COMPANY PROFILE

Colombo Coir Exporters (Pvt) Ltd.

01. Core Details

General

1. Established in the year 2009 - At the inception a proprietor company by the name of Colombo Coir Exporters was formed to produce and export coir yarn to Pakistan. Strength from strength capturing the markets, over the years Colombo Coir Exporters had a rapid growth driven with dedication and hard work.

2. In 2017 as per Auditors advice, company was reregistered as a limited liability company with the same name Colombo Coir Exporters (Pvt) Ltd., absorbing the Proprietor Company.

3. Address: Head Office #40 Sri Siddartha Road, Colombo 5, Sri Lanka
   Yarn Factory: Maikkulama and Chilaw
   Bale factory: Bingiriya
   CoCo Peat: Uswewa and Wariyapola

   Phone/Fax: Tel Gen: +94 11 2678088
   Tel H/P: +94 770664890
4. E-mail: sam@colombocoir.com

5. Website: www.colombocoir.com

8. Chairman: Mr. Sam Gamage – (refer annexure 01 for more details)

Venture

1. Staff: Employees 4 Direct employees 35 Indirect Employees

2. Average Volume Per Month at present 15 to 20 x 40 HC Containers

3. Main Markets: China, Pakistan and Europe

4. Average Yearly Exports Sales Over USD 3,000,000

02. Overview

The coconut industry is an important source of foreign exchange earning & employment generation for Sri Lanka. A total of 1,095,982 Acres are under coconut cultivation of which 178,675 Acres are under estate sector and 917,307 Acres are under small holdings. An area of 34,063 Acres are used for cultivation of king coconut. Annual nut production is estimated at 2,623.10 Mn nuts in year 2018. Coconut trees are grown in tropical countries mainly for the high oil content of the endosperm (copra), which is widely used in both food and non-food industries (e.g. margarine and soaps). Large production areas, in particular, are found along the coastal regions in the wet tropical areas of Asia in the Philippines, Indonesia, India, Sri Lanka and Malaysia. In these countries millions of people make a living from the coconut palm and its many products. Total world productivity has increased substantially from 35 million tones around 1980 to almost 50 million tones today. Yield varies from region to region (3,500 to 6,000 nuts/ha/year), which is due to several factors. One tree may yield on average 70-100 nuts to a maximum of 150 nuts per year. The kernel(copra, coco-water and shell) comprises 65 per cent of total weight, while

the husk contributes 35 per cent. Besides the valuable contents of the nuts, the palm yields husks, shells, leaves and the stem which are used domestically as raw materials for many products from fuel to building materials.

Approximately two third of the coconut production in Sri Lanka is consumed locally and the balance one third is used for coconut-based industries and exported to various destinations as value added products. Sri Lanka has earned foreign exchange earnings worth of US$ 588 Million by exporting coconut and coconut-based products in 2018. Sri Lanka has a comparative advantage in this sector due to its legacy & geographical location, skilled labor, modern and indigenous technologies for processing.

"Sri Lanka is ranked as the 1st largest exporter of coir and coir related products and 3rd largest exporter of desiccated coconut and coconut oil according to the world rankings in year 2017. "

(Source: Coconut Development Authority, 2018).

Generation of Coir fiber and coco peat falls in line as a small and medium industry in Sri Lanka, where the existence of such industry is a paramount requirement for the existence. The Government of Sri Lanka recognizes that SME is the backbone of the economy that provides 45% of the employment and 52% the GDP, and this being the reason the newly elected president with a vision ahead is so keen to develop this sectors and assisting the trade with financial aids.

(Source – Ministry of Industry and Commerce)

Types of Players

The players in the coconut industry are;

- Coconut Growers
- Coconut Kernel Sector

  Desiccated Coconut Manufactures, Coconut Oil Manufactures, Copra Manufactures, Coconut Water, Milk, Cream, Butter, Sugar and Amino Manufactures
- Coconut Fiber Sector

  Fiber Millers and Value-Added Fiber Product Manufactures
- Coconut Shell Sector

  Shell Charcoal Manufactures, Activated Carbon Manufactures, Shell Pieces and Powder Manufacturers
- Coconut Related Product Suppliers, Traders and Exporters

- Key Products and Varieties
- Coconut Kernel Products Desiccated Coconut, Edible Copra, Fresh Coconut, Coconut water/ King Coconut water,

