



MALAYSIAN PALM OIL FORUM

PHILIPPINES 2025

JUNE 3RD 2025 - MANILA

**WHAT'S DRIVING DEMAND
FOR PALM-BASED FATTY
ALCOHOLS?**



Make trade easy

PAUL BLOEMENDAL

paul@paper-trader.com
<https://www.paper-trader.com>

WHAT ARE FATTY ALCOHOLS AND WHY DO THEY MATTER?

Fatty alcohols are long-chain alcohols derived from natural oils and fats—mainly palm kernel oil (PKO) and coconut oil (CNO).



They are key feedstocks in the production of:

- Personal care products (soaps, lotions,...)
- Household detergents and surfactants
- Industrial lubricants, emulsifiers, and plastics



GLOBAL DEMAND FOR FATTY ALCOHOLS IS RISING



Sustainability & Green Chemistry

CNO-based alcohols earn a market premium due to their biodegradability and rising Western demand for deforestation-free, traceable supply chains.



Cost Differentials & Trade Opportunities

The price gap makes PKO appealing for local use in the Philippines, while CNO fetches export premiums.



Regional Trade Incentives

Lower US tariffs for the Philippines (17% vs. Malaysia's 24%) create an export advantage for CNO-based alcohols.



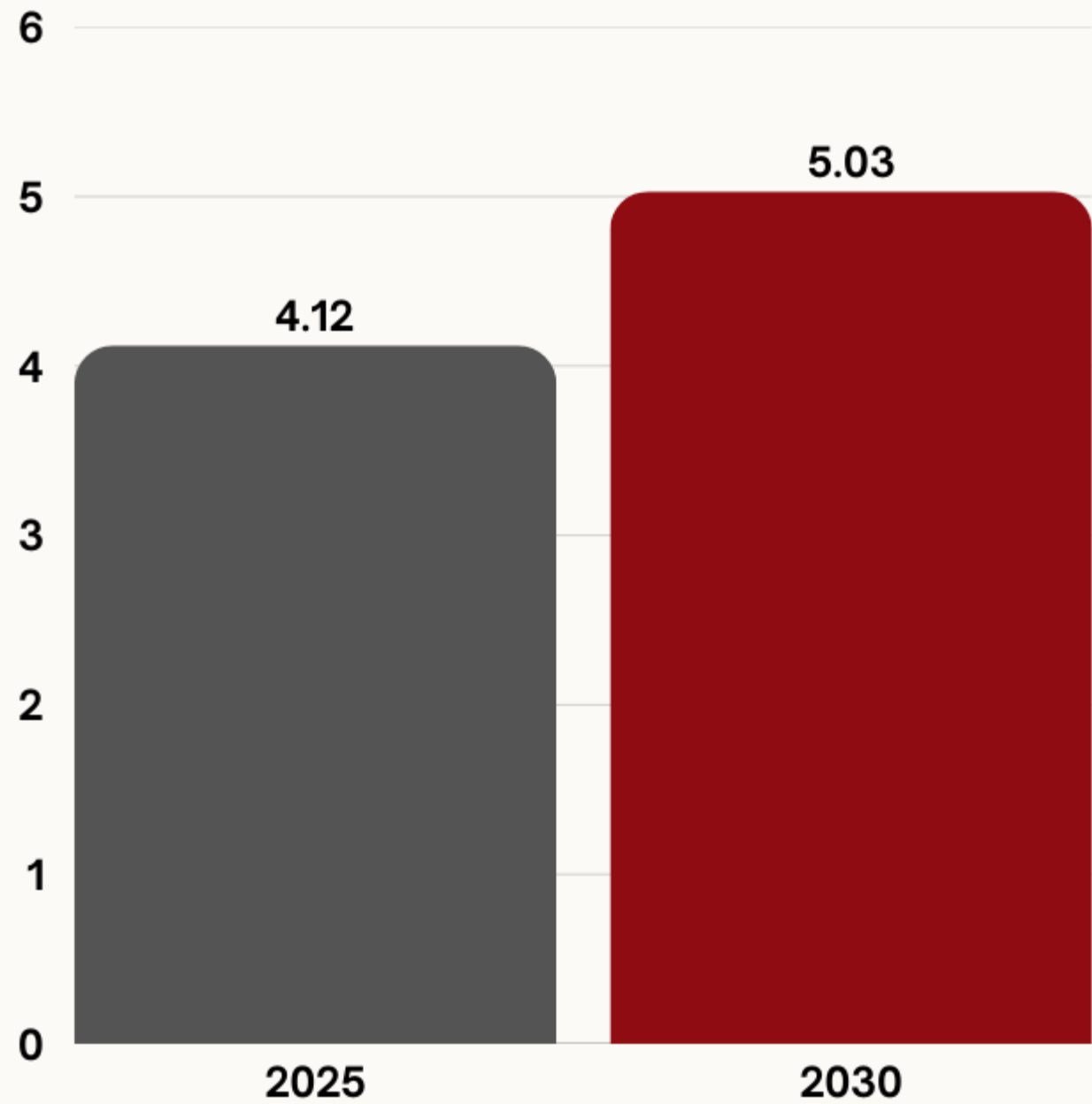
Production-Consumption Mismatch

With CNO produced in the south and demand centered in Metro Manila, imports meet local needs while surplus supports high-value exports.

THE GLOBAL RENEWABLE FATTY ALCOHOL MARKET

Fatty Alcohol Market

Market size in Million Tons
CAGR 4.06%



Study Period	2019 - 2030
Market Volume (2025)	4.12 Million tons
Market Volume (2030)	5.03 Million tons
Growth Rate (2025 - 2030)	4.06% CAGR
Fastest Growing Market	Asia Pacific
Largest Market	Asia Pacific
Market Concentration	Low

WHY GLOBAL DEMAND IS RISING?

1

Shift to Biodegradable Ingredients

Synthetic chemicals are replaced with renewable, plant-based surfactants to meet consumer and regulatory demand.

2

Boom in Personal Care & Cleaning Products

Post-COVID effect is pushing consistent growth in fatty alcohol consumption across Asia, EU, and North America.

