# global leader

in manufacturing & exporting

# UHT coconut cream

KAP

Kandetiya Agro Products



supplying to

# Top10 *brands* in the world

**why** partner with the **#1**?

**100%** *srilankan* coconut

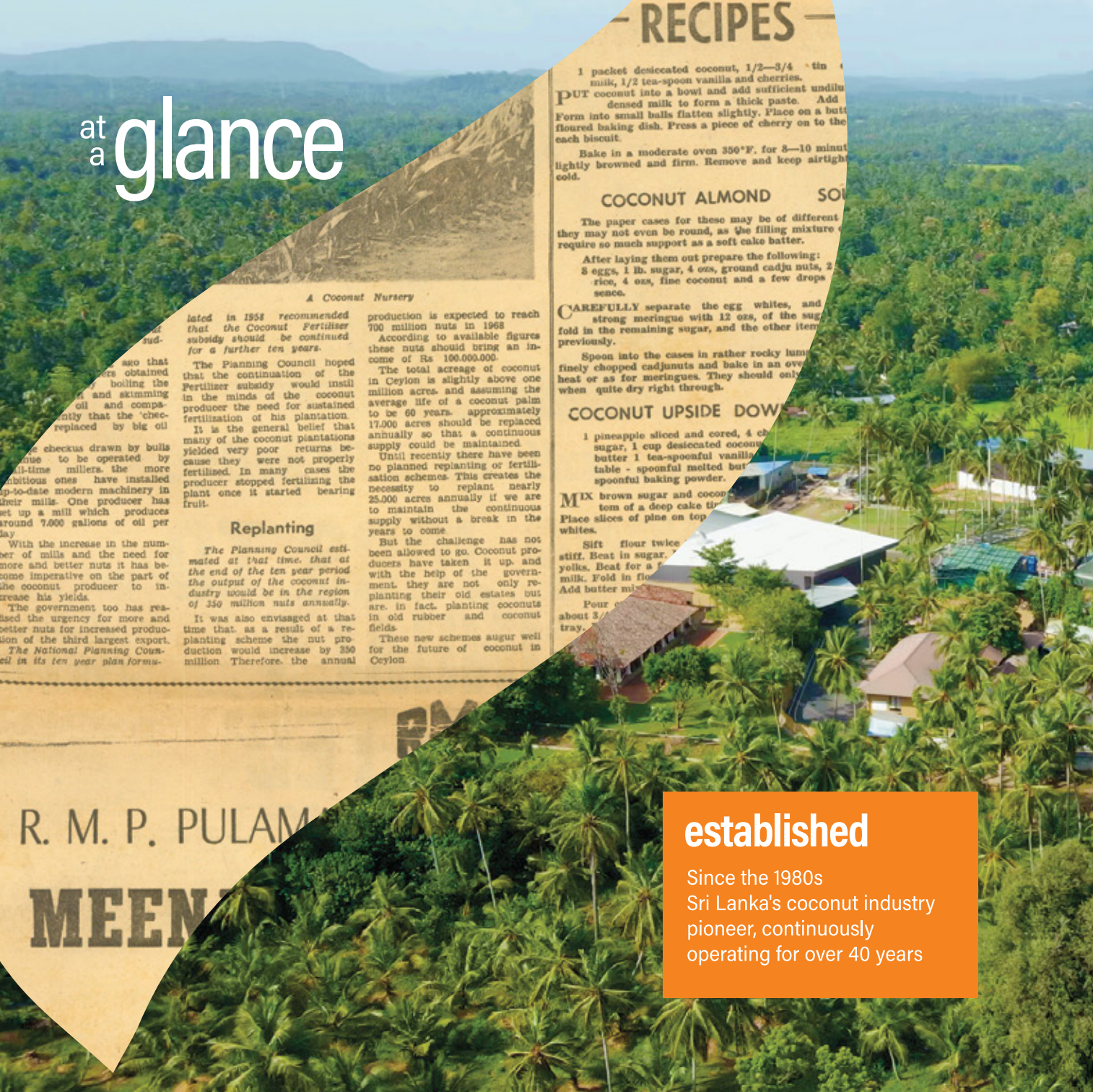
**60%** *market share* of sri lankan UHT coconut milk & cream exports

**500,000** coconuts *per day*

**30%** of daily coconut usage sourced from *own plantations*


KAP
to provide the world with
natural & healthy living
while caring for farmers, the community
and the environment
CLEAN
LABEL
www.kaplk.com

# at a glance



A Coconut Nursery

lated in 1958 recommended that the Coconut Fertiliser subsidy should be continued for a further ten years.