  Virgin Coconut Oil, RBD Coconut Oil, Coconut Flour, Coconut Butter, Liquid Coconut Milk, Coconut Milk Powder, Coconut Cream, Vinegar, Defatted Coconut, Poonac, Coconut base Arrack, Coconut Amino, Coconut Sugar etc.
- Coconut Fiber Products

  Coco Peat and Fiber Pith, Twisted Fiber, Bristle Fiber, Mattress Fiber, Molded Coir Products (coco disks, grow bags, briquettes, grow cubes, open tops, seedling plugs etc.), Coconut Husk Chips, Coir Yarn, Geotextiles, Coir Twine, Coir Mats and Rugs, Rubberized Coir Pads, Brooms and Brushes, Tawashi Brushers etc.

- Coconut Shell Products

  Activated Carbon, Coconut Shell Charcoal, Coconut Shell Pieces, Coconut Shell

Powder

Coir Fiber 30 KG Bale White

Coir Pith/Coco-Peat

Coir Fiber 120 KG Bale

Pith Block - 5 KG

Coir Pith Powder Form

Coir 2 Ply Yarn Bundle White

Coir 2 Ply Yarn Spool White

Dehusked Coconuts

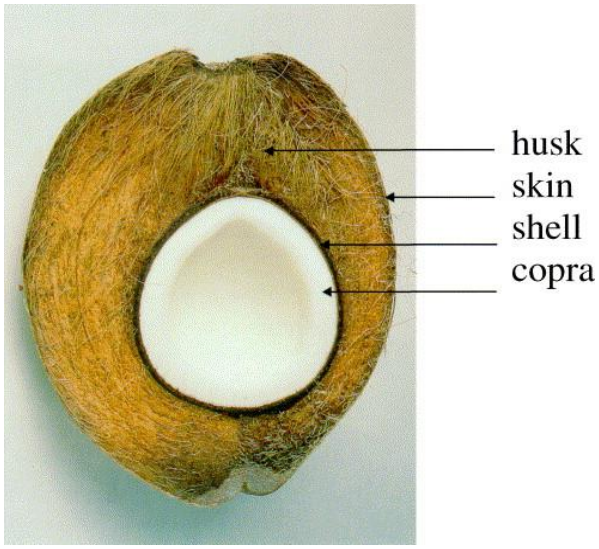
Coir Industry

Coir - Nature's Wonder Fiber

The natural golden fiber, extracted from the husk or the fibrous mass covering the coconut, is the ever-renewable resources from which coir and coir products are manufactured. Coir industry is mostly concentrated in the coconut producing countries of India, Sri Lanka, Indonesia, Malaysia, Philippines, Thailand etc.

Nature has provided the coconut with a large outer covering made of fibrous material to absorb shock of the fall and to save the nut from the heat of sunlight. This covering is known as coconut husk. Coir is obtained from the fibrous husk, which lays between the outer coverage of the coconut and the inner shell. The nut, which has a thin smooth outer skin, is called the "exocarp". The space between the nut and the exocarp is filled with a spongy fibrous material called the "mesocarp". It is this mesocarp part of the coconut husk which is the central importance in the coir industry. Coir fiber is 100 per cent natural, biodegradable

and environmental friendly. It is tough and durable, versatile and resilient, resistant to flame and fungi. It provides insulation and helps sound modulation.



. Figure 1 – Cross-section of coconut

Coir falls under the category of industrial hard fibers. Sisal, abaca, henequen, hemp and kenaf are other hard fibers competing with coir on its uses. It has been estimated that with about 4 months of immersion in water, coir loses only 35 to 40 per cent of its strength while abaca loses 50 to 54 per cent and sisal even 52 to 59 per cent. One important aspect of a cordage fiber is its elongation before break. Coir with about 29 per cent elongation is not approached by any other best fiber. The Chemical composition of coir fiber is also worth mentioning and is presented in Table 1.1.

TABLE 1.1: THE CHEMICAL COMPOSITION OF COIR FIBER

l. No	Item	Percentage
1.	Water Soluble	5.25
2.	Pectin & Related compounds	3.30

3.	Hemi-cellulose	0.25
4.	Lignin	45.84
5.	Cellulose	43.44
6.	Ash	2.22
Total		100.00

Source: "About Coir", Technical Brochure on Coir, Coir Board, Kochi, 2001, P.3

Varieties of Coir Fiber

Depending upon the method of extraction coir fiber is of two varieties namely "white fiber" and "brown fiber".