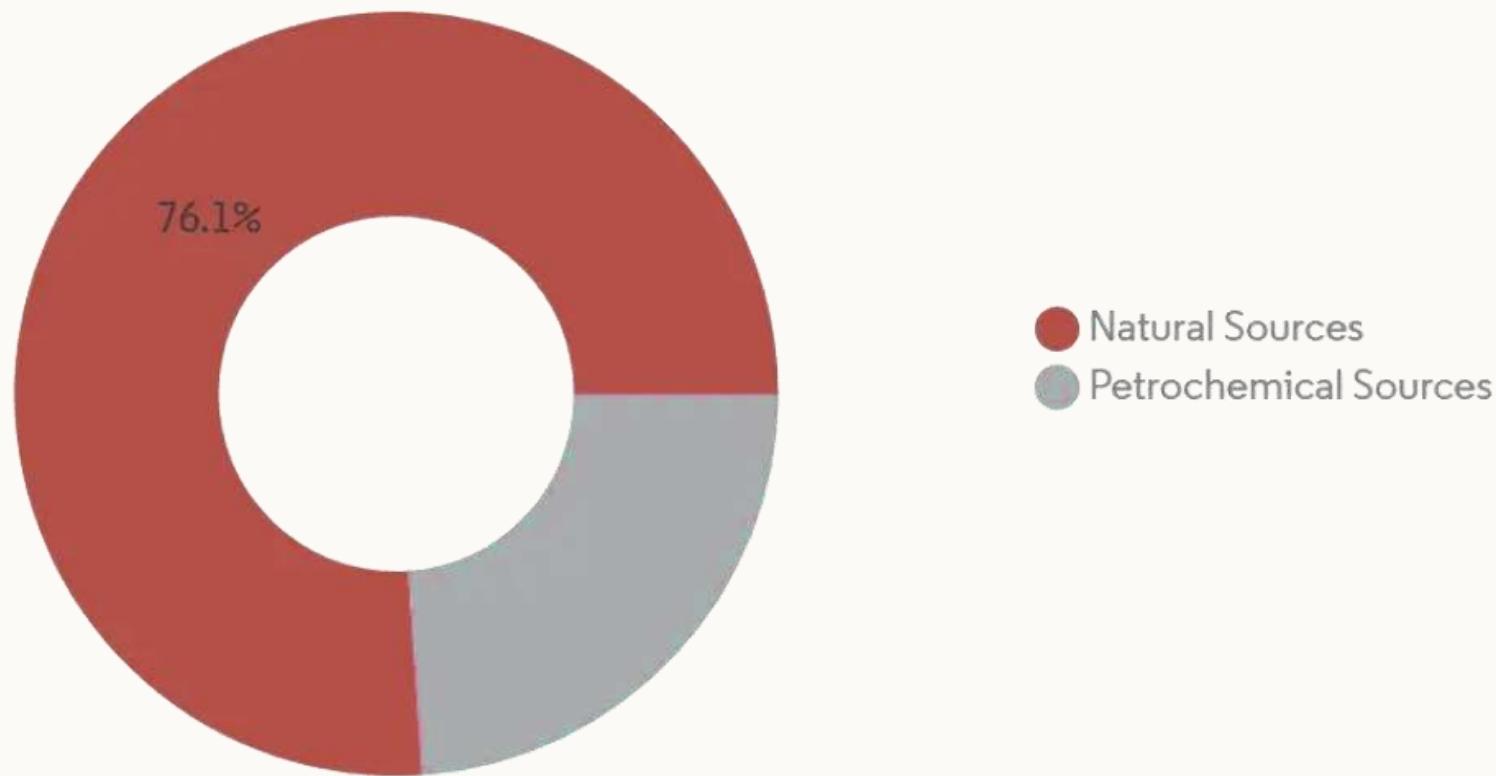
3

Palm-Based Feedstock Advantage

Compared to petroleum-based alcohols, PKO and CNO offer a lower carbon footprint, renewable sourcing, and competitive production cost.



Market Share by type Segment (2024)



Growing Demand from Pharmaceutical Industry

Increasing Usage of Fatty Alcohol in Personal Care and Cosmetics Products

Surfactant Segment in Fatty Alcohol Market

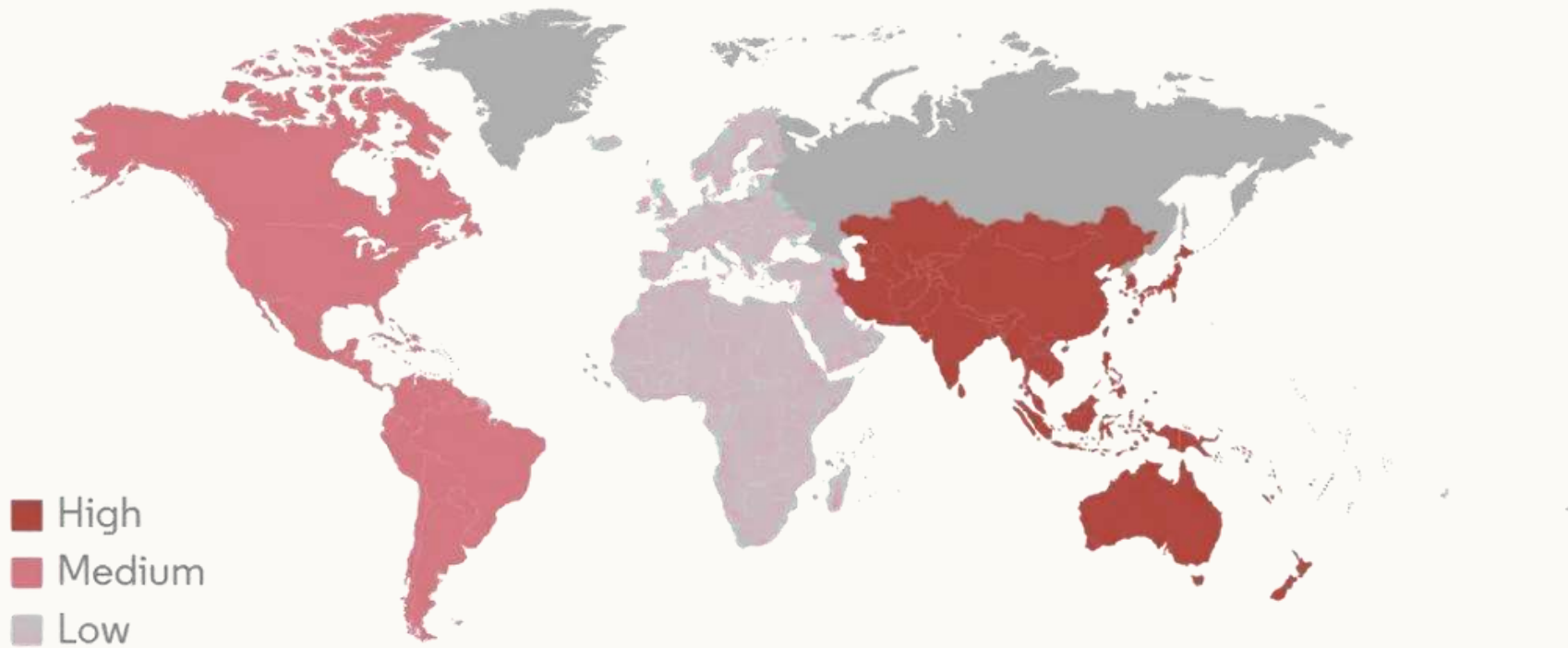
The surfactant segment dominates the global fatty alcohol market, accounting for approximately 57% of the total market share in 2024

The Fatty Alcohol Market size is estimated at 4.12 million tons in 2025, and is expected to reach 5.03 million tons by 2030, at a CAGR of 4.06% during the forecast period (2025-2030)

Personal Care Segment in Fatty Alcohol Market

The personal care segment is projected to exhibit the highest growth rate of approximately 5% between 2024-2029.

Forecasted 5-Year Growth Rate by region



Source: Modor Intelligence

“

Industrial consumption of palm oil in the Philippines is expected to increase by 8.6% in MY 2025/26, driven by soap, cosmetics, and pharmaceuticals demand

Oilseeds and Products Annual
USDA - April 2025 Report

DEMAND DRIVERS AND MARKET IMPACT



SUSTAINABILITY & ESG PRESSURE

Brands seek deforestation-free supply chains.
CNO offers traceability from farm to vessel



