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Liberalization (EVSL) on the Oilseed and Oilseed
Products Sector**

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The Effects of the APEC Early Voluntary Sectoral Liberalization (EVSL) on the Oilseeds and Oilseed Products Sector

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During the Fifth APEC Economic Leaders' Meeting (AELM) in Canada during November 1997, the APEC leaders endorsed the early voluntary sectoral liberalization (EVSL) of fifteen sectors. These were: environmental goods, services, toys and fish products, forest products, gems and jewelry, oilseeds and oilseed products, chemicals, telecommunications, mutual recognition arrangement, energy sector, food sector, natural and synthetic fibers, autos, medical equipment and instruments and civil aircraft.

Of these 15 sectors, APEC leaders have instructed their respective Trade Ministers to finalize the EVSL program for 9 sectors with the goal of implementation starting in 1999. Oilseeds and oilseed products are one of the remaining six sectors that have to be finalized for the EVSL program. The oilseeds and oilseed product sectors will be assessed and reviewed by the Trade Ministers of APEC in June 1998. Their findings will then be submitted for consideration by the Leaders in the AELM scheduled in November 1998 in Malaysia.

This paper focuses on the oilseeds and oilseed products sector proposed for the EVSL. The proposal was that all tariffs, non-tariff barriers (NTBs), export quotas and other trade distorting measures would be phased-out by 2002 and bound in World Trade Organization (WTO) schedules.

The primary objective of this paper is to define the position and strategy for the EVSL of the country's oilseeds and oilseed products' sector. The paper is divided into three sections. The first section provides background of the oilseeds and oilseed products sector. The second section focuses on the likely impact of the EVSL on the sector. Finally, the last section presents the results and recommendations from a consultation conducted with representatives of the oilseeds, and oilseed products producers and their users, government agencies and experts from the academe. The paper also draws from secondary sources.

Industry Background and Performance

The Philippine oilseed and oilseed products sector can be subdivided into three subsectors. These three subsectors are:

- a) Oilseeds

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- b) Seed Oils
- c) Other Oilseed Products

Significance to the Economy

The primary oilseed that the country produces is coconut (copra). The coconut industry is composed of small, widely dispersed farm holdings. According to the 1991 Census of Agriculture, there were around 2.74 million farms, averaging 1.1 hectares each. Approximately 3.4 million households, or about 17 million Filipinos are dependent on coconut production for their livelihood. In 1997, coconut production (including copra) contributed 1.2 percent to the country's total Gross Domestic Product and 5.9 percent to the Gross Value Added in the agriculture sector.

Table 1. Performance indicators for production of crude coconut oil, including cake & meal*, 1991-1995.

Coconut Oil	1991	1992	1993	1994	1995	Average % Growth
Number of Establishments	36	49	47	40	40	4
Ave. Total Employment	2,702	2,821	2,926	2,980	3,244	5
Ave. Employment per Establishment	75	58	62	75	81	3
Capital Expenditures during the year (P1,000)	194,868	79,603	139,919	551,850	1,100,498	103
Census Value Added (P1,000)	1,033,593	1,984,442	2,518,385	3,096,600	5,523,099	55
Census Value Added per Worker (P1,000)	383	703	861	1,039	1,703	48

*Note: * Average Total Employment of 10 or more.*

Source: Annual Survey of Establishments, 1991-1995, National Statistics Office

For firms involved in the manufacture of crude coconut oil (including cake and meal), total number of establishments grew by an average growth rate of 4 percent from 1991-1995 (Table 1). According to Table 1, employment increased by 5 percent. Sharp increases were registered in capital expenditures by an average of 103 percent, value added by an average of 55 percent and labor productivity (measured by census value added per worker) by an average of 48 percent.

Table 2. Performance indicators for the manufacture of vegetables & animal oils and fats*, 1991-1995.

Vegetable and animal Oils and Fats	1991	1992	1993	1994	1995	Average % Growth
Number of Establishments	42	47	42	44	43	1
Ave. Total Employment	3,065	3,263	3,944	3,941	3,322	3
Ave. Employment per Establishment	73	69	94	90	77	3
Capital Expenditures during the year (P1,000)	76,696	245,860	133,471	93,143	61,785	28
Census Value Added (P1,000)	1,027,811	1,240,560	976,669	1,511,303	1,355,124	11
Census Value Added per Worker (P1,000)	335	380	248	383	408	10

Note: * Average Total Employment of 10 or more.

Source: Annual Survey of Establishments, 1991-1995, National Statistics Office

For firms involved in the manufacture of vegetable and animal oils and fats, total number of establishments grew by an average growth rate of only 1 percent from 1991-1995 (Table 2). Employment increased by 5 percent. Although an average increase of 28 percent was registered in capital expenditures for the period, in 1995 the lowest level of capital expenditures was recorded. Value added and labor productivity grew by 11 percent and 10 percent, respectively.

Domestic Production

Oilseeds

Total oil seed production for CY (crop year) 1996-1997 reached 2.20 million metric tons (Mt.) of which copra accounted for 97 percent of total oilseed production. The volatility in coconut production has led to the erratic performance in the country's oilseed production. Over the period of CY 1993-1997, copra production reached its peak in CY 1994-1995 with 2.5 million Mt. However, in the following year it dropped to its lowest level with 1.73 million Mt.

Table 3. Oilseed production ('000 Mt), Philippines, 1993-1997.

OILSEEDS	93/94	94/95	95/96	96/97
Soybeans	4	5	5	5
Cottonseed	19	20	19	17
Groundnuts	24	26	23	25
Palm kernels	17	18	19	19
Copra (a)	1,930	2,500	1,725	2,130
Castorseed	7	7	7	7
TOTAL	2,001	2,575	1,797	2,202

(a) Production: only copra as such (i.e. other uses of coconut not included).

*Area usually refers to total mature area.
Source: Oil World Annual 1998*

Area

Oilseeds

Total area planted to oilseeds for CY 1996-1997 reached 2.42 million hectares (ha). Areas planted to copra accounted for 96 percent of total oilseed areas. Over the period 1993-1997, total area planted to copra has remained relatively static. Mindanao accounts for 68 percent of national output with Luzon and the Visayas accounting for 20 percent and 12 percent, respectively for the rest.

Among other oilseed areas, only areas planted to palm kernel have steadily increased at an average annual growth rate of 5.9 percent while the other oilseed areas have remained relatively static.