- **White Fiber** It is obtained by rotting the green husks in saline water for 6 to 9 months. This method of extracting white fiber is practiced in the coastal line where natural brackish water facilities are available in the form of lakes and lagoons. As they are comparatively lighter and flexible, they are spun into coir yarn used for producing value-added products like doormats, mattings, carpets, rugs and geo-textiles. This fiber is of superior quality and is unofficially branded as "Golden Fiber".

- **Brown Fiber**

It is obtained from unfretted dry or semi-dry husk. It is the result of a fully machine-aided process. The fiber extracted after socking the husk barely for five days is called "Brown Fiber". This fiber is tougher and resilient. It is used for stuffing upholstery; manufacture of curled coir used in rubberized coir industry, needled felt, non- woven geo-textiles and coir ply.

Coir products are widely applicable due to their advanced properties such as high-water absorption, high durability, soil erosion control capacity, etc. Traditionally, coir fiber had been used in the making of coir rope, twines, brooms, brushes, doormats, rugs, and others. After the discovery of the usage of coir pith, a dust product of coir, coir usage has increased in agriculture, horticulture, and hydroponics industries. Coir is further modified into different types of products, which are coir fiber, coir pith, coir yarn, coir pith block, coir rope, bales, etc., which is prompting more industries to utilize coir and coir products. All these factors are expected to drive the growth of the coir market over the next decade.

Coir Rugs/Coir Mats

Coir Logs

Ornamental Items

Coir Disks

Coir Pots

Coir Pots

5KG Coir Blocks

Coir Mats and baskets

Coir Mats

Overview of the Sri Lankan Coir Industry

In Sri Lanka, the coir industry is characterized by a traditional, labor-intensive, largely female, white-fiber industry in the Western and Southern provinces and the more modernized, mechanized, export-oriented, brown-fiber industry in the North-Western Province. (Pliable white fibers are harvested from the husks of green coconuts and stiffer brown fibers are extracted from husks of mature nuts.) An estimated 10 percent of fiber comes from traditional coir areas in the south, whereas much of the production and 85 percent of the fiber mills are based in the North-Western and Western provinces. The current annual production of coconut is around 2.5 billion nuts; an estimated two billion nuts are consumed domestically, while the rest are exported.

A good supply basis: Coconut cultivation – national shar
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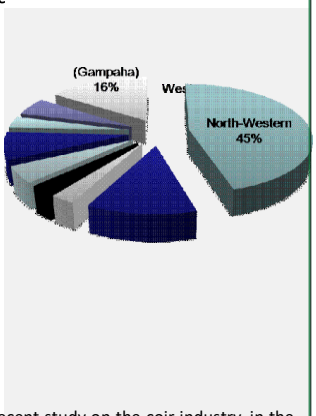


A recent study on the coir industry in the Southern Province made by National Institute of Business Management (NIBM, 2016) provides further information and data.

The coir industry in the North-Western Province (NWP) of Sri Lanka enjoys a competitive advantage: The cluster of coconut plantations and small farms, which exists in an area known as the "coconut triangle" (Puttalam, Kurunegala and Colombo), provides a unique supply basis. Over 45 percent of the country's coconut cultivation is in the NWP, and together with Gampaha it is even more than 60 percent. This puts the coir fiber industry, which extracts its basic raw material from coconut husk, into a competitive position on the world market. Additionally, 85 percent of the countries' mills operate in NWP and Western Province.

Sri Lanka produces four main categories of coir fiber: bristle, mat, mixed, and mattress. These fibers are either sold as raw material in the international market or processed into products such as brooms, brushes, twine, matting, woven and Stitched geotextiles, rubberized coir mattresses, and upholstery. Coir-related

exports accounted for 6 percent of agricultural exports, over 1 percent of all exports, and 0.35 percent of GDP in Sri Lanka in 2005. Total export earnings of the entire coconut and coir industry in 2005 were $167.96 million. Fiber export earnings increased by 20 percent in both 2004 and 2005, while fiber pith exports increased by 22 percent and 40 percent in 2004 and 2005, respectively.