BUYERS FAVOR PHILIPPINES

Key importers prefer CNO due to its
lower environmental footprint



PRICE ARBITRAGE OPPORTUNITY

PKO-based alcohools are cheaper than CNO-
based alcohools



IMPORT PKO, EXPORT CNO

Price gap incentives trade flows



GROWING CONSUMER DEMAND

Rising need for personal care & cleaning products



SURGING END-USE MARKETS

Demand growth in Asia and West



ECONOMICS FAVOR THE PHILIPPINES

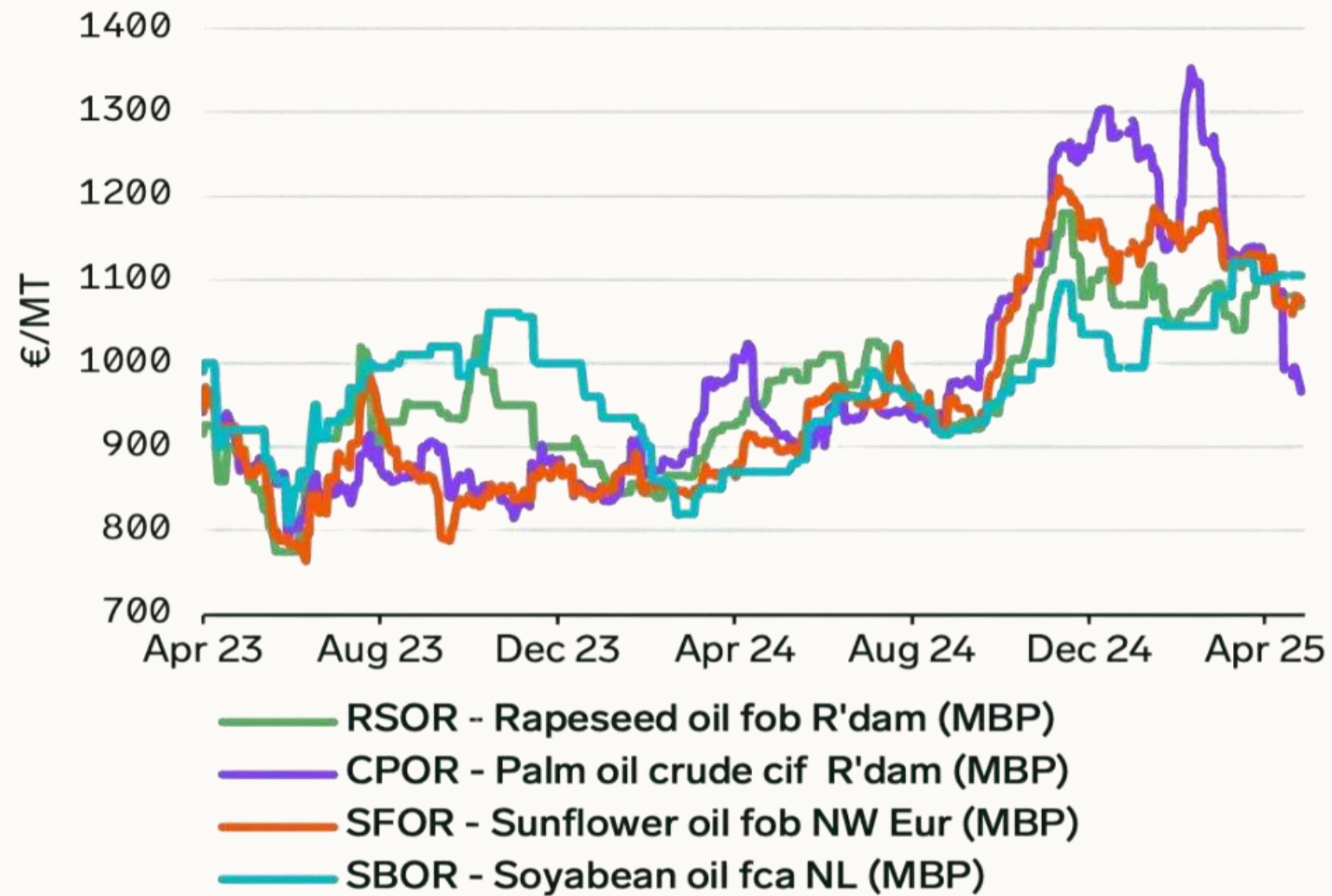
Tariff advantage makes the Philippines an
attractive production & export hub



STRATEGIC PRODUCTION HUB

The Philippines plays a crucial role in
global supply chains

MAJOR VEGETABLE OIL PRICES upto 28,05,2025



CPKO (CRTT) - CIF ROTTERDAM USD / MT	CNO PHIL/INDO CIF ROTTERDAM USD / MT	CNO (PHIL) - CIF ROTTERDAM USD / MT
APRIL/MAY 25 +1932.50 LAST 1932.50 -	APRIL/MAY 25 +2362.50 LAST 2362.50 -	APRIL/MAY 25 +1925.00 LAST 1925.00 -
MAY/JUNE 25 +1922.50 LAST 1922.50 -	MAY/JUNE 25 +2350.00 LAST 2350.00 -	MAY/JUNE 25 +1925.00 LAST 1925.00 -
JUN/JUL 25 +1810.00 LAST 1810.00 1 1735.00 1825.00 1	JUNE/JULY 25 +2460.00 LAST 2460.00 - 2785.00 1	JUNE/JULY 25 - 2770.00 1
JUL/AUG 25 +1850.00 LAST 1850.00 - 1825.00 1	JUL/AUG 25 - 2720.00 1	JUL/AUG 25 - 2760.00 1
AUG/SEP 25 +1850.00 LAST 1850.00 - 1825.00 1	AUG/SEP 25 - 2640.00 1	AUG/SEP 25 - 2750.00 1
SEP/OCT 25 +1800.00 LAST 1800.00 1 1775.00 1825.00 1	SEP/OCT 25 - 2630.00 1	SEP/OCT 25 - 2742.50 1

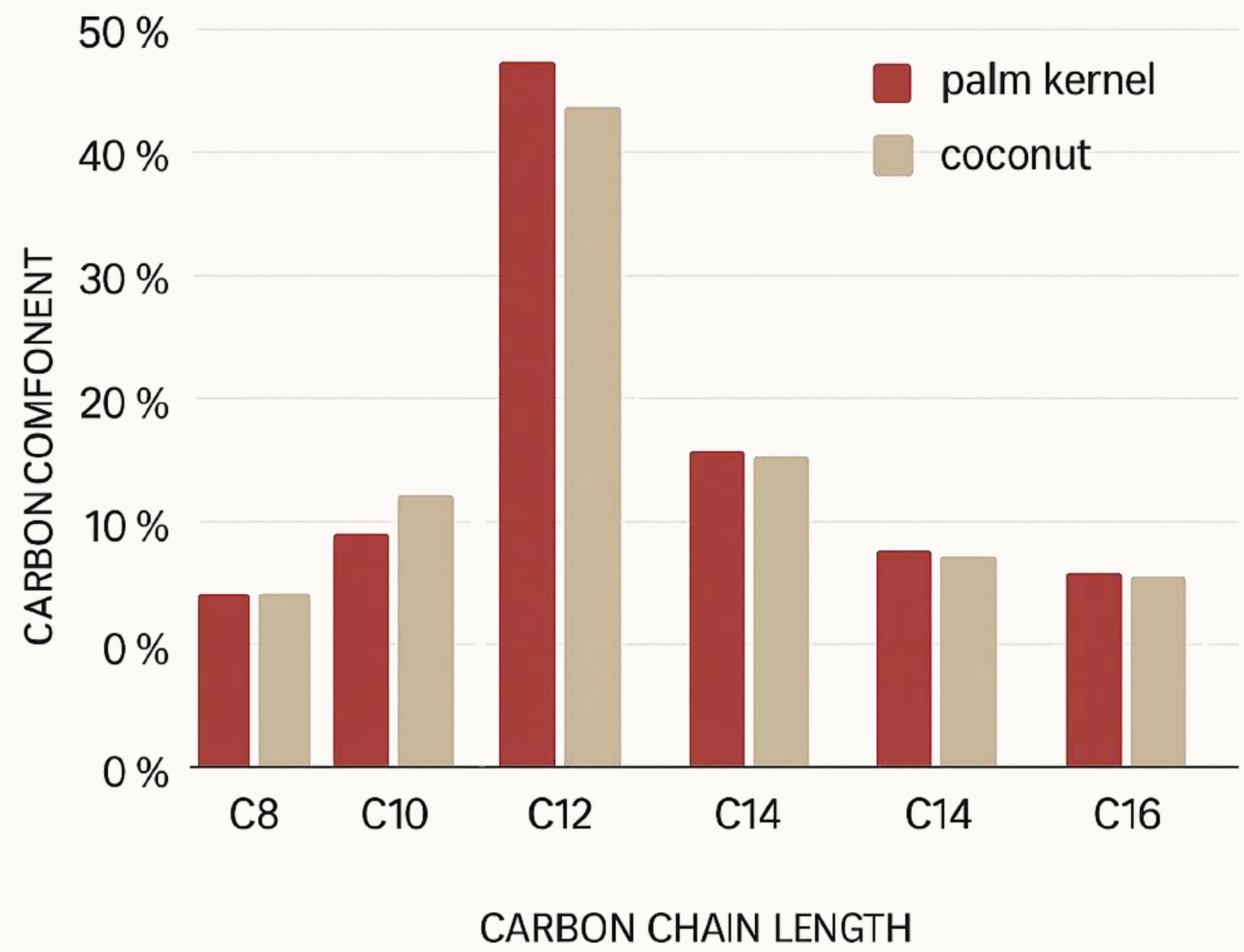
MAJOR VEGETABLE OIL PRICES on 28-05-2025

