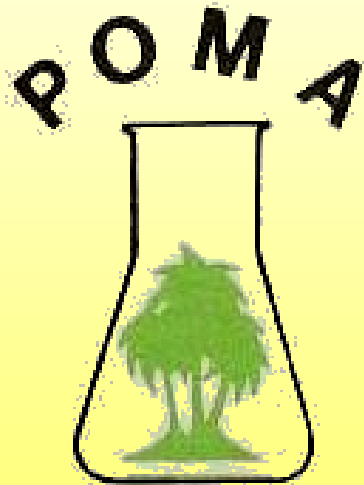


*The Philippine  
Oleochemical Industry*  
**Philippine Oleochemical Manufacturers Association**



*Dean A. Lao Jr.*  
*POMA President 2009*

**SPIK General Membership Meeting**  
Petron Mega Plaza, Makati City  
June 9, 2009



# *POMA Officers for 2008-2009*

**President**

**Dean Lao Jr.**

Chemrez Technologies Inc.

**Vice President**

**Benny Ray Hurtado**

Pilipinas Kao Inc.

**Treasurer**

**Atty. Josephine Milan**

Sakamoto Orient Chemical

**Secretariat**

**Marilyn dela Cruz**



# *POMA Members*

1. **United Coconut Chemicals Inc.**
2. **Pilipinas Kao Inc.**
3. **Chemrez Technologies Inc.**
4. **Senbel Fine Chemicals Inc.**
5. **Sakamoto Orient Chemical Corp.**
6. **Pan-Century Surfactants Inc.**
7. **Philippine International Development Co.**



# POMA Product Range

*Derived from Coconut Oil (Palm Kernel Oil)*

	Cocochem	Pilipinas Kao	Chemrez	Sakamoto	PanCentury	Senbel	PIDCO	Pepmaco	Arctura	Stepan
Fatty Acid	●				●		●		●	
Methyl Ester		●	●			●				
Fatty Alcohol	●	●			●	●				
Crude Glycerin	●	●	●	●		●	●			
Refined Glycerin	●	●	●	●	●				●	
Ester Quats										●
Amides		●	●			●				●
Sulfonates		●						●		●
Soap Noodles	●						●		●	
Fatty Amines		●								
Other specialties		●	●	●						●



# *Industries served*

**Personal & Home Care**

**Food**

**Fuels & Lubricants**

**Paints & Coatings**

**Agriculture**

**Metal Working**

**Plastics**

- surfactants, emollients,

- emulsifiers, humectant,

- biodiesel, additives

- additives, surfactants, etc

- surfactants, adjuvants

- lubricant

- plasticizer, additives



# *Industry's Challenges*

1. **Still recovering from 2008**
2. **Competing with Malaysia & Indonesia**
  - **CNO vs CPO, PKO**
  - **Cost of electricity, fuel, other raw materials**
  - **Logistic disadvantage**
3. **Commoditized products**
4. **Quirks of our Coconut Industry**
5. **MNCs moving regional**



# *A Positive Outlook*



1. **Green trend - Natural & Biodegradable**
2. **Novel & specialty fine chemicals**
3. **Increasing biodiesel mandate**
4. **Returning Filipino engineers**