Coir Industry has to its credit a tradition and heritage of centuries. It is one of the few rural or traditional industries' converting the coconut husk, a waste, into wealth. This industry is the largest producer of coir, accounting for more than 80 per cent of the world's production of coir fiber. The development of this agro-based industry is the sine qua non for economic prosperity as it has backward and forward linkages. One of the special characteristics of the coir industry is that it provides full time employment to unskilled workers and part time employment opportunities to agricultural laborers of whom a majority are from rural areas and economically weaker sections of the society. Women constitute nearly 85 per cent of the work force and it remains as a pet industry for them. Hence Coir industrialization is generally considered a vehicle for the generation of productive employment and income for the rural poor.

The industry thrived in Sri Lanka primarily because of the traditional craftsmanship of the rural artisans. The world's largest producer of coir is Sri Lanka with a production of about 314,000 MT during last decade. A variety of products such as floor coverings, geotextiles, rope, cordage, etc. are produced from coir in Sri Lanka for domestic (agricultural and industrial) uses. There is a good export potential for this eco- friendly product. But its future depends greatly on technological innovation, product development and diversification, as well. Aggressive market promotion, requires international cooperation at a much higher level, more than ever before.

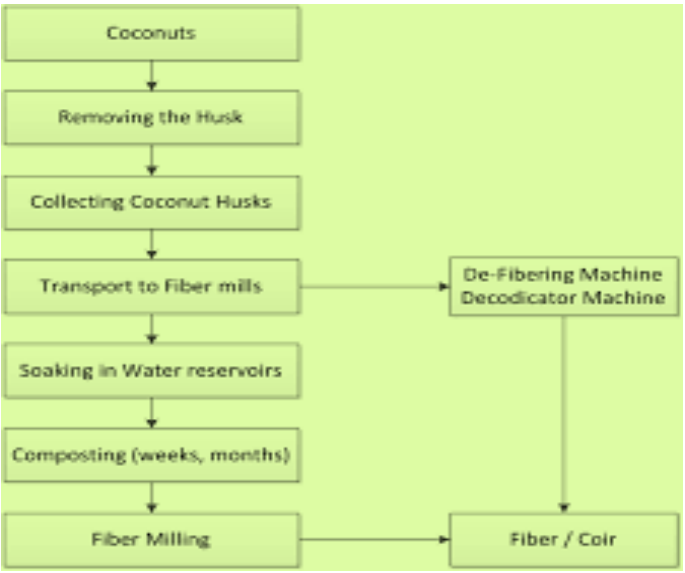
Till 1980, the exports from the industry were limited to a few countries, but with the advent of globalization now its horizon has expanded. Initially India's export trade of coir products mainly consisted of coir and coir matting's but at present it comprises 14 products namely curled coir, coir fiber, coir rugs, coir rope, coir yarn, coir geo-textiles, coir pith, handloom mats and mattings, power loom mats and mattings, rubberized coir and tufted mats. Till to-day, in terms of both quantity and value export, coir and coir products have been continuing to record an upswing. In other words, "coir" is one of the innumerable products of the coconut palm and is a by-product of the coconut industry.

Coir Yarn as a Rural Industry

Production Processes of Coir Industry

The production process of coir starts from the extraction of coir fiber involving a

lengthy process of either rotting or un retting of coconut husk. Thus, the process of the extraction of the fiber is done through two methods viz the traditional methods (retting) and the mechanical method (un retting).



The traditional method is generally followed in coastal areas where brackish water facility is available. This method is gradually on the wane as the production of coir fiber and coir products spreads to non-traditional areas. The advent of the mechanical method of extraction reduces the period of retting and speeds up the products of fiber. By using coir fiber, coir yarn, coir products and rubberization of coir products are affected. The following figure depicts the production process involved in the Coir Industry

TABLE 1.2: Estimation of the Availability of Coir Raw Materials

Country	PHILIP PINES	INDONE SIA	INDIA	SRI LANKA
Measurement	Tons	Tons	Tons	Tons
Potential Fiber Production #	700,000	1,000,000	600,000	260,000
Fiber Industry	-	-	300,000	100,000

Domestic Use*	70,000	100,000	60,000	26,000
Non-extracted Fibers	630,000	900,000	240,000	134,000

#Estimated annual coconut production capacity x fiber yield (80-90 g/nut)

* Estimated 10 per cent of total production

Husks are composed of 70 per cent pith and 30 per cent fiber on a dry weight basis. The ratio of yield of long, medium and short fiber, respectively, is on average 60:30:10. Based on these data and combined with the production data in Table 1.2, the maximum total world production of coir fiber (included short fibers) can be estimated to range between 5 and 6 million tons per year. Only a small part (less than 10 per cent) of this potential enters commercial trade. Continuous expanding production of brown fiber reached 216,000 tons (70 per cent India, 27 per cent Sri Lanka) in last decade, while white fiber production (again, mainly in India) has remained stable at 125,000 tons.