CPO (CRTT)-CIF ROTTERDAM USD/MT	AFLOAT 2025 - - -	MAY 25 +1147.50 LAST 1147.50 - - -	JUN 25 1 1055.00 1105.00 1	JUL 25 1 1055.00 1095.00 1	AUG 25 +1075.00 LAST 1075.00 1 1055.00 1095.00 1
RBDPO CIF ROTTERDAM USD/MT	MAY25 - - -	JUN 25 - - 1067.50 1	JUL 25 - - 1067.50 1	AUG 25 - - -	SEP 25 - - -
RBDPST - CIF ROTTERDAM USD/MT	MAY25 - - -	JUN 25 - - 1035.00 1	JUL 25 - - 1035.00 1	AUG 25 - - -	SEP 25 - - -
CPKO (CRTT)- CIF ROTTERDAM USD/MT	APRIL/MAY 25 +1932.50 LAST 1932.50 - - -	MAY/JUNE 25 +1922.50 LAST 1922.50 - - -	JUN/JUL 25 +1810.00 LAST 1810.00 1 1735.00 1825.00 1	JUL/AUG 25 +1850.00 LAST 1850.00 - - 1825.00 1	AUG/SEP 25 +1850.00 LAST 1850.00 - - 1825.00 1
RBD PKO (MB-INDO) CIF ROTTERDAM USD/MT	MAY 25 - - -	JUN 25 - - 1975.00 1	JUL 25 - - 1967.50 1	JAS 25 - - 1967.50 1	AUG 25 - - 1970.00 1
RBD PKO MAL/INDO - CIF ROTTERDAM USD/MT	MAY 25 +2017.50 LAST 2017.50 - - -	JUN 25 - - 1855.00 1	JUL 25 - - 1847.50 1	JAS 25 - - 1847.50 1	AUG 25 - - 1850.00 1
CNO PHIL/INDO CIF ROTTERDAM USD/MT	APRIL/MAY 25 +2362.50 LAST 2362.50 - - -	MAY/JUNE 25 +2350.00 LAST 2350.00 - - -	JUNE/JULY 25 +2460.00 LAST 2460.00 - - 2785.00 1	JUL/AUG 25 - - 2720.00 1	AUG/SEP 25 - - 2640.00 1
CNO(PHIL) - CIF ROTTERDAM USD/MT	APRIL/MAY 25 +1925.00 LAST 1925.00 - - -	MAY/JUNE 25 +1925.00 LAST 1925.00 - - 2780.00 1	JUNE/JULY 25 - - 2770.00 1	JUL/AUG 25 - - 2760.00 1	AUG/SEP 25 - - 2750.00 1
CDSBO EX EU EUR/MT	MAY 25 - - -	JUN 25 - - -	JUL 25 - - 1085.00 1	AUG 25 - - 1070.00 1	SEP 25 - - 1060.00 1
CRSO FOB DUTCH MILL / EU EUR/MT	MAY 25 +1080.00 LAST 1080.00 - - -	JUN 25 +1085.00 LAST 1085.00 1 1065.00 1098.00 1	JUL 25 +1060.00 LAST 1060.00 1 1058.00 1065.00 1	ASO 25 +1002.50 LAST 1002.50 1 1000.00 1005.00 1	NDJ 25-26 +1009.00 LAST 1009.00 1 1000.00 1009.00 1
CSFO EXT 6P USD/MT	MAY 25 +601.25 LAST 601.25 - - -	JUN 25 +1215.00 LAST 1215.00 - - 1212.50 1	JUL 25 +1203.75 LAST 1203.75 1 1200.00 1207.50 1	AUG 25 - - -	SEP 25 - - -
CNO(PHIL)-MOAH <2-CIF R'DAM USD/MT	APRIL/MAY 25 - - -	MAY/JUNE 25 - - 2860.00 1	JUNE/JULY 25 - - 2860.00 1	JUL/AUG 25 - - 2840.00 1	AUG/SEP 25 - - 2840.00 1

GOING DEEPER: THE CARBON CORE OF FATTY ALCOHOLS

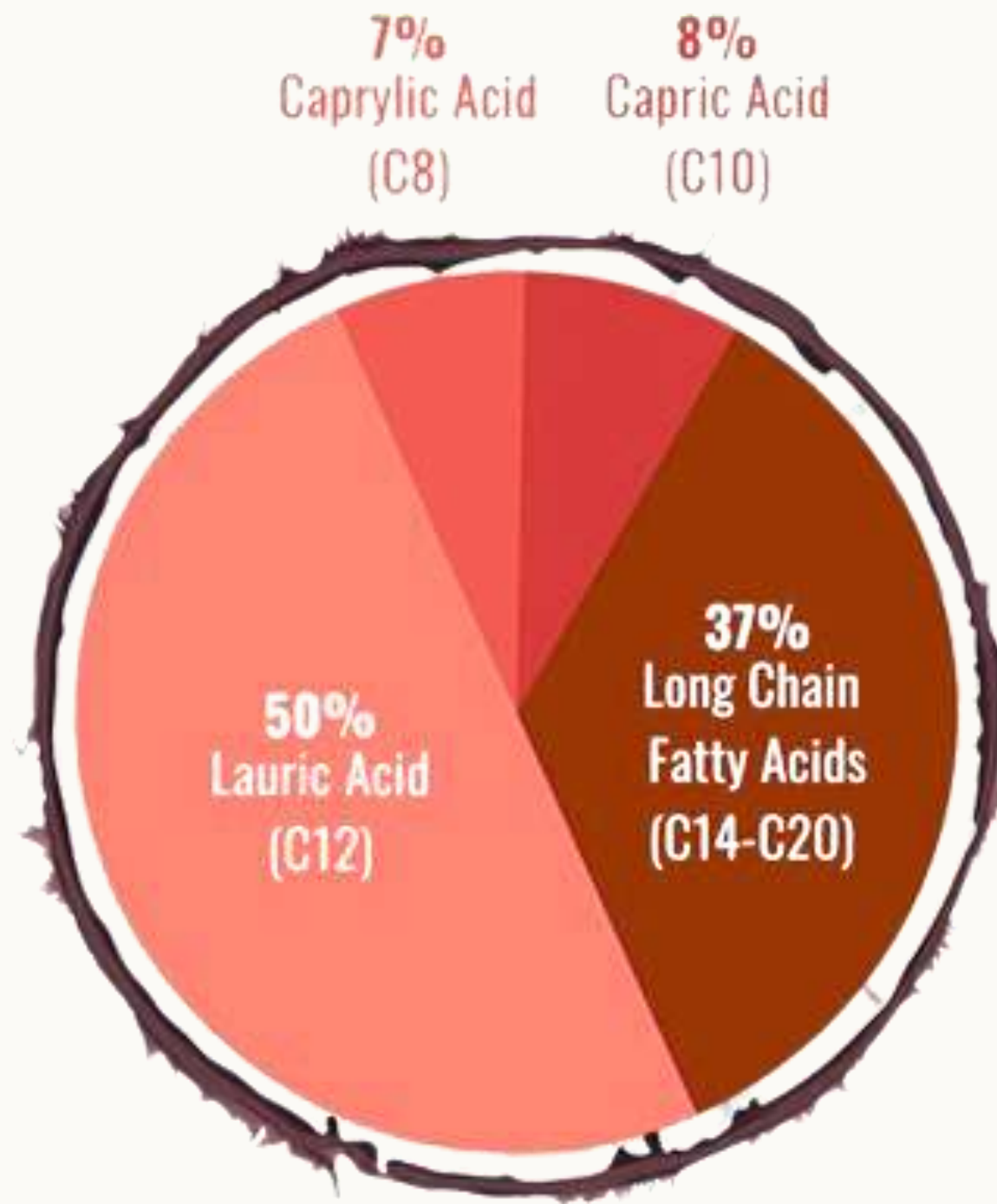
LET'S EXPLORE HOW CHAIN LENGTHS SHAPE
FUNCTIONALITY AND MARKET VALUE.

