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# MARKET INTELLIGENCE BRIEF

**OIL PALM, PALM KERNEL  
AND COCONUT OIL**

HS 151110 / 151190 / 151321 / 151311 / EUNAC 2026

Combined EU Market (2024)	Nigeria's Historical Peak
<b>USD 8.34 Billion</b>	<b>43% of World Palm Oil Export (1960)</b>
Palm Kernel Oil Target	EUDR Structural Advantage
<b>USB 12.5 Million (quick win)</b>	<b>Lowest Deforestation Risk Origin</b>

## MARKET OVERVIEW - A MARKET IN TRANSFORMATION

The EU's palm oil market is being reshaped by two forces: the RED III phase-out of palm-based biofuels by 2030 and the EU Deforestation Regulation (EUDR), which is creating a two-tier premium market.

Indonesia and Malaysia remain the dominant suppliers, accounting for 35% and 22% of EU CPO imports respectively. However, both face mounting pressure under EUDR. When EUDR is fully enforced, certified-origin suppliers with low deforestation risk — a profile that exactly describes Nigeria's oil palm-producing regions — will have a structural advantage in market access over Indonesian and Malaysian origins.



## MARKET SNAPSHOT - FOUR PRODUCTS

<b>Crude Palm Oil / CPO (HS 151110)</b>	EU: USD 2.61B   Nigeria: negligible   Target 1%: USD 26.1M
<b>Refined Palm Oil (HS 151190)</b>	EU: USD 4.21B   Nigeria: negligible   Target 1%: USD 42.1M
<b>Palm Kernel Oil / PKO (HS 151321)</b>	EU: USD 624.3M   Nigeria: USD 3.2M   Target 2%: USD 12.5M
<b>Coconut Oil (HS 151311)</b>	EU: USD 894.1M   Nigeria: USD 0   Target 2%: USD 17.9M
<b>Top Suppliers Under Challenge</b>	Indonesia 35%, Malaysia 22% — both face major EUDR compliance burdens
<b>Nigeria's EUDR Advantage</b>	Oil palm from degraded land in Edo, Delta, Cross River — minimal forest risk

## NIGERIA'S OIL PALM RENAISSANCE

- **Nigeria was once the world's largest palm oil producer** (43% of global exports at independence in 1960). Ageing tree stock at just 3–4 tonnes/hectare vs 6–7 achievable with modern hybrid tenera seedlings.
- **Palm Kernel Oil (PKO) is the immediate quick-win:** USD 20–40M investment in PKO crushing in Edo, Cross River, and Rivers states can yield 50,000–80,000 MT/year and USD 60–100M annual export revenue.
- **Coconut Oil opportunity:** coastal states have ideal conditions; cold-press virgin coconut oil commands EUR 1,500–2,500/tonne in German and Scandinavian health-food retail — 2–3x commodity price.
- **EUDR compliance is inherent:** Nigeria's oil palm grows on existing smallholder farms and degraded land — not recently deforested land as in Indonesia and Malaysia.

## INVESTMENT OPPORTUNITIES

- **Nigeria Oil Palm Renaissance Programme:** 200,000 hectares of replanting with high-yield hybrid tenera seedlings; EUR 120M blended finance via EU NaturAfrica, AgriFI, AfDB, BII, DEG.
- **RSPO Certification Programme:** RSPO certification for 50 CPO mills and 100,000 hectares. Empirically triples EU export revenues.
- **Palm Kernel Oil Processing:** USD 20–40M in PKO crushing in Edo, Cross River, Rivers. Target AAK and IOI Loders Croklaan as offtake partners.

## KEY EU BUYERS

<b>Unilever (Netherlands)</b>	World's largest soap/personal care company — RSPO-only procurement commitment
<b>AAK (Sweden)</b>	Leading specialty fats — major PKO & coconut oil buyer for CBE and confectionery
<b>IOI Loders Croklaan (Netherlands)</b>	Major EU palm refiner — actively seeking EUDR-compliant supply diversification
<b>Oleon (Belgium)</b>	Major European oleochemical company — target CPO/PKO oleochemical supply
<b>Nestlé / Mondelez (EU)</b>	RSPO-committed food manufacturers — target certified Nigerian palm supply

## What Is EUNAC

### ENGAGE WITH NIGERIA AT EUNAC 2026 LAGOS, 25 JUNE 2026

**B2B Matchmaking | Investment Wall | Commodity Showcase | Policy Dialogue | Deal Signing**

EU–Nigeria Agribusiness Connect 2026 (EUNAC 2026) is a EU–Nigeria agribusiness trade and investment platform designed to connect Nigerian and European businesses, investors, exporters, and technology providers through B2B matchmaking, partnerships, and market access opportunities. The event promotes two-way trade by supporting Nigerian exports to the EU while creating opportunities for European agribusiness products, technology, and services in Nigeria. EUNAC will be an annual event from the first edition in 2026

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