India and Sri Lanka are the main countries where coir is extracted by traditional methods for the commercial production of a variety of products, including brushes and brooms, ropes and yarns for nets and bags and mats, and padding for mattresses. However, worldwide only a small part of the fibers available are currently used for these purposes. The average fiber yield is dependent on

Geographical area and the variety of the coconut tree. In the south of India and Sri Lanka, for example, where the best quality fibers are produced the average

yield is 80-90 g fiber per husk. Caribbean husks, by contrast, are relatively thick and may yield up to 150 g of fiber.

Economic Importance of Coir Industry to Sri Lanka

It is common knowledge that coastal areas of Sri Lanka is mostly characterized by poverty, unemployment, under-employment, low per capita income, under-utilization of natural resources, regional imbalances and the like. Encouraging and starting of rural industries like the Coir Industry may hold the key to solving these problems.

The major share of the coir production is contributed by thousands of small entrepreneurs who exploit the untapped rural resources and act as revival agents in villages by generating employment and income in addition to standing as the backbone of the exporters of coir products who earn valuable foreign exchange.

The increased use of coir composites (coir with resin, coir with bamboo) and as alternatives for wood products, plastic moldings and asbestos will encourage the concept of sustainable development. Coir composites in all probability would become the “Sunrise” sector of the Coir Industry.

The domestic market in Sri Lanka has adequate potential for coir and its products. Still it remains unexploited. At present coir is mostly consumed for institutional needs; promoting the manufacture of coir products to turn their attention to tapping the unexploited household sector in the country is the need of the hour.

Coir Poles to grow Creepers & Grow Bags

03. Executive Summary

Coir, or coconut fiber, plays an important role in sustaining the livelihoods of a large number of people in the Western, Southern, and North-Western provinces of Sri Lanka. Coir fiber extraction, spinning, and weaving, and the processing of other coir products are a source of employment for many people – women in particular - who have few other options available to them. The industry plays a unique role in expanding the national economy as well as in consolidating Sri Lanka's position within international markets for coir products. Furthermore, the industry has an indirect impact on the economy through its influence on the transportation, marketing, and financial businesses.

According to coconut Development Authority of Sri Lanka Annually 150,000 metric tons of fiber and 350,000 metric tons of coco peat is exported thus bringing a total revalue 2.3 billion USD. The entities that are operating in these industries have ample space to expand and widen the exporting horizons to increase the

foreign currency revenue for Sri Lanka.

This is the base of Strategic plan for Colombo Coir Exporters (Pvt) Ltd., for the next Five years period from 2020 to 2025. This Strategic plan is developed based on the current state of the Business and it is closely coupled with the National Exporting Strategies and the volume targets of the coconut-based product Exporting Industry.

As a nature lover from childhood, Mr. Gamage, the Managing Director of Colombo Coir Exporters (Pvt) Ltd., gave more value to natural organic base products. Handling fiber shipments as a shipping magnate he learnt the value of coconut fiber, coco peat not only as just exportable items but also the agricultural value that could be harnessed from these. In an era where the world has changed from artificial to more towards natural substances the green house concept was greatly recognized in the world. Green houses are facilitated with grow bags that are produced from natural and organic coco peat, according to requirements. Coco Peat is the next best thing in this world to natural soil for the planting of trees creepers or flowers. In simple it is the best substance for green houses, and for both drip irrigation and floriculture. With coco peats phenomenal water retention capacity helps seeding nurseries to grown up plants.

With the potential that is there at the export market, especially for biodegradable and environmentally friendly products such as coconut-based products, “sky is the limit”. Keeping that in mind, Colombo Coir Exporters (Pvt) Ltd. is proud to be a part of creating many jobs and most importantly bringing foreign exchange to our country for the growth of our economy.