The Planning Council hoped that the continuation of the Fertilizer subsidy would instill in the minds of the coconut producer the need for sustained fertilization of his plantation.

It is the general belief that many of the coconut plantations yielded very poor returns because they were not properly fertilized. In many cases the producer stopped fertilizing the plant once it started bearing fruit.

## Replanting

*The Planning Council estimated at that time, that at the end of the ten year period the output of the coconut industry would be in the region of 350 million nuts annually.*

It was also envisaged at that time that, as a result of a replanting scheme the nut production would increase by 350 million. Therefore, the annual production is expected to reach 700 million nuts in 1968.

According to available figures these nuts should bring an income of Rs. 100,000,000.

The total acreage of coconut in Ceylon is slightly above one million acres, and assuming the average life of a coconut palm to be 60 years, approximately 17,000 acres should be replaced annually so that a continuous supply could be maintained.

Until recently there have been no planned replanting or fertilisation schemes. This creates the necessity to replant nearly 25,000 acres annually if we are to maintain the continuous supply without a break in the years to come.

But the challenge has not been allowed to go. Coconut producers have taken it up, and with the help of the government, they are not only replanting their old estates but are, in fact, planting coconuts in old rubber and coconut fields.

These new schemes augur well for the future of coconut in Ceylon.

## RECIPES

1 packet desiccated coconut, 1/2—3/4 tin milk, 1/2 tea-spoon vanilla and cherries.

PUT coconut into a bowl and add sufficient undilu densed milk to form a thick paste. Add Form into small balls flatten slightly. Place on a butt floured baking dish. Press a piece of cherry on to the each biscuit.

Bake in a moderate oven 350°F. for 8—10 minut lightly browned and firm. Remove and keep airtight cold.

### COCONUT ALMOND SOU

The paper cases for these may be of different they may not even be round, as the filling mixture require so much support as a soft cake batter.

After laying them out prepare the following: 8 eggs, 1 lb. sugar, 4 ozs, ground cadju nuts, 2 rice, 4 ozs, fine coconut and a few drops sence.

CAREFULLY separate the egg whites, and strong meringue with 12 ozs. of the sug fold in the remaining sugar, and the other item previously.

Spoon into the cases in rather rocky lum finely chopped cadjunuts and bake in an ov heat or as for meringues. They should onl when quite dry right through.

### COCONUT UPSIDE DOW

1 pineapple sliced and cored, 4 ch sugar, 1 cup desiccated cocon butter 1 tea-spoonful vanil table - spoonful melted but spoonful baking powder.

MIX brown sugar and cocon tom of a deep cake ti Place slices of pine on top whites.

Sift flour twice stiff. Beat in sugar, yolks. Beat for a milk. Fold in flo Add butter mi

Pour about 3/ tray.

R. M. P. PULAM

MEEN

**established**

Since the 1980s
Sri Lanka's coconut industry pioneer, continuously operating for over 40 years



## facilities

2 UHT aseptic processing facilities (Kurunegala & Puttalam Districts) & upstream processing in Gampaha District

## production capacity

**22,000+** mt/yr

## markets served

European Union, United States, Middle East, Asia

## brands

KAP (B2B bulk export)
Yara (B2B HORECA & food service)
KAP A+ (organic B2B)

## certifications

BRCGS AA+, EU/USDA/China Organic, Halal, Kosher, ISO 22000, ISO 14064-1, GlobalG.A.P., Fair for Life, Sedex, Fairtrade, Naturland

## sustainability

Net Zero by 2050 roadmap; 20% emission reduction already achieved against 2023 baseline; 25,000+ trees planted

Franklands Estate, Veyangoda

# our story

## 1980's

First step in the industry: Sri Lanka's first desiccated coconut (DC) mill under KAP's founding operations.

## 2001

RMP Coconut Products established as a desiccated coconut manufacturing plant.

## 2004

Upali Mills (Pvt) Ltd begins supplying coconut milk to Nestlé Lanka.

## 2014

Kandetiya Agro Products (KAP) founded, supplying coconut milk to Nestlé Lanka.

## 2016

KAP's first UHT treatment unit (Pannala) begins manufacturing UHT coconut cream and coconut milk.

## 2020

Yara launches as a local B2B brand for hotels, restaurants, cafés and food service (HORECA).

2022



"Wayamba Wijayabhimani" best Coconut Company

2024

KAP's first Tetra Pak filler installed at Pannala UHT treatment facility.

2024

KAP's first Tetra Pak filler installed at Pannala UHT treatment facility.

2024

BRCGS upgraded from AA to AA+; second UHT treatment unit (Marawila) opens in Puttalam District for coconut milk, cream and water.