CARBON COMPONENT

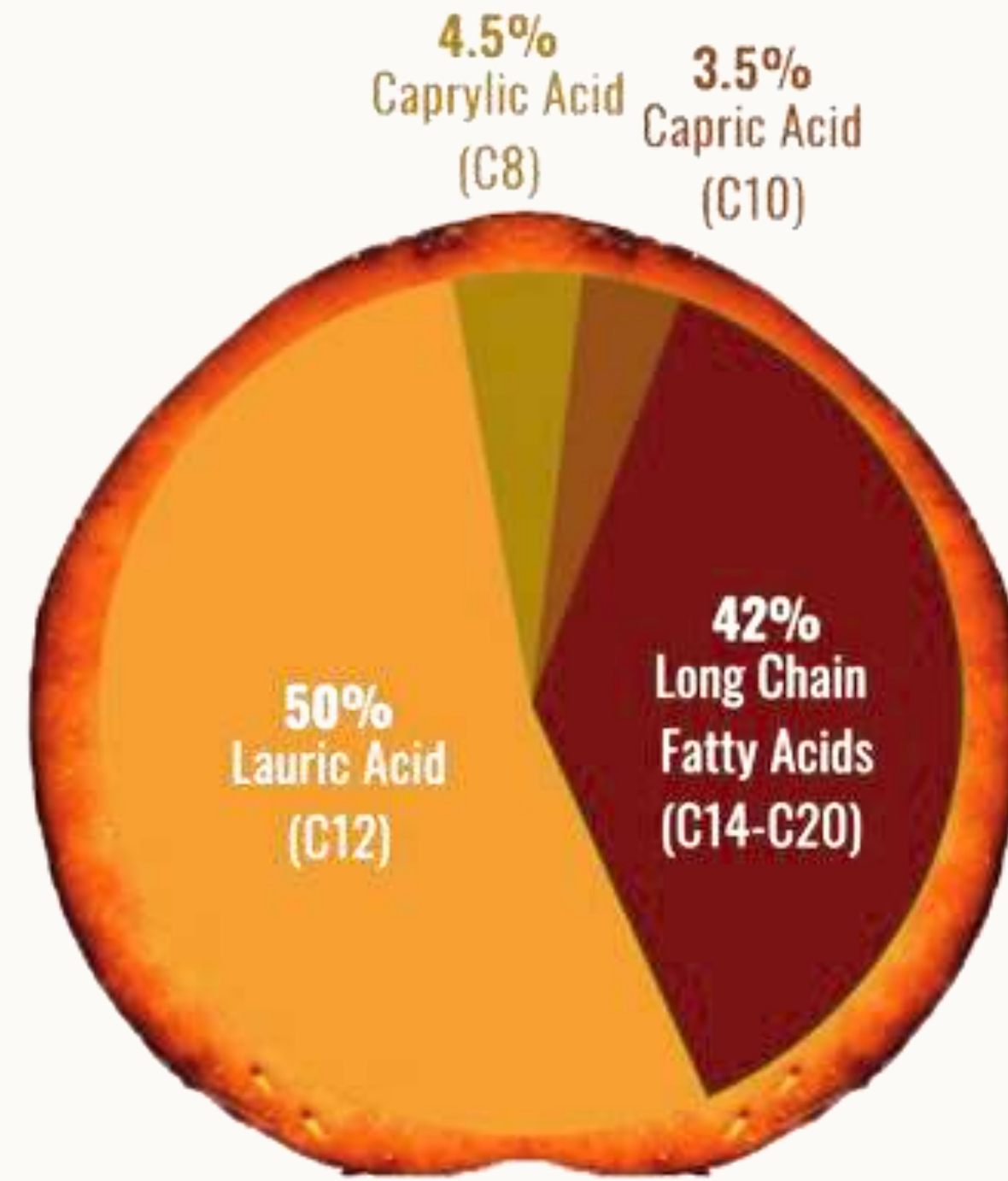


FATTY ACID COMPOSITION

*Totals averaged

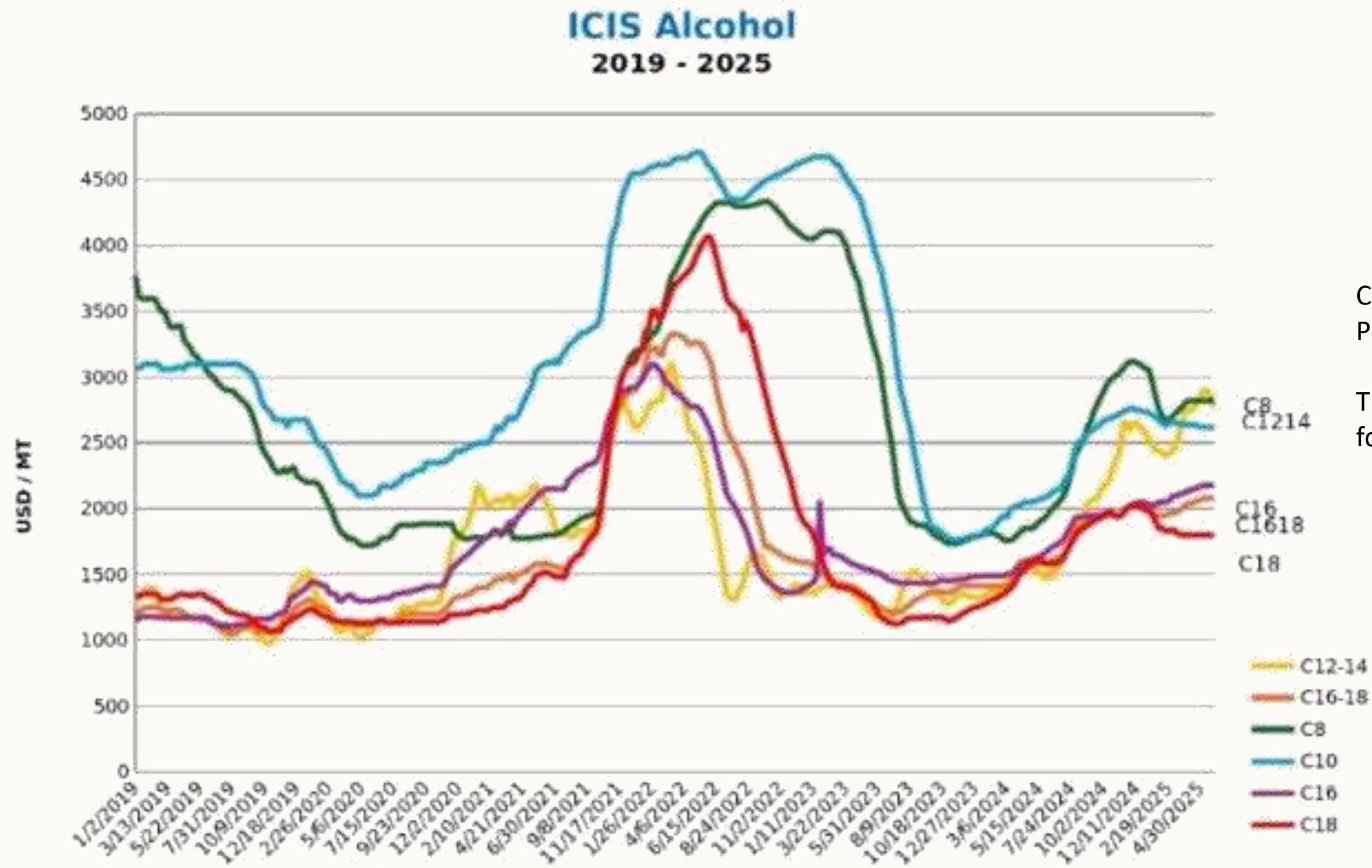


COCONUT OIL



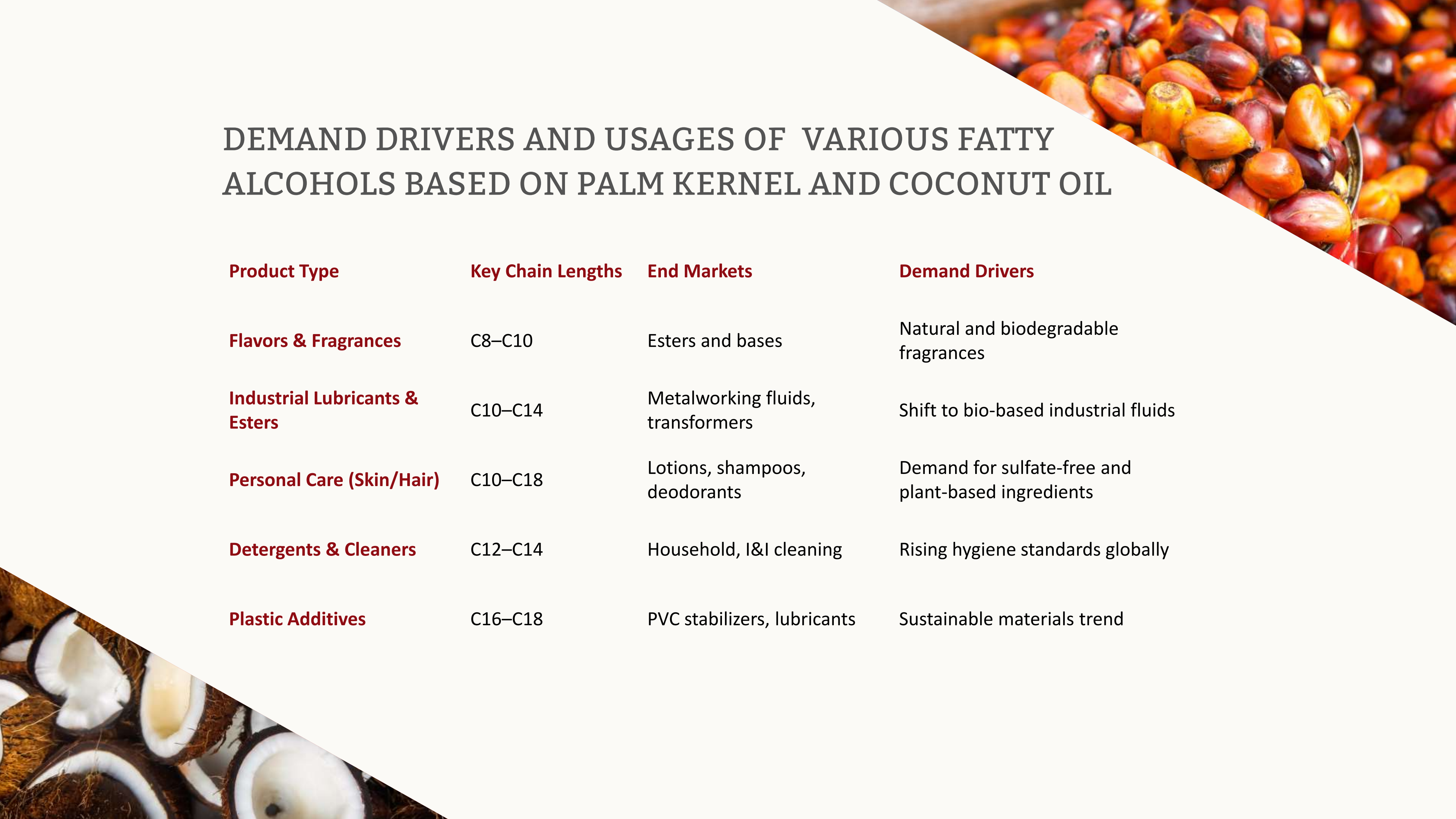
PALM KERNEL OIL

CARBON CHAIN VALUES OVER TIME FOB PHIL



CNO = 65% C8-C12-C14 chains
PKO = 58% C8-C12-C14 chains

The real value is in the shorter forms to capture 7% yield!



DEMAND DRIVERS AND USAGES OF VARIOUS FATTY ALCOHOLS BASED ON PALM KERNEL AND COCONUT OIL

Product Type	Key Chain Lengths	End Markets	Demand Drivers
Flavors & Fragrances	C8–C10	Esters and bases	Natural and biodegradable fragrances
Industrial Lubricants & Esters	C10–C14	Metalworking fluids, transformers	Shift to bio-based industrial fluids
Personal Care (Skin/Hair)	C10–C18	Lotions, shampoos, deodorants	Demand for sulfate-free and plant-based ingredients
Detergents & Cleaners	C12–C14	Household, I&I cleaning	Rising hygiene standards globally
Plastic Additives	C16–C18	PVC stabilizers, lubricants	Sustainable materials trend



DIFFERENCES BETWEEN COCONUT & PALM KERNEL-BASED FATTY ALCOHOLS

Aspect	Coconut Oil (CNO)	Palm Kernel Oil (PKO)
Feedstock Origin	Derived from coconut fruit (Philippines and Indonesia)	Derived from palm kernel (Malaysia and Indonesia)