As with our previous experience and performance, we are uniquely positioned to successfully operate, manufacture and export both coir fiber and coco peat

substrates. Along with this we have in mind a unique idea to create a 24/7 on line trading platform using modern technology which will be supported by mobile applications as well, thus making it more user friendly and easier for access from all over the world. This would be one of its kind and first time in Sri Lanka.

Some of the overseas Agriculture/Floriculture trade show s that was participated as to find new markets China Trade fares, Tokyo International Agriculture Show, Italy Milano Garden and My plant Show, French Agriculture Show, Belarus Garden show is a Few of them.


Vita Flor
ideale
TERRICCIO GERANI
TERRICCIO ACIDOFILE
TERRICCIO PER ROSE
TERRICCIO UNIVERSALE
Topline

TABLE 2.3: Total Exports of Products in Selected Categories in Sri Lanka

HS Code	Description	2016	2017	2018
		USD Mn	USD Mn	USD Mn
	Coconut & Coconut based Products			
	Coconut Kernel Products			
1513.11	Coconut Oil	94	94	77
0801.11.19	Desiccated Coconut	120	94	70
0801.11	Copra	2	1	1
0801.12	Coconut Fresh Nuts	3	3	3
2008.19.30	Coconut Milk Powder	29	31	37
2008.19.40	Coconut Cream	9	18	28
2008.19.20	Liquid Coconut Milk	44	54	61
1106.30.10	Coconut Flour	1	2	3
2209.00	Coconut Vinegar	...	...	...
2106.90.97	Coconut Water	3	5	4
2306.50.20	Poonac	5	1	1
2306.50.10	Defatted Coconut	7	9	8
	Other Coconut Kernel Products	...	1	1
	Total :	318	313	296
HS Code	Description	2016	2017	2018
		USD Mn	USD Mn	USD Mn

	Coconut Fiber Products			
5305.00.12	Bristle Fiber	6	8	6
5305.00.23	Mattress Fiber	15	13	12
5305.00.	Mixed Coir Fiber	10	9	10
5308.10	Coir Yarn	1	1	1
5305.00	Coco Peat, Fiber Pith & Molded Products	104	114	120
9603.10	Brooms & Brushes	12	16	14
5701.90.10 57012.20.10	Carpets, Mats, Floor Coverings	4	2	3
1404.90.50	Coconut Husk Chips	10	9	8
9404.29.10	Coir Pads	1	1	1
5607.90.20	Coir Twine & Ropes	8	8	9
5311.00.10	Geo Textiles	4	5	4
	Total :	**175**	**186**	**188**
	Coconut Shell Products			
3802.10	Activated Carbon	75	82	99
1404.90.30	Coconut Shell Pieces	...	...	...
1404.90.40	Coconut Shell Powder	...	...	...
4402.90.10	Coconut Shell Charcoal	3	5	2
1404.90.60	Coconut Ekels	1	2	2
	Total:	**79**	**89**	**104**
Total exports in the sector		**572**	**588**	**588**

Coir Brushes/Thawashi Brushes

Growing Demand for Natural Fiber (Coir) Products

Up-to-date market information about emerging and declining markets, market requirements, international competitors and product trends is essential for the Sri Lankan coir industry to remain competitive. A professional market research company should be contracted by the industry (for example the Coir Council International) to conduct annual market assessments. However, the market in China has seen a tremendous growth over the past five years – especially for raw coir fiber as well as machine twisted fiber. It is expected that this market will further expand.

Geo-Textiles

Geotextile products are used for controlling soil erosion, increasing soil stability, etc., due to their advanced properties. Geotextiles are utilized in civil

engineering, agricultural, and horticulture. Traditionally, synthetic polymers are primarily used for manufacturing geotextiles, but coir has emerged as an eco-friendly and low-cost substitute. In horticulture and hydroponics industries, coir geotextiles are suitable for use, as they absorb water and control soil erosion. The wide applicability of geotextile products and eco-friendly property of coir geotextiles are promoting the growth of the coir market. Furthermore, Geo-textiles are an excellent medium for soil bio-engineering applications in many parts of the world. They take the form of meshes, netting, need- led felts and pads, erosion control blankets, geo-rolls, geo-cushions, geo-beds, anti-weed blankets. These products are used against soil erosion and for drainage filters. The applications for soil erosion are for earth slopes, inside water channels or along shorelines.