2025



Surpassing 22,000+ MT of coconut milk & cream in exports.

2025

KAP's second Tetra Pak filler installed at Marawila UHT treatment facility.

2026

Marawila UHT treatment unit achieves BRCGS AA+

Every step has been building toward the same goal bringing the world the inimitable quality of Ceylon coconut, at export scale, without ever losing traceability back to the farm.

# a purpose beyond ourselves



Kandetiya Agro Products exists to bring the natural goodness of Ceylon coconut to kitchens and manufacturing lines around the world without additives, without shortcuts, and without losing sight of the farmers and communities the industry depends on. We care for our farmers, for the communities around our facilities, and for the land that makes this product possible in the first place, because a supply chain that isn't sustainable for the people and the environment in it isn't sustainable for our customers either.



"I handpick the best coconuts, because I know the quality of every product starts right here, at the plantation."

Yara Plantations, Marawila

# our facilities

## and the Sri Lankan Coconut Triangle

Pannala, Kurunegala District

KAP
Kandetiya Agro Products

Marawila, Puttalam District

UPALI MILLS
(PVT) LIMITED.

Veyangoda, Gampaha District

RMP








# one coconut many products




## Coconut Cream

A thick, creamy white, sterilized cream extracted from the coconut kernel, then UHT processed and packed aseptically. Available at 24% and 30% fat content. Stable at 4°–30°C due to homogenization.

## Coconut Milk

A UHT-processed, opaque, milky-white liquid extracted from the grated pulp of matured coconuts, with 18% fat content. Stable at 4°–30°C due to homogenization.

## Coconut Milk & Cream with Coconut Water

The same UHT-processed, opaque, milky-white liquid, diluted with coconut water, available at 18% and 24% fat content. Stable at 4°–30°C due to homogenization.



# Coconut Water

UHT-processed, aseptically packed coconut water sourced from fresh, curated, matured coconuts.

CLEAN LABEL
www.kaplk.com

## bulk packaging options

- 5kg BIB
- 20L BIB
- 200L Metal Drum
- 200L Paper IBC
- 1000L Paper IBC



# your brand our coconuts

Coconut milk and cream for hotels, restaurants, cafés and food packs.
Just open, cook, and enjoy.
Available as organic and conventional
coconut milk/cream/water.

Short Lead Time

Low MOQ

Eco-friendly
& Pristine

Superior Service

Food Safety
Standards

1000ml
**Tetra Brik®** *Slim*



# BUILD YOUR OWN BRAND

private labelling with the convenience of a low MOQ



# from plantation to port under one roof

**Unlike traders who resell coconut product sourced from third parties, KAP controls every stage of the value chain directly.**



Hand-picked Coconuts
from KAP Plantations
& Approved Farmer Groups



2 x Upstream Mills



Pasturized Coconut Milk

## Own & partner plantations

across Sri Lanka's “Coconut Triangle” - Puttalam, Kurunegala & Gampaha Districts

## Upstream processing

RMP Coconut Products (Gampaha District) & Upali Mills (Puttalam District)

## UHT aseptic processing

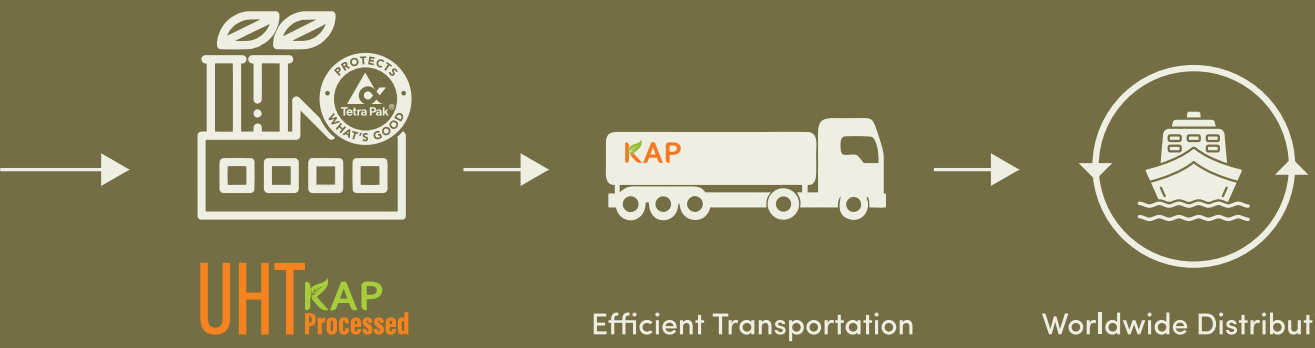
**2 facilities:** KAP UHT (Kurunegala District) and KAP UHT Marawila (Puttalam District)