Fatty Acid Profile	Higher in short-chain fatty acids (C8–C10)	Higher in medium-chain fatty acids (C12–C14)
Price Volatility	More volatile due to limited production regions	More stable due to larger production volumes
Sustainability	Considered greener due to smaller-scale farming practices	Concerns related to deforestation and land use
Functional Differences	Preferred in applications requiring higher C8–C10 content	Preferred in applications requiring higher C12–C14 content

TRADE DYNAMICS & PRICE DIFFERENTIALS



PKO vs. CNO Price Gap

- PKO-based fatty alcohols ~15–25% cheaper
- Cost-efficient for local processing



Philippine Trade Strategy

- **Import:** PKO-based alcohols for domestic use
- **Export:** CNO-based alcohols to premium markets



Location Advantage

- CNO production: Southern Philippines
- Demand hub Metro Manila
- Efficient domestic flow + export potential



Tariff Advantage

US Import Duties:

- MY Malaysia → 24%
- PH Philippines → 17%
- But this can change any day. We need to be ready as an industry, not as individuals



Market Gaps

- Manual quotes, broker opacity
- No live price curves or trade visibility
- Missed margins due to inefficiency





GREEN DEMAND MEETS STRATEGIC SUPPLY

Eco-Trends Rise with Urban Wealth

Rapid urbanization, growing incomes, and rising demand for eco-friendly products.