Bristle Fiber for Brushes

Bristle fiber for brushes is very superior to synthetics due to their stiff characteristic when compared to the diameter. This enables good brushing and or sweeping of the surface, which synthetic materials cannot do. Sri Lanka introduced this product to the world and there remain many more markets to be explored

Improved Machine Twisted Fiber

Improved machine twisted fiber (MTF) is used to make rubberized coir for automobile seats, mattresses etc. Rubberized coir made from twisted fiber is mechanically resistant to damage; it breathes and keeps cool; and it does not sag after repeated use, unlike synthetic substitutes. Especially in the newly emerging economies (China), the demand will grow. Newer applications such as upholstery for buses, railway seats as well as methods to improve quality

(removal of dust), and higher-level use of omat fiber will lead to the opening of larger

Growing Demand for Hydroponic Vegetables & Fruits

This Provides Lucrative Opportunity for Coir Market Hydroponics is an effective way to fruits such as tomatoes, lettuce, cucumber, and others. The demand for hydroponic tomatoes is increasing rapidly, as they offer more nutritional benefits than soil-grown tomatoes. Hydroponic tomatoes eliminate the variables, which restrain growth such as pH, salinity, disease, and poor drainage. Other hydroponic vegetables such as lettuce and cucumber offer similar benefits to consumers. Coir pith is one of the most used growing media for the hydroponics system. Coir pith has properties such as better air-to-water ratio, which helps the crop grow without any restrains. Growing demand for hydroponic fruits and vegetables provides better opportunities for the growth of coir products and the coir market in the future.

04. Existing Business Venture Colombo Coir Exporters (Pvt) Ltd.,

Trade Licenses

Business Incorporation Limited Liability Company

Department of Commerce Exporter Registration

Export Development Board Exporter Registration

Coconut Development Authority Export License Holder from 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019 & 2020

As an intermediate producer 2017, 2018, 2019

As a Producer 2019, 2020

Currently Produced and Exported Products

Coir Yarn/Twine

2. Coir Machine Twisted Fiber

It is normally used in mattress and pillows/cushions. The material is also used for insulation and packaging.

3. Coco Fiber Pith –

It is an excellent soil conditioner and is being extensively used as a soil-less medium for Agri-horticultural purposes. With its moisture retention qualities, coir pith is ideal for growing Anthurium s and orchids.

Currently Traded and Exported Items

1. Coco Peat

2.Grow bags

3. Geo Textile-

These are mainly used for soil erosions scalping and on embankments of road construction for prevention of soil erosion

4. Coir logs

Machines Used

24 Twine Machines

4 Sliver Machines

1 Cutter

1 Rotating Riser

1 Balling Machine

1 Picker Machine

3 Hydraulic Bale Press Machines

2 Jack Press Machine

5 KG Brick Machine

Logger Machine

Netting Machine

Factory Details

Yarn/twine factory in Maikkulama

Bale factory in Bingiriya in Kurunegala District

Coco Peat stores in Phimbiya, Rathmale

Coco Peat factory in Wariyapola

Corporate Objectives

Our unique ability to produce and manufacture and find our own markets and our successful track record in 2019 and early 2020 makes us an invaluable partner in the Coconut Fiber Manufacture and Export Market. We are hoping to overcome all the barriers and, upgrade machinery, acquire a prominent place for the industry, handle more production on our own and to expand our sales to other markets than Pakistan, China, Europe.

Bankers

Hatton National Bank Plc (Borella Branch)
LKR: 055010169911; USD: 055910122957

Sampath Bank Plc (Super Grade Branch)
LKR: 021810002120; USD: 521830000208

Foreign Participation in Trade Fairs & Exhibitions

China 2017

Japan 2019

Quality Inspection & Production is carried out by Foreign Inspector at our factory

My Plant Garden Show in Milan 2018

Key organizations and institutions involved in promoting the Sri Lankan coir industry

- Ministry of Plantation Industries
- Coconut Development Authority (CDA)
- Coconut Research Institute (CRI)
- Coconut Cultivation Board (CCB)
- Industry Development Board (IDB)
- Export Development Board (EDB)
- Industrial Technology Institute (ITI)
- Sri Lanka Standards Institute (SLSI)