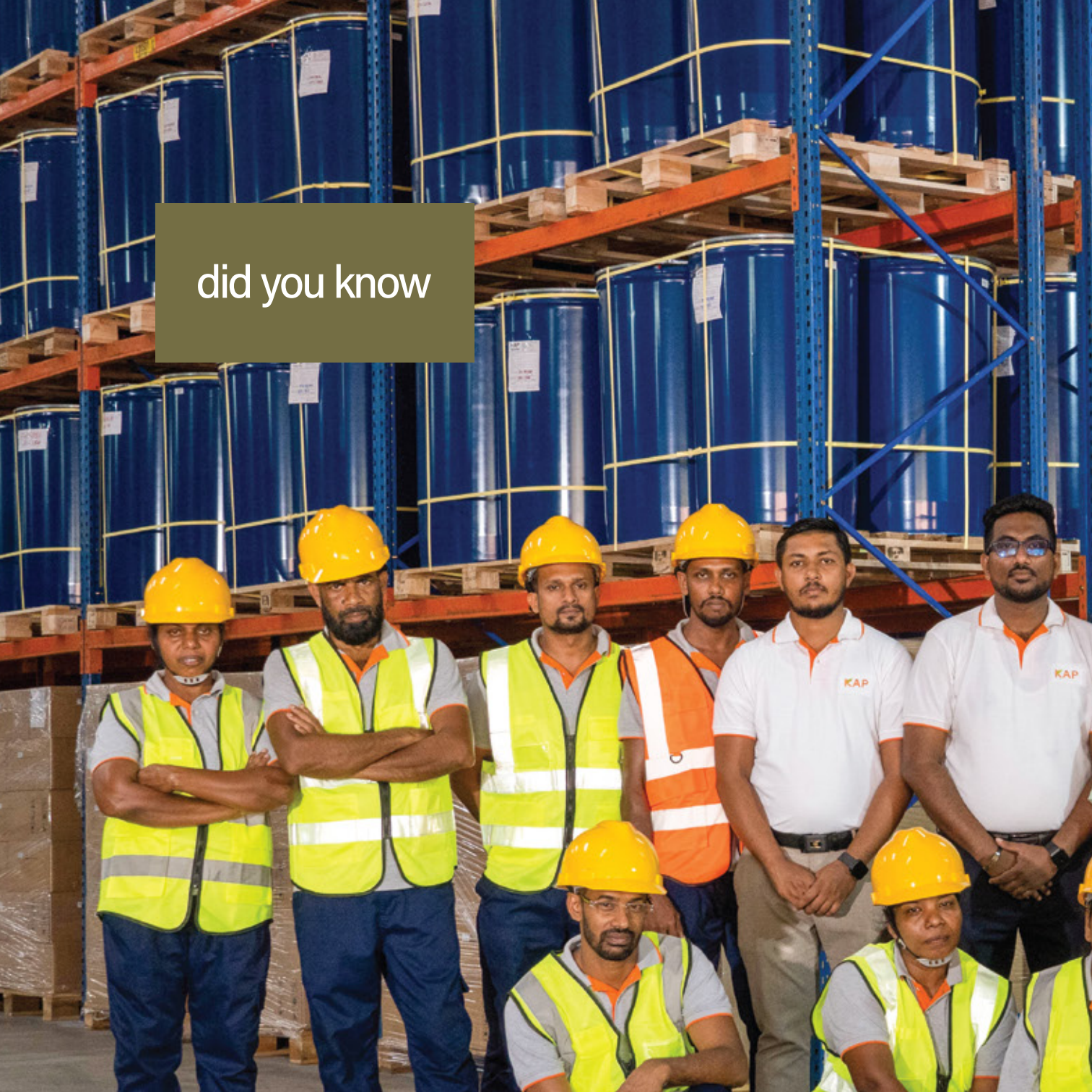
## *Tetra Pak* filling

**2 facilities:** KAP UHT (Kurunegala District) and KAP UHT Marawila (Puttalam District)

## Export logistics

to the EU, USA, Middle East and Asia




did you know


that we can store up to
1.5 million kg
of coconut milk and cream

# traceability & supply continuity

Because sourcing, processing and logistics sit under one company, KAP can trace every batch back to the plantations it came from, and can respond directly without a middleman when you need supply security.

To strengthen supply continuity, we are adopting drone-based remote sensing to monitor the health and condition of our coconut plantations. By combining DRONES + REMOTE SENSING + DATA + AI, we can identify early indicators of potential yield and make informed interventions to optimize productivity—helping us achieve the highest possible output and greater security of supply.

