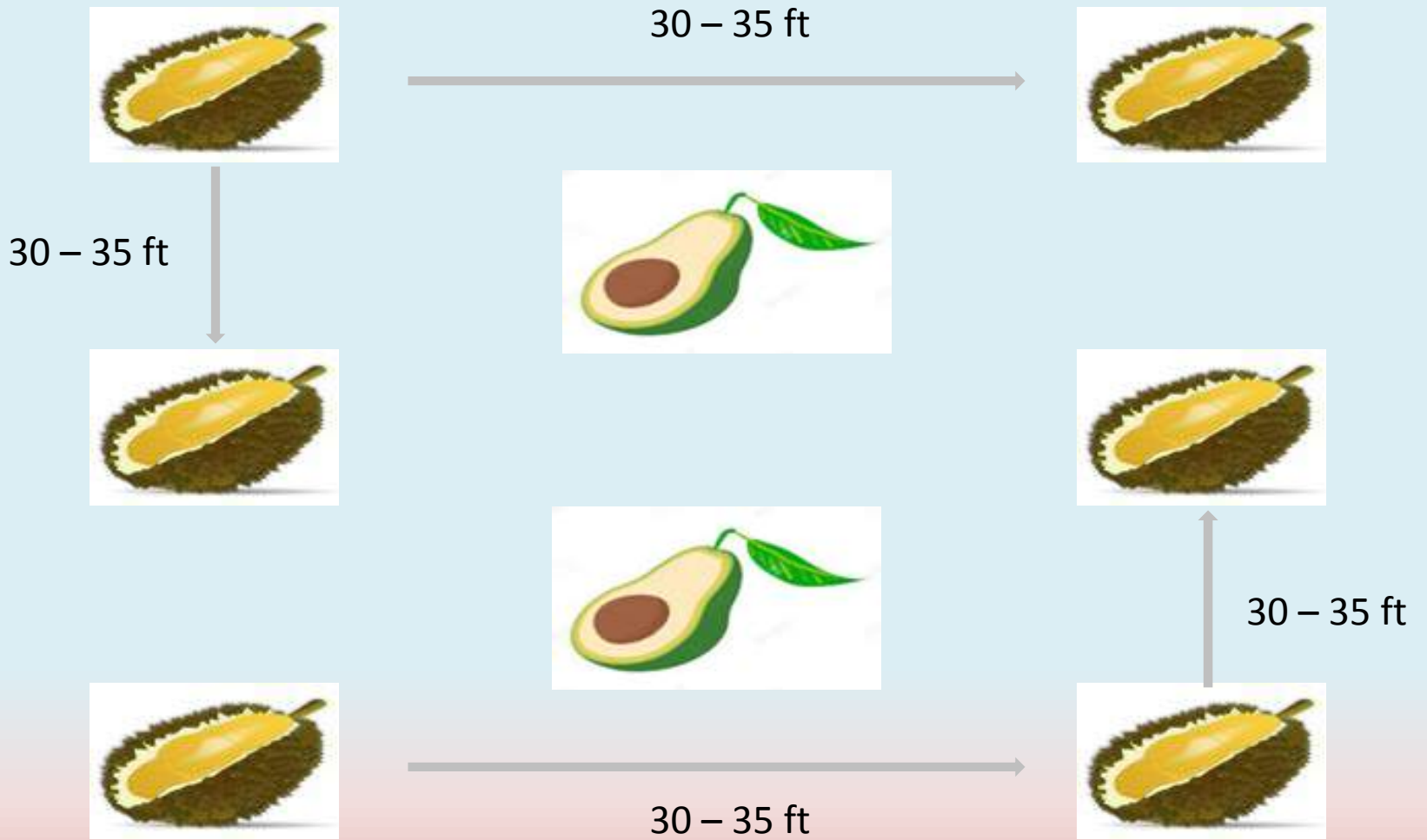
- It is pertinent to highlight that a proven total of 302 avocado trees (based on min 12ft x 12ft spacing) can be planted against 35 durian trees (based on min 35ft x 35ft spacing) on one (1) acre of land.
- If based on a high density planting method i.e. 10ft x 10ft, a total of 435 avocado trees can be planted on one (1) acre of land.
- Many countries are adopting ultra high density planting i.e. 7.5 x 7.5 ft (774 trees for acre) or 4 x 4 ft (2700 trees per acre).

4. Planting Density & Intercropping Method



4. Planting Density & Intercropping Method





1 ACRE = 35 FT X 35 FT =

35 DURIAN TREES + 24 AVOCADO TREES



4. Planting Density & Intercropping Method



4. Planting Density & Intercropping Method



4. Planting Density & Intercropping Method



4. Planting Density & Intercropping Method



4. Planting Density & Intercropping Method



4. Planting Density & Intercropping Method



DWARF CHARACTERISTIC

4. Planting Density & Intercropping Method



DWARF CHARACTERISTIC

5. Case Study

- WE INTEND TO PLANT THE FOLLOWING COMMERCIALY VIABLE AND HIGHLY MARKETABLE VARIETIES ON FOLLOWING PERCENTAGE:-

HASS AVOCADO	30%	RUSSELL 034 AVOCADO	10%
LAMB HASS AVOCADO	30%	QUEEN DEN JUMBO AVOCADO	10%
PINKERTON AVOCADO	10%	BOOTH 7 AVOCADO	10%

- ONLY GRAFTED AND GENUINE AVOCADO SAPLINGS WILL BE PLANTED ON THE SITE AND ONCE PLANTED, THE EXPECTED FRUITING WILL BE AROUND 3-4 YEARS THEREFROM.
- WE INTEND TO CULTIVATE THE SITE ON A MID DENSITY PLANTING METHOD I.E. 12FT X 12FT SPACING:-

TOTAL LAND SIZE OF THE SITE : 77,740.26 SQ FT

RESERVED LAND AREA FOR BASIC INFRASTRUCTURES : 5,740.26 SQ FT (MAX ESTIMATE)
(E.G. STORE, DRAINAGE, TOILET, QUARTER, WATER TANKS ETC)

USEABLE LAND AREA FOR PLANTATION : 72,000.00 SQ FT (MIN ESTIMATE)

ESTIMATED A TOTAL OF 500 AVOCADO TREES (BASED ON MIN 12FT X 12FT SPACING) CAN BE PLANTED ON THE SITE.