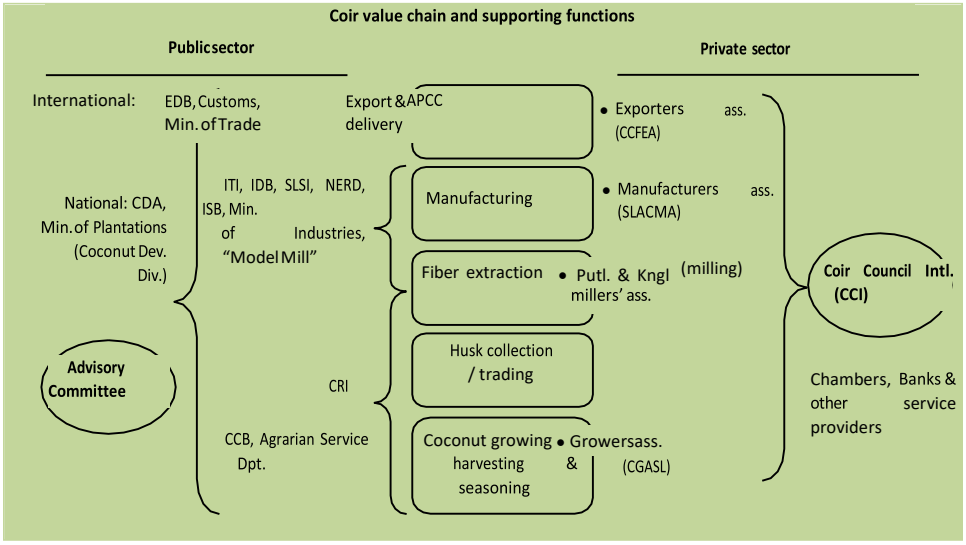


Figure 1.1: Core Value Chain and Supporting Functions

It is proud to say that Colombo Coir Exporters (Pvt) Ltd., is maintaining a close relationship with above Institutes, while maintaining highest level of compliance.

Annexures

Annexure 01 - Chairman's Profile

The director/proprietor of the Company – Mr. Sam Gamage completed his primary and secondary education at **Royal College, Colombo 07** from 1975 to 1987. He left Sri Lanka for his higher studies in 1988 and upon his return he joined M/S Colombo Shipping Company in the year 1993 (the general Agent of Sealand Inc., USA) – a fully-fledged shipping liner and a part of the CRX Corporation Inc., USA. Following his employment at this institution for over 5 years, he joined M/S Ceylon Ocean Lines Ltd., - a Semi

Government owned Shipping Company (the first shipping company established in Sri Lanka) as a Management Trainee to be absorbed for the Senior Management cadre. He went on to successfully becoming the

Marketing Manager and then the Shipping Manager at this company and in 2003 he pursued the idea of studying more about Logistics and Freight-forwarding. He then joined M/S Sealink Shipping as a Director for well over a decade. Mr. Gamage's attention was moved towards exports and with fiber being his focus he then went on to serving many fiber exporters and buyers worldwide over the next years.

Mr. Sam Gamage is the father of two children. His eldest daughter, having received her Honors Bachelor's degree from the University of London migrated to Melbourne, VIC, Australia in order to study for her MSc in Accounting and International Finance in the year 2017. She has successfully completed her Master's program in 2019 and is now employed as a full-time Project Auditor in Melbourne, VIC. She is a representative of Colombo Coir Exporters (Pvt) Ltd., Australia branch in Melbourne – VIC, where Mr. Gamage hopes to promote more business and expand his work to Australia no sooner the borders open after Covid-19.

Mr. Gamage's son just turned 18 and hopes to sit for his Advanced Level Examinations in both London (Cambridge) syllabus and locals at Royal College, Colombo 07 in this 2020. He is an outstanding student in the College being the past Chairman of the English Debaters' Society, Treasurer of United Nations Club, Committee Member of the Souvenir Committee of Royal College and a Member of the German Society etc., In year 2015 he was chosen to represent both his school and Sri Lanka for a youth camp held in Germany with the participation of over 80 countries worldwide where he passed the A2 examination level in German Language at the Youth Camp. He is now qualified to enter into any German State University. Once again in the year 2018 he represented his school and country at the World Schools Forum held in Tokyo, Japan with over 100 other countries in participation. Mr. Gamage hopes to hand over a part of his business under the control of his son's management to train him and expand the business further as soon as he has completed his higher studies.