Table 4. Oilseed areas ('000 Ha.), Philippines, 1993-1997.

Oilseeds	93/94	94/95	95/96	96/97
Soybeans	4	3	3	3
Cottonseed	24	25	21	20
Groundnuts	45	47	45	45
Palm kernels	16	17	18	19
Copra (a)	2,370	2,350	2,300	2,320
Castorseed	9	9	9	9
TOTAL	2,467	2,452	2,396	2,416

(a) *Production: only copra as such (i.e. other uses of coconut not included).*
Area usually refers to total mature area.

Source: Oil World Annual 1998

Table 5. Oilseed yield (Mt/Ha.), Philippines, 1993-1997.

Oilseeds	93/94	94/95	95/96	96/97
Soybeans	1.23	1.35	1.35	1.35
Cottonseed	0.79	0.80	0.90	0.85
Groundnuts	0.53	0.54	0.51	0.54
Palm kernels	1.04	1.06	1.04	1.00
Copra (a)	0.81	1.06	0.75	0.92
Castorseed	0.78	0.78	0.78	0.78
TOTAL	0.81	1.05	0.75	0.91

(a) *Production: only copra as such (i.e. other uses of coconut not included).*
Area usually refers to total mature area.

Source: Oil World Annual 1998

Domestic Production

Oils and Fats

Total key seed oil production in 1997 was 1.46 million Mt. with coconut oil production accounting for the largest share with 93 percent or 1.36 million Mt.

Palm oil production, a distant second, reached 70,000 Mt. in 1997 as compared to only 55,000 Mt. in 1993, an increase of 27 percent.

Table 6. Oil & fats production ('000 Mt), Philippines, 1993-1997.

Oils & fats	1993	1994	1995	1996	1997
Soybean Oil	11.1	17.1	20.5	28.8	21.1
Palm Oil	55.0	61.0	65.0	67.0	70.0
Palm Kernel	6.5	7.3	7.7	8.1	8.3
Oil					
Coconut Oil	1,248.3	1,196.6	1,582.3	1,090.1	1,359.6
TOTAL	1,320.8	1,282.0	1,675.5	1,194.0	1,459.0

Source: *Oil World Annual 1998*

Domestic Production

Other Oilseed Products

In 1997, total domestic oil meal production reached 888,000 Mt., with copra meal production accounting for 87 percent of total oil meal production, or 771,000 Mt.

Soybean meal production increased sharply from 55,300 Mt. in 1993 to 106,600 Mt. in 1996, an increase of 93 percent.

Table 7. Oilmeals production ('000 Mt), Philippines, 1993-1997.

Oilmeals	1993	1994	1995	1996	1997
Soybean Meal	55.3	85.4	102.7	144.1	106.6
Palm Kernel Meal	8.3	9.2	9.8	10.4	10.5
Copra Meal	707.7	678.4	897.0	618.0	770.8
TOTAL	771.2	773.1	1,009.5	772.5	887.9

Source: *Oil World Annual 1998*

Foreign Trade

Export Performance

In 1997, the country generated US\$729 million in export revenues from the export of oilseed products. Total oilseed product exports represented 2.9 percent of total export revenues. In 1997, the top three exports of oilseed products in terms of volume were coconut oil (crude and refined), copra cake/meal accounting for nearly 100 percent of total exports of oilseed products. Coconut oil, both crude and refined accounted for 65.11 percent of total oilseed product exports; followed by copra meal at 34.42 percent.

Table 8. Philippine exports & imports of oilseeds & oilseed products, 1993-1997.

YEAR	Exports		Imports	
	FOB VALUE (US \$)	% SHARE TO TOTAL EXPORTS	CIF VALUE (US \$)	% SHARE TO TOTAL IMPORTS
1993	411,463,909	3.67	264,692,824	1.41
1994	538,103,006	4.05	218,913,493	0.97
1995	907,027,569	5.28	261,738,432	0.92
1996	628,827,250	3.12	216,954,607	0.63
1997	728,889,234	2.89	321,234,209	0.89

Source: Philippine Foreign Trade Statistics, 1993-1997, National Statistics Office

The Philippines is the largest exporter of coconut oil in the world, followed by Indonesia. Philippine coconut oil exports have registered significant fluctuations over the past five years. In contrast, Indonesia's export of coconut oil rose sharply from 258 Mt. in 1993 to 600 Mt. in 1997, an increase of 133 percent. It should also be noted that palm oil exports account for over 40 percent of world exports of seed oils and fats. This represents almost 70 percent of world palm oil production. Soybean oil and sunflower oil were ranked second and third, respectively. In 1997, coconut oil accounted for only 7 percent of world oils exports.

Although the Philippines is the largest exporter of copra meal in the world, soybean meal exports account for more than 60 percent of the world's oil meal exports. This is equivalent to almost one third of world soybean meal production. Copra meal exports account for only 2 percent of total world oil meal exports.

Export Markets

In 1997, 53 percent of the country's crude coconut oil exports were exported to APEC economies. The United States, Indonesia and Malaysia were the top three largest markets for Philippine crude coconut oil. Exports of crude coconut oil to APEC economies over the period 1993-1997 have fluctuated significantly. Seventy-seven percent of the country's refined coconut oil exports were exported to APEC economies. In 1997, the United States and Canada were the top two largest markets, respectively. Finally, only 31 percent of our country's copra meal exports were exported to APEC

economies. The largest export markets in the APEC for our copra meal were Malaysia and South Korea, respectively.

Imports

In 1997, Philippine imports of oilseed products amounted to US\$321 million. It represented about 1 percent of total import costs. In terms of import volumes, the top five imports were soybean meal, soybeans, refined soybean oil, canola (rape/colza) oilcake, and refined palm oil, accounting for about 97 percent of total imports of oilseeds and oilseed products. Soybean meal accounted for 80.43 percent; followed by soybeans at 10.7 percent, refined soybean oil at 2.2 percent, canola oilcake at 1.98 percent and refined palm oil at 1.65 percent, respectively.

Source of Imports

In 1997, the country imported 50 percent of its soybean meal from APEC economies, with the United States supplying 98 percent of the total. APEC supplied 43 percent of the country's total soybean import requirements in 1997. The United States and Canada supplied 88 percent and 9 percent, respectively. There has been significant volatility in the country's imports of soybean meal from 1993 to 1997. Soybean meal is an important feed ingredient for both poultry and livestock feeds.