5. Case Study



5. Case Study

Avocado Varieties



5. Case Study



HASS AVOCADO TREES +/- 3 ½ YEARS OLD

5. Case Study



LAMB HASS & PINKERTON AVOCADO TREES

5. Case Study



RUSSELL 034 & BOOTH 7 AVOCADO TREES

5. Case Study



QUEEN DEN & LAMB HASS

5. Case Study



PINKERTON AVOCADO

5. Case Study



LAMB HASS AVOCADO

5. Case Study



RUSSELL 034 AVOCADO

5. Case Study



BOOTH 7 AVOCADO

5. Case Study



QUEEN DEN AVOCADO

5. Case Study

Fruit Yield Statistics

- The statistics in the table below are based on the actual fruit production (on a three (3) years average basis) from two (2) different commercial scale avocado farms in Vietnam and crossed reference with Pak Chong Research Station, Thailand. These statistics are based on ACTUAL production data.
- The statistics below are based on the actual fruit production (on a three (3) years average basis) from two (2) different commercial scale avocado farms in Vietnam.
- Please note that the fruit production will steadily increase as the trees get older and based on 17 years old Queen Den tree in our supplier's farm, the fruit production is 1,100 kg on average per year.

5. Case Study

Varieties	Seasons	5-year old trees		8-year old trees	
		No. of fruits/tree	kg/tree	No. of fruits/tree	kg/tree
Booth 7	Sep, Oct, Nov, Dec	100 - 180	40 - 100	250 - 400	150 - 250
Russell	Jan, Feb, June, July, Aug	120 - 200	50 - 110	250 - 350	130 - 200
Hass	Oct, Nov, Dec	120 - 250	30 - 60	300 - 500	70 - 120
Lamb Hass	Nov, Dec, Jan, Feb	100 - 200	35 - 65	-	-
Pinkerton	Nov, Dec	90 - 140	40 - 65	-	-
Queen Den	Jul, Aug, Sep	40 - 80	40 - 85	160 - 420	180 - 480

Reference for Pak Chong, Research Station

<http://www.fao.org/docrep/003/X6902E/x6902e0b.htm>

5. Case Study

Current Avocado Fruit Prices

The below are the average prices of the fruits supplied to us by farms in Malaysia and Vietnam.

For Hass, Lamb Hass and Pinkerton, the fruit prices are based on standard M size and below.

• Varieties	Wholesale Price (RM)	Retail Price (RM)
(a) Hass Avocado	RM2-3 per piece	RM4.90-7.90/piece
(b) Lamb Hass Avocado	RM2-3 per piece	RM4.90-7.90/piece
(c) Pinkerton Avocado	RM2-3 per piece	RM4.90-7.90/piece
(d) Russell 034 Avocado	RM25-30 per kg	RM35-40 per kg
(e) Queen Den Jumbo Avocado	RM25-35 per kg	RM35-45 per kg
(f) Booth 7 Avocado	RM18-25 per kg	RM25-35 per kg

5. Case Study

Revenue and Profit Forecasts

As stated earlier, a total of minimum 500 trees will be planted:-

- | | | |
|---------------------------|-----|-----------|
| • Hass Avocado | 30% | 150 trees |
| • Lamb Hass Avocado | 30% | 150 trees |
| • Pinkerton Avocado | 10% | 50 trees |
| • Russell 034 Avocado | 10% | 50 trees |
| • Queen Den Jumbo Avocado | 10% | 50 trees |
| • Booth 7 Avocado | 10% | 50 trees |
- In normal circumstances, the expected fruiting will be around 4-5 years after planting.

Forecast Profit & Loss

* Based on minimum wholesale price - fruits

In RM	>5 years	> 8 years
REVENUE (PER YEAR)	223,500	730,975
Fruits		
Hass	36,000	90,000
Lamb Hass	30,000	90,750
Pinkerton	9,000	27,225
Russell	62,500	162,500
Queen Den	50,000	225,500
Booth 7	36,000	135,000
COST (PER YEAR)	164,260	>5-10%
Land Rental	14,400	14,400
Labour/Maintenance	96,000	96,000
Fertiliser (Chicken Manure)	27,500	27,500
Pesticides/Weedkiller	360	360
Utilities (Water & Electricity)	6,000	6,000
Other Unforeseen Contingency (if any)	20,000	20,000
Profit Before Tax (PBT)	59,240	566,715

“Twenty years from now you will be more disappointed by the things you didn’t do than the things you did. So throw off the bowlines. Sail away from the safe harbor. Catch the winds in your sails. Explore. Dream. Discover.” - Mark Twain



6. Almost The End

LAST QUESTION:-

**CAN WE INTER-CROP AVOCADO
USING THAI STYLE DURIAN
GROWING TECHNIQUES?**

AND THE ANSWER IS>>>>

6. Almost The End

THE ANSWER IS –

JOIN US NEXT YEAR (OR
EVERY YEAR) @ BANGI
DURIAN FESTIVAL &
AWARDS TO FIND OUT .

THE END AND THANK YOU
PLEASE FOLLOW US ON
VERACADO AVOCADO MALAYSIA
FACEBOOK