Traceability & Transparency

Tracking products, embracing the deforestation discussion, and sharing emissions data are key strategies.

Bio-Based Solutions on the Rise

Steady growth in green solvents, bioplastics, lubricants, and bio-based pharma ingredients.

Digital Transformation

Improved traceability, operational efficiency, and data-driven innovation.

Sustainable Fatty Alcohols

Palm-based fatty alcohols are biodegradable and meet eco-conscious demand.

Malaysia's Green Leadership

Malaysia leads in sustainability certifications, integration, and regulation. They produce almost 100% certified MSPO and RSPO

Coconut's Green Gap

Consumers favor coconut, but it lacks strong, recognized certification.

PH Strategic Production Hub

The Philippines plays a crucial role in global supply chains.



Certifications like RSPO or MSPO play in securing international business?

They serve as a trust mechanism and are often a prerequisite for market access in key regions like the EU and North America.



Palm and coconut fatty alcohol producers: competitors or collaborators?

Both. They compete in certain markets but can collaborate on sustainability, traceability, and regional promotion.



Can innovations boost the competitiveness of coconut-based fatty alcohols?

Biotech-driven processing, precision farming, value-added derivatives, and digital farm-to-factory traceability.

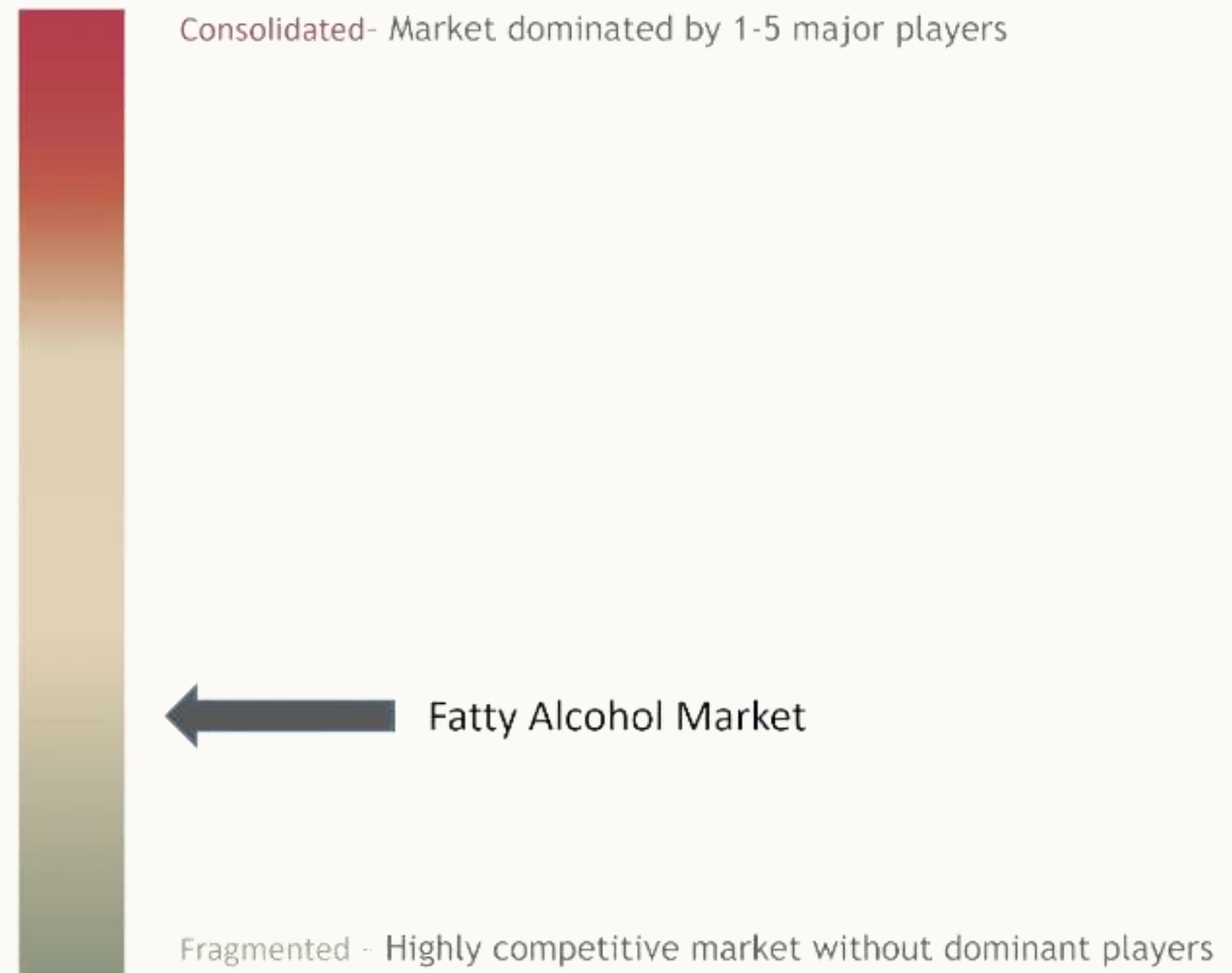
INNOVATION AND SUSTAINABILITY DRIVE FUTURE SUCCESS

Success in the fatty alcohol industry increasingly depends on companies' ability to align with sustainability trends and develop innovative product solutions.

Market leaders are investing in green chemistry initiatives and bio-based raw material sourcing to address growing environmental concerns and regulatory pressures.

The development of specialized grades for high-value applications in personal care and pharmaceuticals represents a key differentiation strategy, while operational efficiency and supply chain optimization remain crucial for maintaining competitive cost structures.

Market Concentration



Source: Mordor Intelligence

THE PHILIPPINE / MALAYSIA OPPORTUNITY

CNO = Premium Product

- 100% traceable supply chain
- No deforestation — meets EU & US import standards
- Higher margins in sustainable markets

Dual Market Strategy

- Import: Cheaper PKO-based fatty alcohols for domestic use
- Export: High-value, certified CNO-based alcohols to premium buyers

Strategic Location

- Near major demand centers
- Access to export routes for EU & US markets
- Local production + trade visibility = logistical efficiency

Why Now?

- Trade liberalization, tariff advantage, and ESG demand
- Shift toward digital commodity trading
- Opportunity for the Philippines to lead in fatty alcohol trade

THE SUPPLY CHAIN TODAY – INEFFICIENCIES

LOCAL FOCUS ON GLOBAL DEMAND

Priorities are set at country level, while as ASEAN we could do more together in terms of global export flows

SHARED CARGO FLEXIBILITY IS MISSING

Malaysia and Philippines could cooperate better to optimize import duties and vessel utilization (import POL, export CNO)

PRICE OPTIMIZATION NOT IN PLACE

Philippines origin is a super premium product and show 100% go into exports with a CIF Rotterdam spread of \$1,000 today!

LACK OF CERTIFICATION ALIGNMENT

Lauric oils should follow the example from palm oil (Malaysia lead) and focus on certifications

THE CHANGE IN TRADE REQUIREMENTS

LACK OF MARKET TRANSPARENCY

No live price curves for fatty alcohols (PKO/CNO).