In 1997, APEC economies supplied nearly 100 percent of our refined soybean oil requirements. Malaysia and Singapore supplied 79 percent and 19 percent, respectively our requirements. From 1993 to 1997, Philippine imports of refined soybean oil increased sharply by 81 percent.

Over the past two years, APEC supplied 100 percent of our canola oil cake requirements in 1997. Canada supplied 98 percent of the country's requirements. Our canola meal imports rose dramatically by over 3,000 percent from 1993 to 1997.

Finally, from 1993-1997 APEC economies supplied nearly or 100 percent of our refined palm oil requirements. Over the same period, Malaysia supplied an annual average of 87 percent of the country's refined palm oil requirements. The country's palm oil imports rose by 503 percent from 1993 to 1997.

Table 9. Distribution of Philippine exports of oilseeds & other products by volume (percentage share), 1993-1997

PRODUCTS	1993	1994	1995	1996	1997
OILSEEDS					
Copra	2.87	1.64	1.58	0.24	0.42
Palm Nuts and Kernels	Na	na	0.02	0.01	na
Cotton Seeds	Na	0.15 t	0.1	0.06	0.04
Castor Oil Seeds	0.06	0.00	na	0.00	na
Other Oilseeds	0.00	na	na	Na	na
OILS & FATS					
Soybean Oil, Refined	0.00	na	na	na	0.00
Palm Oil, Refined	na	0.00	na	na	na
Coconut Oil, Crude	78.87	48.44	53.22	47.33	52.70t
Coconut Oil, Refined	12.84	10.10	9.58	14.96	12.41
Castor Oil	0.17	0.04	0.02	0.01	0.01
Sesame Oil	0.00	Na	Na	Na	0.00
Other Fixed Veg. Fats & Oils	na	Na	0.00	Na	na
Hydrogenated Veg. Fats	na	Na	0.00	0.00	na
Other Animal/Veg. Fats	na	Na	Na	0.00	na
OTHER OILSEED PRODUCTS					
Margarine, exclgd. Liquid	0.01	0.01	0.01	0.00	0.00
Soybean Bran	na	Na	na	0.08	Na
Copra Oilcake	5.18	39.60	35.44	37.30t	34.42
Palm Kernel Oilcake	0.00	0.01	na	Na	na
TOTAL	100.00	100.00	100.00	100.00	100.00

Note: Zero percentage share means that a very small portion is accounted as per product.

Source: Foreign Trade Statistics, National Statistics Office

Table 10. Coconut oil: major world exporters (in metric tons).

EXPORTING COUNTRY	1993	1994	1995	1996	1997
Philippines	1,014	871	1,332	830	1,078
Indonesia	258	393	170	379	600
Papua/N. Guinea	33	28	27	50	52
Malaysia	57	60	60	35	32
Singapore	35	27	26	17	21
Ivory Coast	21	18	17	15	18
Other Countries	60	77	82	64	78
TOTAL	1,478	1,474	1,714	1,389	1,877

Source: Oil World Annual 1998.

Table 11. Copra meal: major world exporters.

EXPORTING COUNTRY	1993	1994	1995	1996	1997
Philippines	535	586	790	493	544
Indonesia	321	367	300	314	377
Papua/N. Guinea	9	14	8	8	8
Other Countries	52	53	37	45	50
TOTAL	917	1,020	1,135	859	978

Source: Oil World Annual 1998

Table 12. Growth rates of Philippine exports of oilseeds & other products by volume (in percentage change), 1993-1997.

PRODUCTS	1993-1994	1994-1995	1995-1996	1996-1997
OILSEEDS				
Copra	-11.4	41.8	-90.8	126.4
Palm Nuts and Kernels	na	na	-62.5	Na
Cotton Seeds	na	23.4	-70.1	-23.4
Castor Oil Seeds	-97.2	na	Na	Na
Other Oilseeds & Oleaginous Fruits	na	na	Na	Na
OILS AND FATS				
Soybean Oil, Refined	na	na	Na	Na
Palm Oil, Refined	na	na	Na	Na
Coconut Oil, Crude	-4.9	61.7	-47.0	45.2
Coconut Oil, Refined	21.7	39.7	-6.9	8.2
Castor Oil	-61.1	-46.3	-76.6	83.5
Tung Oil	Na	na	Na	na
Sesame Oil	Na	na	Na	na
Other Fixed Vegetable Fats and Oils	Na	na	Na	na
Wholly Hydrogenated Vegetable Fats & Oil	Na	na	-99.9	na
Other Animal or Vegetables Fats & Oil	Na	na	Na	-32.0
OTHER OILSEED PRODUCTS				
Soybean Flour Meal	Na	na	Na	na
Margarine, excluding Liquid Margarine	242.8	-0.2	-79.6	-48.6
Mustard flour and meal and prepared	Na	9.2	946.8	1.9
Coconut Oilcake and Other Residues	1084.1	31.7	-37.3	20.3
Palm Nuts/Kernel Oilcake	268.3	na	Na	na
TOTAL EXPORTS	54.8	47.2	-40.4	30.4

Source: Foreign Trade Statistics, National Statistics Office

Table 13. Distribution of Philippine imports of oilseeds and other products by volume (percentage share), 1993-1997.