# *Biodiesel Manufacturers*

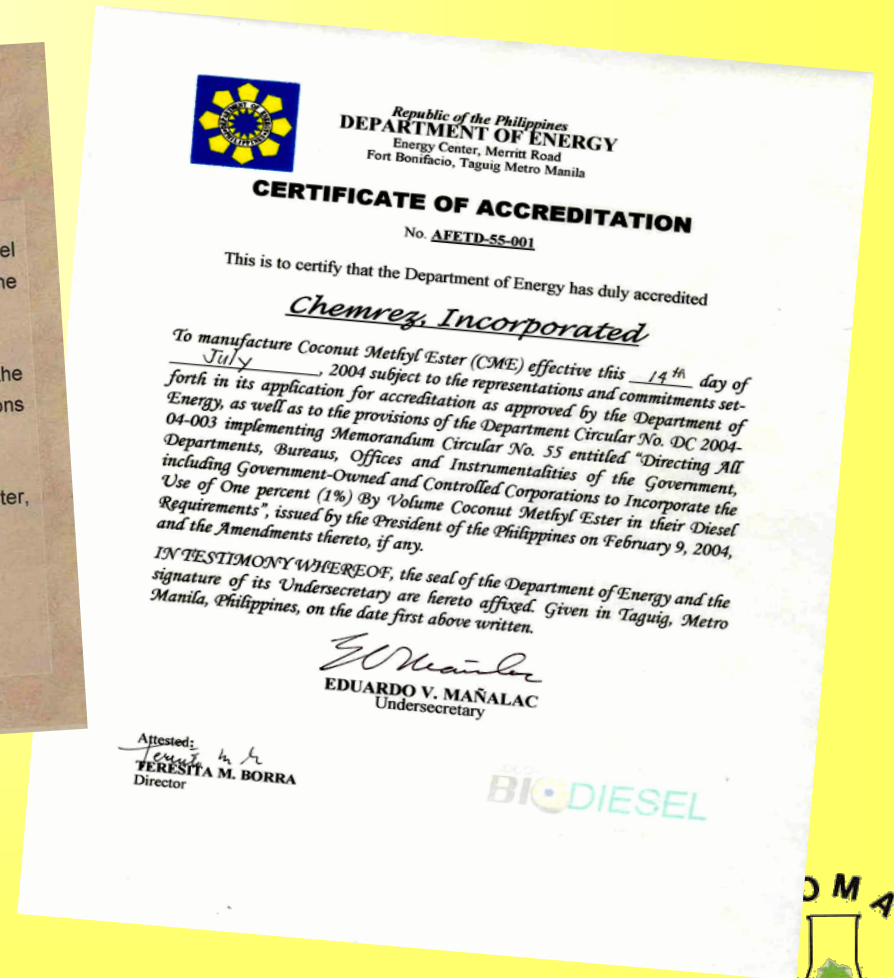
1.	<b>Chemrez Technologies</b>	<b>75 million li per year</b>
2.	<b>Senbel Fine Chemicals</b>	<b>72</b>
3.	<b>Pure Essence Int'l.</b>	<b>60</b>
4.	<b>Golden Asian Oil Int'l Inc.</b>	<b>60</b>
5.	<b>Bioenergy Corporation</b>	<b>30</b>
6.	<b>Tantuco Enterprise</b>	<b>30</b>
7.	<b>LIPI Tech, Inc.</b>	<b>30</b>
8.	<b>Freyvonne Milling Services</b>	<b>15.6</b>
9.	<b>Philippine Biochem Products, Inc.</b>	<b>12</b>
10.	<b>Mt Holly Coco Industrial Co. Ltd.</b>	<b>10</b>
11.	<b>Rasza Agro Produce Corporation</b>	<b>0.72</b>
12.	<b>Romtron Philippines</b>	<b>0.3</b>

**TOTAL CAPACITY**      **396 million li**

**Local B2 Demand**      **130 million li**



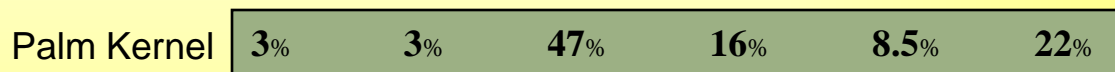
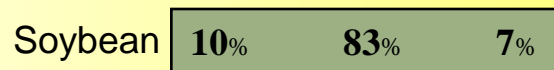
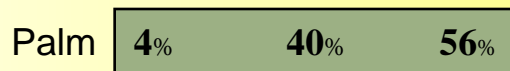
# Accreditation by the Department of Energy



# Oleochem vs Petrochem feedstocks

Look at the carbon chain profile

C<sub>2</sub>-----C<sub>4</sub>-----C<sub>6</sub>-----C<sub>8</sub>-----C<sub>10</sub>-----C<sub>12</sub>-----C<sub>14</sub>-----C<sub>16</sub>-----C<sub>18</sub>-----C<sub>20</sub>-----C<sub>22</sub>----- >>>



LPG, Gasoline

Kerosene, Diesel

Fuel oil fractions





*Thank you very much !*