Limited access to reliable forward data

MANUAL PROCESSES STILL DOMINATE

Quotes negotiated via WhatsApp, email, calls

No central system for price benchmarking or deal logging

MINIMAL TRACEABILITY AND AUDIT TRAILS

No tree-to-tank tracking / compliance documentation

Difficult to prove sustainability claims to buyers

INEFFICIENT EXECUTION

Deals often rely on intermediaries

Risk of mismatches, delays, and margin loss



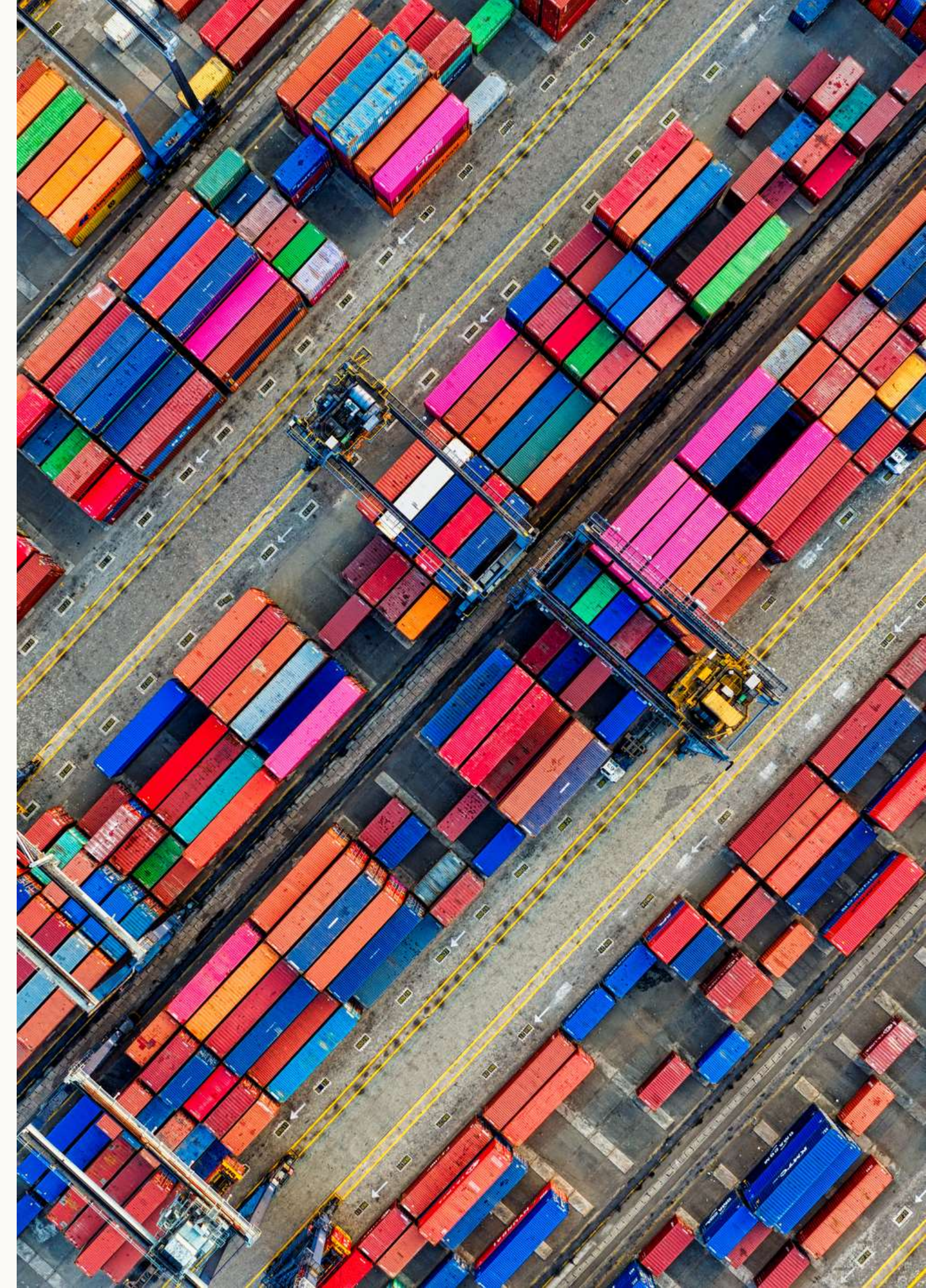
The Smart Dual Strategy

- ▼ Import:
 - Low-cost PKO-based fatty alcohols
 - Used in domestic production to stay cost-competitive
- ▲ Export:
 - High-value, certified CNO-based fatty alcohols
 - Target ESG-conscious markets (EU, US)



Why This Works

- Natural production advantage (CNO traceability, deforestation-free)
- Tariff edge vs. Malaysia (17% vs. 24%)
- Close to demand hubs in Asia
- Ready-to-digitize market = unlock value faster



Imagine a Platform That Offers...



Make trade easy

- 1 Live Market Prices
- 2 Price Matching & Deal Execution
- 3 Pre-Trade Risk Controls
- 4 End-to-End Traceability
- 5 White-Label Ready for Users

Local Commodity Markets

on 30.05.2025

AGRIHUB

PHILIPPINE - AGRI-TECH

Quotes

Negotiations

My Indications

Order Book

Futures

Tenders

Risk Analysis

Horizontal View

Filter

+ Watchlist

POL-CNF MANILA USD / MT	JUNE 25 - - Order 990.00 1	JULY 25 - - Order 990.00 1	AUG 25 - - Order 995.00 1	SEP 25 1 982.50 Order 995.00 1	OCT 25 - - Order 995.00
RPO-CNF MANILA USD / MT	JUNE 25 - - Order 985.00 1	JULY 25 1 980.00 Order 985.00 1	AUG 25 1 980.00 Order 990.00 1	SEP 25 1 987.50 Order 990.00 1	OCT 25 1 987.50 Order 990.00
CNO-LOCAL-DEL BULACAN PHP / MT	JUNE 25 1 14300.00 Order 14800.00 1	JULY 25 1 14300.00 Order 14850.00 1	AUG 25 1 14350.00 Order 14900.00 1	SEP 25 1 14400.00 Order 14900.00 1	OCT 25 1 14400.00 Order 14900.00
CNO-LOCAL-DEL BULACAN-USD USD / MT	JUNE 25 1 2650.00 Order 2660.00 1	JULY 25 1 2650.00 Order 2662.50 1	AUG 25 1 2650.00 Order 2665.00 1	SEP 25 1 2652.50 Order 2670.00 1	OCT 25 1 2655.00 Order 2675.00
COPRA CAKE - DEL BULACAN PHP / MT	MAY 25 1 13000.00 Order 13500.00 1	JUN 25 1 13000.00 Order 13500.00 1	JUL 25 1 13300.00 Order 13500.00 1	AUG 25 1 13300.00 Order 13500.00 1	SEP 25 1 13400.00 Order 13550.00
COPRA CAKE - DEL BULACAN - USD USD / MT	MAY 25 1 238.00 Order 243.00 1	JUN 25 1 240.00 Order 245.00 1	JUL 25 1 240.00 Order 245.00 1	AUG 25 1 241.00 Order 246.00 1	SEP 25 1 241.00 Order 246.00
PALM KERNEL MEAL - DEL BULACAN PHP / MT	MAY 25 1 14000.00 Order 14500.00 1	JUN 25 1 14000.00 Order 14500.00 1	JUL 25 1 14000.00 Order 14500.00 1	AUG 25 1 14000.00 Order 14550.00 1	SEP 25 1 14050.00 Order 14600.00
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CFAD-LOCAL-DEL BULACAN PHP / MT	JUNE 25 1 10250.00 Order 10350.00 1	JULY 25 1 10250.00 Order 10400.00 1	AUG 25 1 10250.00 Order 10500.00 1	SEP 25 1 10300.00 Order 10750.00 1	OCT 25 - - Order 10800.00
CNO-ACID OIL-FOB MANILA USD / MT	JUN 25 1 1702.50 Order 1710.00 1	JUL 25 1 1705.00 Order 1715.00 1	AUG 25 1 1707.50 Order 1720.00 1	SEP 25 - - Order 1725.00 1	OCT 25 - - Order 1730.00

**What can we
do for you?**





Make trade easy

www.everyone.uses.pt

THANK YOU



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info@paper-trader.com



<https://www.paper-trader.com>