PRODUCTS	1993	1994	1995	1996	1997
OILSEEDS					
Soybeans	6.82	16.10	8.47	20.96	10.68
Linseed	0.00	na	0.00	na	na
Rape or Colza Seeds	0.00	na	na	0.00	na
Sunflower Seeds	0.03	0.05	0.03	0.07	0.06
Palm Nuts and Kernels	na	na	0.03	na	0.00
Cotton Seeds	na	0.00	na	0.00	na
Sesame Seeds	0.03	0.06	0.06	0.11	0.08
Mustard Seeds	0.00	0.00	0.00	0.01	0.01
Safflower Seeds	0.04	0.05	0.02	0.09	0.03
Poppy Seeds	0.00	na	na	na	0.00
Other Oilseeds	na	0.00	0.00	0.02	0.00
OILS & FATS					
Soybean Oil, Crude	0.31	0.44	na	na	na
Soybean Oil, Refined	0.00	1.58	1.41	2.95	2.21
Palm Oil, Refined	0.31	1.94	0.31	3.66	1.65
Sunflower Oil, Refined	0.00	0.00	0.01	0.02	0.03
Cotton Oil, Refined	0.00	0.00	0.00	0.00	0.00
Coconut Oil, Refined	na	na	0.00	na	na
Palm Kernel Oil, Refined	0.00	0.00	0.00	na	0.05
Rape/Colza Oil, Refined	0.00	0.00	0.00	0.04	0.06
Linseed Oil, Crude	0.02	0.05	0.00	na	na
Linseed Oil, Refined	0.19	0.00	0.20	0.39	0.22
Corn Oil, Refined	0.10	0.14	0.12	0.21	0.18
Castor Oil	0.00	0.00	0.00	0.01	0.01
Tung Oil	0.01	0.01	0.02	0.01	0.01
Sesame Oil	0.00	0.02	0.03	0.05	0.04
Jajoba Oil	na	na	0.00	0.00	na
Other Fixed Veg. Fats/Oils	na	na	0.00	0.03	0.03
Vegetable Fats & Oils	0.00	0.01	0.01	0.05	0.07
Hydrogenated Veg. Fats	0.42	1.17	1.08	2.51	1.02
Other Veg. Fats & Oil	0.05	0.10	0.02	0.33	0.22
Animal or Veg. Fats & Oils	0.06	0.07	0.07	0.12	0.07
OTHER OILSEED PRODUCTS					
Soybean Flour Meals	0.00	0.01	0.01	0.04	0.02
Other Flours & Meals	na	0.00	0.00	0.00	0.01
Margarine, excldg. Liquid	0.00	0.01	0.02	0.07	0.03
Other Margarine's	0.03	0.02	0.01	0.09	0.07
Mustard Flour & Meal	0.00	0.01	0.01	0.01	0.01
Protein Concentrates	0.11	0.12	0.14	0.41	0.20
Soybean Oilcake	91.12	77.84	87.61	65.49	80.43
Cotton Oilcake	na	0.03	0.00	na	0.00
Rape/Colza Oilcake	0.07	0.02	na	1.73	1.98
Copra Oilcake	na	na	na	na	na
Palm Nuts/Kernel Oilcake	0.00	na	na	na	na
Other Oilcake & Residues	0.24	0.12	0.29	0.53	0.53
TOTAL	100.00	100.00	100.00	100.00	100.00

Note: Zero percentage share means that a very small portion is accounted as per product.

Source: Foreign Trade Statistics, National Statistics Office

Table 14. Growth rates of Philippine exports of oilseeds & other products by volume (in percentage change), 1993-1997.

PRODUCTS	1993- 1994	1994- 1995	1995-1996	1996-1997
OILSEEDS				
Soybeans	120.1	-35.9	58.6	-19.4
Sunflower Seeds	39.3	-16.4	36.4	21.9
Sesame Seeds	63.1	19.0	17.3	20.4
Mustard Seeds	-6.0	-1.5	104.6	30.1
Safflower Seeds	26.2	-50.4	179.1	-43.2
Other Oilseeds & Oleaginous Fruits	na	-31.1	468.0	-92.3
OILS AND FATS				
Soybean Flour Meal	343.5	8.1	79.6	-31.4
Other Flours & Meals	na	1851.0	-36.3	678.5
Soybean Oil, Crude	30.6	Na	na	na
Soybean Oil, Refined	85942.9	8.6	34.0	18.7
Palm Oil, Refined	475.2	-80.2	645.9	-28.9
Sunflower Seed, Refined	1389.7	397.8	-14.8	152.5
Cotton Seed Oil, Refined	178.5	106.2	-35.3	12.1
Palm Kernel Oil, Refined	2373.7	-96.7	na	na
Rape/Colza/Mustard Oil, Refined	94.5	1391.6	885.9	126.2
Linseed Oil, Crude	149.7	-95.7	na	na
Linseed Oil, Refined	-99.1	13173.6	24.5	-13.2
Corn Oil, Refined	27.6	6.6	11.3	36.0
Castor Oil	-10.8	-27.0	252.0	60.5
Tung Oil	-27.8	72.8	-44.6	7.1
Sesame Oil	3489.4	28.8	27.6	29.7
Jobba Oil	na	Na	-33.1	na
Other Fixed Vegetables Fats and Oil	na	Na	325.4	104.0
Vegetable Fats and Oil	178.9	23.4	177.4	98.9
Wholly Hydrogenated Vegetable Fats & Oil	157.0	12.6	48.7	-35.5
Animal or Vegetable Fats and Oil	17.9	7.1	13.0	-6.5
Other Vegetables Fats & Oil, Hydrogenated	93.4	-76.1	1019.0	6.2
OTHER OILSEED PRODUCTS				
Margarine, excluding Liquid Margarine	255.1	208.9	83.2	-33.3
Other Margarine	-42.2	-22.3	385.8	20.7
Mustard Flour and Meal	118.9	1.9	-37.9	104.9
Protein Concentrates and Textured Protein	-3.1	49.5	84.9	-20.8
Soybean Oilcake & Other Solid Residues	-20.4	37.1	-52.1	94.3
Cotton Seeds Oilcake	na	-95.5	na	na
Rape/Colza Seeds Oilcake	-72.7	Na	na	80.6
Other oil-cake and other residues	-55.1	199.6	18.9	57.1
TOTAL IMPORTS	-6.8	21.9	-35.9	58.2

Source: Foreign Trade Statistics, National Statistics Office

Table 15.a Philippine net trade (US\$) of oilseeds & oilseed products, 1993-1997.

HS	PRODUCTS	1993	1994	1995	1996	1997
OILSEEDS						
1201.000	Soya Beans	-15,502,549	-32,581,490	-23,718,339	-41,602,533	-35,184,737
1203.000	Copra	7,107,801	8,657,200	12,879,272	1,354,298	2,571,800
1204.000	Linseed	-245	na	-464	na	na
1205.000	Rape or Colza	-239	na	na	-285	na
1206.000	Sunflower	-107,696	-207,486	-198,483	-260,458	-8,763,869
1207.100	Palm Nuts & Kernels	na	na	-47,216	28,800	-65,862
1207.200	Cotton	na	404,988	492,094	130,833	113,664
1207.300	Castor Oil	156,991	17,186	na	16,000	na
1207.400	Sesame	-220,614	-434,235	-648,039	-743,070	-699,447
1207.500	Mustard	-25,410	-25,514	-29,069	-59,085	-84,582
1207.600	Safflower	-106,818	-149,900	-78,674	-240,209	-150,826
1207.910	Poppy	-6,382	na	na	na	-487
1207.920	Shea Nuts	na	na	na	na	na
1207.990	Others	2,850	-16,236	-59,835	-107,887	-7,681
OILS AND FATS						
1507.90	Soybean Oil, Crude	-1,455,608	-3,278,435	na	na	na
1507.90	Soybean Oil, Refined	-3,109	-9,626,959	-11,667,904	-15,054,344	-17,618,394
1511.10	Palm Oil, Crude	na	na	na	na	na
1511.90	Palm Oil, Refined	-30,659,457	-8,613,908	-3,163,451	-15,460,001	-10,289,749
1512.110	Sunflower/Safflower/	na	na	na	na	na
1512.190	Cotton Oil, Crude Sunflower/Safflower/	-1,693	-22,127	-136,089	-167,434	-269,262
1512.210	Cotton Oil, Refined	na	na	na	na	na
1512.290	Cotton-Seed Oil, Refined	-2,329	-1,627	-4,957	-4,098	-4,580
1513.110	Coconut Oil, Crude	303,799,537	389,711,198	690,625,351	426,754,743	532,648,249
1513.190	Coconut Oil, Refined	53,808,836	85,453,635	135,461,255	143,883,814	140,781,773
1513.210	Palm Kernel, Crude	na	na	na	na	na
1513.290	Palm Kernel, Refined	-4,218	-81,030	-3,913	na	-400,830
1514.100	Rape/Colza/Mustard Crude	na	na	na	na	na
1514.900	Rape/Colza/Mustard Ref.	-7,782	-19,001	-51,879	-243,943	-545,217
1515.110	Linseed Oil, Crude	-108,862	-273,684	-14,824	na	na
1515.190	Linseed Oil, Refined	-1,129,776	-9,937	-1,923,487	-2,323,252	-1,799,681
1515.210	Corn Oil, Crude	na	na	na	na	na
1515.290	Corn Oil, Refined	-894,642	-1,241,108	-1,1335,517	-1,477,982	-1,907,814
1515.300	Castor Oil	1,147,866	574,519	304,576	-12,875	-13,128
1515.400	Tung Oil	-218,377	-99,276	-189,812	-105,118	-116,980
1515.500	Sesame Oil	-5,516	-267,441	-313,597	-476,954	-587,568
1515.600	Jobba Oil	na	na	-5,004	-1,428	na
1515.900	Others	na	na	-56,513	-178,539	-347,231

TABLE 15.b Philippine net trade (US\$) of oilseeds & oilseed products, 1993-1997.

HS	PRODUCTS	1993	1994	1995	1996	1997
			OTHER OILSEED PRODUCTS			
1516.200	Vegetable Fats & Oils	-51,219	-151,223	-148,294	-458,528	-759,646
1516.201	Wholly Hydrogenated Veg. Fats and Oils	-2,788,137	-6,332,680	-8,282,179	-11,289,067	-6,759,009
1516.209	Other	-734,874	-618,156	-254,187	-1,795,806	-1,666,262
1517.100	Margarine, excldg. Liquid	1,812	-43,511	-129,978	-463,619	-263,794
1517.900	Other	-258,583	-195,052	-174,201	-535,320	-657,225
1518.000	Animal or Vegetable Fats & Oils, boiled, oxidized	-685,006	-756,290	-729,184	-963,060	-929,003
1208.100	Soybean Flour	-17,036	-54,536	-101,866	-219,681	-396,046
1208.900	Others	na	-4,104	-77,436	-59,816	-820,636
2103.300	Mustard Flour & Meal	-65,038	-134,796	-338,204	-84,375	-197,148
2106.100	Protein Concentrates	-2,942,960	-2,396,270	-3,114,897	-5,422,957	-4,816,171
2302.500	Other Residues of Leguminous Plants	na	na	na	140,000	na
2304.000	Soybean Oilcake	-206,179,710	-150,832,424	-203,941,289	-112,828,772	-219,311,708
2306.100	Cotton Seed Meal	na	-63,579	-4,175	na	-422
2306.200	Linseed Meal	na	na	na	na	na
2306.300	Sunflower Meal	na	na	na	na	na
2306.400	Rape or Colza Meal	-77,457	-17,659	na	-2,481,024	-4,358,044
2306.500	Copra Meal	45,303,281	53,015,896	66,872,258	56,312,862	52,511,433
2306.600	Palm Kernel Meal	-18,550	38,146	na	na	na
2306.700	Corn Germ	na	na	na	na	na
2306.90	Other	na	na	na	na	na
2306.901	Safflower Seed Meal	na	na	na	na	na
2306.909	Others	-288,997	-133,581	-402,713	-1,627,187	-1,178,855

Source: Foreign Trade Statistics, National Statistics Office

Strengths and Opportunities of the Sector

The strengths are as follows: (i) agro-climatic advantage especially in Mindanao for coconut and palm kernel production coupled by the presence of plantations; (ii) presence of processing plants, that have contributed to the development of high-value products and by-products; and (iii) active and organized marketing channels for both domestic and export markets.

From an industry perspective, the opportunities are: (i) the lifting of the sequestration of the coconut levy and the possible use of its proceeds (in 1986 the value of the coconut levy was P9.6 billion); and (ii) the planting of coconut hybrids to increase yield.

The opportunities from the government perspective are: (i) improving access to financing with the passage of the Agri Modernization Law; (ii) the World Bank assisted program for the coconut industry's rehabilitation; and (iii) funding for the further development of the coconut industry from use of the proceeds from the monetization of the coconut levy.

Weaknesses and Threats

The weaknesses are: (i) chronic lack of fertilization; (ii) poor farm productivity for copra estimated to be less than 1 Mt./ha (the ideal is 2.5-3 Mt./ha.); declining productivity due to number of senile trees (estimated to be at least 40 percent of total); high cost of labor; lack of long-term financing and inadequate infrastructure; (iii) high marketing costs; numerous layers in marketing channels aggravated by unorganized farmers' groups; and (iv) limited and often inadequate government support.

Threats to the sector are: (i) cheaper coconut oil substitutes in the world market; (ii) growing exports of other vegetable oils; (iii) increasing research and development of other oils to replace coconut oils as a source of lauric oil; (iv) rising expansion of coconut production in Indonesia and Sri Lanka, (v) increasing production of both palm oil and palm kernel oil in Malaysia and Indonesia; (vi) indiscriminate felling of coconut trees and increasing coconut lumber processing, (vii) shift to more profitable commercial crops; and (viii) farm conversion to non-agricultural uses.

Government Policies/Regulations

There are no specific trade policies on oilseed and oilseed products. However, the general macroeconomic policies have affected the sector (i.e. (prior to the de facto devaluation of the peso in July of 1997) an overvalued peso penalized exports and rising legislated wages.)

There are also no specific import policies. Oilseeds and oilseed products are not subject to quantitative restrictions.

With the passage of Comprehensive Agrarian Reform Law (CARL) in 1988, land ownership was significantly affected. With CARL, it is no longer feasible to both own and manage large tracts of land.

Tariff and Non-Tariff Barriers

Tariffs appear to be the only significant trade barrier with respect to oilseed and oilseed products. Between 1972 and 1996, the import duties ranged from 30 percent to 50 percent for crude palm oil and coconut, 20 percent to 70 percent for palm kernel and 3 percent to 10 percent for soybeans, respectively.

Table 16. Most favored nation rates for key oilseeds & oilseed products (in percent Ad Valorem).

PRODUCTS	PD 34 1972	PD 1464 1978	EO 413 1990	EO 470 1991
OILSEEDS				
Copra	70	10	20	50
Soybeans	10	10	10	3
Palm kernel	70	20	30	50
SEEDOILS				
Coconut Oil	50	40	30	50
Soybean Oil	50	40	30	20
Palm kernel Oil	50	40	30	50
Palm Oil	30	40	30	50

Source: Executive Order 313

Expected Impact of the EVSL

Effects on Demand

Expansion of and Better Access to International Markets

Over the past five years, the Philippines top three oilseed products exports were crude coconut oil, refined coconut oil and copra meal, respectively. In 1997 alone, 54 percent of total crude coconut oil exports, 77 percent of total refined coconut oil exports and 17 percent of total copra meal exports were exported to APEC economies. A reduction of tariffs (Note: In the United States, our largest export market in the APEC for coconut oil, our coconut oil exports enter the US duty-free) will provide the country's oilseed products producers greater access to APEC economies. China is an emerging and largely untapped market.

Over the past five years, Philippine imports of both refined soybean and palm oil (the primary competitors of coconut oil) rose sharply. However, compared to Philippine exports of coconut oil, the increase was relatively minimal. In 1997, the Philippines imported a total of around 40,000 metric tons of both refined soybean and palm oil of which close to 100 percent was imported from APEC economies. The price of coconut oil generally enjoys a premium in price in the world market as against other competing oils. It should be stressed that coconut oil accounts only for 6 percent of the world's oils and fats market. In addition, the major producers of both soybean oil and palm oil are located in APEC economies. In a consultation conducted in November 1997

by the Tariff Commission, the Department of Agriculture expressed its opposition to the early liberalization of oilseeds and oilseed products for two reasons: (i) that the country's oilseed and oilseed products industry was finding it difficult to compete in the domestic oil market; and (ii) that the country despite being a large exporter of coconut oil, was not fully prepared to take advantage of any rapid liberalization in the world market. Both the Palm Oil Growers Association and the United Coconut Association of the Philippines also expressed their opposition to early liberalization

Table 17. Average prices (US \$ per Mt., nearest forward shipment), 1993-1997.

OILS & FATS	1993	1994	1995	1996	1997
Soybean Oil, Dutch, fob ex-mill	480	616	625	552	565
Sunflower Oil, EU, fob N.W. Eur.	540	636	693	576	581
Rapeseed Oil, Dutch, fob ex-mill	466	616	614	555	565
Palm Oil, Crude, cif NW Eur	378	528	628	531	546
Palm Kernel Oil, Malay, cif Rott	437	629	677	728	652
Coconut Oil, Phil/Indo, cif Rott	450	608	670	752	657
Cottonseed Oil, US PBSY, fob Gulf	na	706	659	595	613
Corn Oil, U.S., fob Midwest	506	636	600	573	559
Linseed Oil, any orig., ex-tank Rott	448	517	658	566	571
Castor Oil, any orig, ex-tank Rott	810	860	912	835	832

Source: Oil World Annual 1998

Cheaper and Wider Choices of Oilseeds and Oilseeds Products

Over the past five years, the country's top two imports of oilseeds and oilseed products were soybean meal and soybeans, respectively. It has been marked by significant increases in their importation. It reflected its rising use as key feed ingredients for commercial feeds by both the poultry and livestock sectors. Any reduction in their respective tariffs would be beneficial to livestock and poultry raisers.

In addition, with early liberalization, Philippine consumers and producers would have a wider and cheaper range of oilseed and oilseed products to choose from. Not surprisingly, McCormick Philippines, Inc. (a domestic producer of mayonnaise and other salad dressings) in the same consultation conducted by the Tariff Commission in November 1997, expressed support for early liberalization. They use soybean oil for most of their products.

Effects on Supply

Elimination of Inefficient Producers

Pineda (1997), classified industries (at 5-digit PSIC, 1992) by efficiency and competitiveness by calculating their respective Domestic Resource Costs under a uniform 5 percent tariff. The study concluded the following: that crude coconut oil including cake and meal (PSIC 31160) subsector was efficient, vegetable and animal oils and fats subsector (PSIC 31179) was mildly inefficient and crude vegetable oil, cake and meal subsector (except coconut) (PSIC 31171) was highly inefficient. The crude vegetable oil, cake and meal subsector (except coconut) is highly vulnerable to an early liberalization.

Results of the Industry Consultation

The University of Asia and the Pacific (UA&P) conducted a series of consultations on the proposed EVSL of the oilseeds and oilseed products sector last May 7 and 13 , 1998. Representatives of the coconut and palm oil industries expressed their opposition to the EVSL. Instead, they proposed a standard tariff rate of 20 percent from 2001-2003 for imported coconut oil, palm oil, palm kernel and oil soybean oil. With respect to the proposed EVSL for the other oilseeds and oilseed products, they expressed no comments. The details of the discussions including the action plan are found in the annex. Also in the annex is the position paper of the Palm Oil Growers Association of the Philippines.

ANNEX

Key Philippine Exports of Oilseed Products, 1993-1997

Volume in Metric Tons; Value in '000 US \$ FOB

Coconut Oil, Crude (422.3100)

Country of Destination	1993		1994		1995		1996		1997	
	Volume	Value	Volume	Value	Volume	Value	Volume	Value	Volume	Value
TOTAL	738,932	303,800	702,372	389,711	1,135,868	690,625	602,238	426,755	874,209	532,648
APEC	445,355	183,787	364,362	203,133	565,014	351,644	360,642	254,700	462,353	285,645
United States	328,168	135,246	237,086	131,046	335,192	208,984	252,551	179,764	339,650	209,178
Indonesia	27,500	11,206	24,465	13,683	96,836	60,808	62,750	42,907	61,000	38,351
Malaysia	23,780	9,939	43,200	24,571	31,325	18,869	8,000	5,693	12,950	8,345
Japan	14,898	6,220	15,951	9,202	5,226	3,297	1,500	1,159	12,000	7,265
Korea	20,800	8,436	14,839	8,415	24,800	15,510	6,900	4,758	9,100	5,440
China	4,000	1,574	6,000	3,346	13,300	8,529	9,950	7,028	8,000	5,084
Singapore	11,700	5,021	6,500	3,551	14,405	8,710	8,000	5,541	7,036	4,448
Taiwan	3,800	1,627	4,950	2,703	7,989	5,230	5,291	3,814	6,616	4,283
Mexico	2,000	740	6,800	3,924	23,850	14,034	2,700	1,952	5,000	2,680
Hong Kong	3,000	1,313			1,500	930	3,000	2,085	1,000	570
Canada	5,710	2,467	4,570	2,693	8,590	5,553				
Thailand					2,000	1,191				
NON-APEC	293,576	120,012	338,010	186,578	570,853	338,981	241,596	172,054	411,855	247,003
Netherlands	265,995	108,744	307,332	169,183	483,577	285,360	206,817	147,880	380,599	226,818
Italy	6,729	2,787	3,001	1,680	23,635	14,272	5,951	4,018	13,000	7,976
Germany	3,000	1,155			10,789	6,424	4,060	2,835	12,200	8,286
Spain	5,560	2,238	6,140	3,386	15,055	9,478	16,250	11,230	3,000	2,020
Egypt									2,000	1,180
France	5,000	2,190	8,000	4,600	5,527	3,145			1,000	645
Puerto Rico	17	14	37	38	55	62	38	51	56	78
Portugal					250	154				
Argentina							2,000	1,359		
Algeria			2,000	1,115	2,160	1,367				
Belgium					11,286	7,030				
Iraq					10,500	6,956				
United Kingdom	1,500	555	9,500	5,355	2,020	1,249	2,980	2,123		
Malta							3,000	2,213		
Turkey					1,000	575	500	346		
Russia	2,625	1,111								
Ukraine	3,150	1,219								
Vietnam					3,000	1,764				
Venezuela					2,000	1,145				
Sabah			2,000	1,220						

Source: Foreign Trade Statistics, National Statistics Office

ANNEX

Key Philippine Exports of Oilseed Products, 1993-1997 Volume in Metric Tons; Value in '000 US \$ FOB

Coconut Oil, Refined (422.3900)

Country of Destination	1993		1994		1995		1996		1997	
	Volume	Value	Volume	Value	Volume	Value	Volume	Value	Volume	Value
TOTAL	120,276	53,809	146,384	85,454	204,542	135,463	190,414	143,884	205,952	140,782
APEC	113,264	50,760	146,384	85,454	194,006	128,195	182,430	138,098	159,338	111,539
United States	87,154	38,915	118,595	68,543	166,033	108,978	147,798	111,607	134,486	94,445
Japan	17,655	8,071	20,712	12,531	16,888	11,571	18,050	14,057	21,089	14,366
China			3,000	1,808	3,516	2,498	7,180	5,401	1,718	1,242
Korea							2,000	1,525	1,400	1,001
Taiwan	606	294	540	352	1,000	740	402	344	437	349
Singapore	6,500	2,852	1,000	615					200	130
Australia									8	6
Canada	1,350	628	2,520	1,592	6,569	4,408	5,000	3,710		
New Zealand			18	13						
Mexico							2,000	1,455		
NON-APEC	7,012	3,049	-	-	10,536	7,268	7,984	5,786	46,614	29,243
Netherlands	7,012	3,049			8,550	5,709	6,484	4,661	31,580	20,095
Italy									13,000	7,540
United Kingdom									2,000	1,581
Egypt									34	27
Spain					1,986	1,559	1,500	1,125		

Source: Foreign Trade Statistics, National Statistics Office

ANNEX

Key Philippine Exports of Oilseed Products, 1993-1997 Volume in Metric Tons; Value in '000 US \$ FOB

Copra Meal (081.3700)

Country of Destination	1993		1994		1995		1996		1997	
	Volume	Value	Volume	Value	Volume	Value	Volume	Value	Volume	Value
TOTAL	488,493	45,303	574,223	53,016	756,343	66,872	474,554	56,313	570,981	52,511
APEC	28,095	2,525	19,945	1,746	245,026	20,909	79,409	9,049	177,890	15,438
Korea	26,600	2,344	14,000	1,095	225,955	19,113	65,030	7,105	163,399	13,861
Japan	182	21	4,428	502	5,625	576	10,164	1,463	6,599	872
Singapore									4,697	335
Taiwan	1,313	160	817	93	1,426	182	915	131	3,196	370
Malaysia			700	56	20	6	3,300	350		
Indonesia					4,000	388				
Mexico					500	40				
United States					7,501	603				
NON-APEC	460,398	42,779	554,278	51,270	511,317	45,964	395,146	47,264	393,091	37,074
Netherlands	320,947	29,858	362,110	33,168	356,033	31,935	262,491	31,310	189,029	18,174
United Kingdom	38,200	3,389	60,970	5,655	42,188	3,677	38,938	4,331	81,657	7,664
Germany	56,676	5,459	75,821	7,051	47,648	4,369	58,142	7,120	67,600	6,398
Italy	32,405	3,103	50,377	4,896	55,931	5,003	35,576	4,503	37,350	3,339
Switzerland					3,518	405			14,304	1,240
Ireland	6,920	580							3,150	258
Portugal	5,250	390	5,000	500						
Sabah					6,000	576				

Source: Foreign Trade Statistics, National Statistics Office

ANNEX

Key Philippine Imports of Oilseed Products, 1993-1997 Volume in Metric Tons; Value in '000 US \$ CIF

Soya Bean Meal (081.3100)

Country of Origin	1993		1994		1995		1996		1997	
	Volume	Value	Volume	Value	Volume	Value	Volume	Value	Volume	Value
TOTAL	822,633	206,180	655,066	150,832	898,393	203,941	430,538	112,829	836,517	219,312
APEC	422,915	114,032	336,765	81,272	660,443	151,309	170,534	48,946	414,196	103,063
United States	370,350	101,861	257,160	63,636	554,372	127,709	153,938	44,038	406,317	100,554
Singapore	134	51					4,700	1,246	6,345	2,126
Indonesia			2,111	488	6,210	1,376			1,461	347
Canada									57	31
Chile									16	5
Korea	3,206	870	0	0					0	0
Australia					3,208	718				
Malaysia	29	16			75	20	260	67		
Hong Kong	1	3			25	7				
China	49,194	11,231	77,494	17,147	89,429	20,187	11,400	3,530		
Thailand			0	0						
Japan					7,067	1,265				
Taiwan					56	28	236	65		
NON-APEC	399,718	92,148	318,302	69,560	237,949	52,633	260,004	63,883	422,320	116,249
Brazil	70,036	17,228			12,000	3,304	62,522	17,048	203,707	55,667
India	329,682	74,920	318,299	69,559	225,917	49,312	197,482	46,835	192,133	52,861
Argentina									26,480	7,720
Belgium					33	17				
Germany			3	1						

Source: Foreign Trade Statistics, National Statistics Office

ANNEX

Key Philippine Imports of Oilseeds, 1993-1997 Volume in Metric Tons; Value in '000 US \$ CIF

Soya Beans (222.2000)

Country of Destination	1993		1994		1995		1996		1997	
	Volume	Value	Volume	Value	Volume	Value	Volume	Value	Volume	Value
TOTAL	61,567	15,503	135,523	32,581	86,877	23,718	137,785	41,603	111,053	35,185
APEC	61,159	15,341	133,957	32,167	78,960	22,056	137,554	41,506	48,302	16,084
United States	52,509	12,757	73,415	17,422	67,520	18,553	132,941	39,476	42,453	13,461
Canada	189	41	2,291	991	2,906	969	2,850	1,281	4,382	1,947
China	5,690	1,728	55,269	12,854	7,606	2,150	1,291	557	1,189	544
Singapore	947	258	1,117	332	346	101			193	92
Australia							63	19	42	20
Thailand	99	34			63	36	84	40	42	20
Japan					2	1			0	0
Korea					0	0				
Hong Kong	1,546	446	1,657	486	194	139	114	45		
Taiwan			207	81	322	106	152	64		
Indonesia	179	78					60	23		
NON-APEC	408	161	1,567	415	7,917	1,663	231	97	62,751	19,101
Brazil									45,519	13,034
Russia									12,914	4,345
India			1,156	281	7,917	1,663			4,246	1,689
France									62	24
Belgium									10	9
Romania									0	0
Germany	1	1								
Burma			20	5						
Vietnam	407	160	391	129			231	97		

Source: Foreign Trade Statistics, National Statistics Office

ANNEX

Key Philippine Imports of Oilseed Products, 1993-1997 Volume in Metric Tons; Value in '000 US \$ CIF

Soya Bean Oil, Refined (421.1902)

Country of Origin	1993		1994		1995		1996		1997	
	Volume	Value	Volume	Value	Volume	Value	Volume	Value	Volume	Value
TOTAL	12,681	8,226	13,317	9,627	14,458	11,668	19,371	15,054	22,998	17,641
APEC	12,666	8,208	13,286	9,606	14,458	11,668	19,371	15,054	22,954	17,598
Malaysia	6,950	4,334	7,983	5,919	9,357	7,693	17,216	13,254	18,195	13,821
Singapore	5,525	3,707	3,958	2,843	4,954	3,806	1,886	1,524	4,397	3,381
Taiwan	78	61	133	72	127	132	128	135	146	141
Australia			106	110					62	88
Korea			17	21	1	2	7	9	61	65
United States	100	96	71	79	0	2	37	48	57	60
Japan	3	5			18	32	18	20	17	29
Indonesia									13	8
Hong Kong	10	6					32	29	7	7
Brunei Darussalam			1,018	561						
China							46	35		
NON-APEC	16	18	31	21	-	-	-	-	44	43
Netherlands	15	18							37	37
Italy									2	2
United Kingdom			31	21						
Germany									6	3
Switzerland	0	0								

Source: Foreign Trade Statistics, National Statistics Office

ANNEX

Key Philippine Imports of Oilseed Products, 1993-1997 Volume in Metric Tons; Value in '000 US \$ CIF

Rape Or Colza Seeds Meal (081.3600)

Country of Origin	1993		1994		1995		1996		1997	
	Volume	Value	Volume	Value	Volume	Value	Volume	Value	Volume	Value
TOTAL	659	77	180	18	na	na	11,405	2,481	20,602	4,358
APEC	-	-	-	-	-	-	11,260	2,462	20,602	4,358
Canada							11,260	2,462	20,139	4,239
United States									463	120
NON-APEC	659	77	180	18	-	-	145	19	-	-
India	659	77	180	18			145	19		

Source: Foreign Trade Statistics, National Statistics Office

Key Philippine Imports of Oilseed Products, 1993-1997 Volume in Metric Tons; Value in '000 US \$ CIF

Palm Oil, Refined (422.2900)

Country of Origin	1993		1994		1995		1996		1997	
	Volume	Value	Volume	Value	Volume	Value	Volume	Value	Volume	Value
TOTAL	2,840	1,192	16,338	8,614	3,230	3,163	24,089	15,460	17,133	10,290
APEC	2,840	1,192	14,840	8,323	3,230	3,163	24,089	15,460	17,133	10,290
Malaysia	2,526	1,010	13,362	7,332	2,490	2,598	23,906	15,346	14,874	8,912
Singapore	305	152	1,478	991	739	566	129	69	2,257	1,372
Hong Kong	1	3					2	6	2	5
United States	8	28	0	1			50	39	0	1
NON-APEC	-	-	1,498	291	-	-	-	-	-	-
Vietnam			1,498	291						

Source: Foreign Trade Statistics, National Statistics Office

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Minutes of the Roundtable Discussion –Consultation on ” Early Sectoral Liberalization for the Oilseeds and Oilseed Products Sector” held on May 7, 1998