Yara Plantations, Marawila

# lookingbeyond

## what the eye can see





**Tree Health & Stress**
Understanding the overall condition of the crop.

**Pest Detection**
Identifying areas showing signs of pest pressure.

**Yield Estimation**
Generating insights that can help us better understand future production.




every stage

at the **highest standard**

**Quality is at the heart of what we do.**

We make sure every product is safe,
pure and healthy, meeting the highest standards
from source to finished product.

Every certification goes beyond compliance. They are pursued to raise our standards at every step, so that safe, pure and high quality products can be delivered to end consumers.

## Food Safety

BRCGS Food Safety CERTIFICATED AA CERTIFIED

CONTROLUNION CERTIFIED ISO22000

## Organic Integrity

Naturland

USDA ORGANIC

demeter

## Dietary & Religious

V-LABEL INTERNATIONAL V-LABEL.COM VEGAN

HALAL ASSESSMENT COUNCIL HAC SRI LANKA

## Agricultural & Environmental

CONTROLUNION CERTIFIED ISO14064-1

GLOBALG.A.P.

## Ethical & Social

fair for life

FAIR TRADE CERTIFIED

FAIRTRADE

BSCI Business Social Compliance Initiative

Sedex

BRCGS AA+ | ISO 22000 | EU Organic | Naturland | USDA Organic | Demeter | V-Label | STAR-K Halal | ISO 14064-1 | GLOBALG.A.P. | Fair for Life | Fairtrade USA | Fairtrade International | BSCI | Sedex

# trusted
## by leading brands



"One of the key features we value is the stability the manufacturer has been able to achieve. The cream has no issues of being stored at room temperature.
Also, it has a very good shelf-life which has made it very easier for us to plan the operations."

***Alternative Dairy Products Manufacturer, Canada***

"The viscosity of the cream is highly commendable.
It is consistent throughout the batch, as well as the texture."

***Ice Cream Manufacturer, United States***

"KAP coconut milk is full of flavour and gives our curries a creamy, authentic taste. Always consistent and reliable in the kitchen."

***Executive Chef, European Restaurant Chain***

"What really sets KAP apart is that they manage everything themselves from the coconut plantations to production and even transportation. For us in the UK, it's rare to find such an integrated and sustainable supply chain, and it makes a big difference in the quality and reliability of the coconut milk and cream we receive."

***Alternative Dairy Products Manufacturer, United Kingdom***

"What I really appreciate about KAP is that they don't just focus on delivering great products. They genuinely care about their farmers and communities, and it's great to see them putting that care into meaningful initiatives that make a difference."

***Alternative Dairy Products Manufacturer, Belgium***

"When we faced a sudden shortage of coconut milk and couldn't find supply anywhere else, KAP stepped in and delivered our urgent orders without delay. Their support kept our production running when it mattered most."

***Juice Manufacturer, UAE***



"The Coconut Cream produced by Kandetiya has a unique quality of its own, something we've not seen from other suppliers.
It has the perfect aroma and texture for secondary manufacturing processes."

***Yoghurt Manufacturer, Netherlands***

"We are extremely satisfied with the consistency and reliability of supply.
KAP has maintained a 100% service level on both organic and conventional coconut milk and cream,
ensuring our customers receive their products on time without interruption."

***Alternative Dairy Products Trader, Germany***

"With KAP it is not only about supply.
They share with us technical advice that really helps us to develop our confectionery recipes. This kind of support is not so common, and we appreciate it a lot."

***Confectionery Products Manufacturer, France***

"A highly recommendable manufacturer of high-quality coconut milk."

***Alternative Dairy Products Manufacturer, Australia***

becoming
# net zero
2050

**20%**
emission reduction
***ACHIEVED in 2026***

2027

**50%**
emission reduction

2035

**net zero**

2050

- Plant Trees
- Renewable Energy
- Reduce Water Usage
- Optimize Energy Consumption
- Finish Ggoods Transport Optimization
- Source of Key Raw Material From Regenerative Agricultural Farms
- Employee Transport Pooling
- Decrease Chemical Consumption
- Conversion of Fossil Fuel to Biomass in Boilers
- Forklift Conversion to Electric


50,000 trees
(25,000+ planted so far)
40%
electricity from solar
(20% achieved so far)
KAP UHT Facility, Pannala

growing a

# regenerative future



In all our plantations, **we avoid tillage** to keep the soil healthy, retain water, and prevent erosion and carbon loss. We cover the land with crops such as *Puraria*, *Mucuna spp*., *Centrosema* and *Gliricidia*, which improve soil, control pests and reduce weeds. Cattle grazing is rotated, allowing manure to enrich the soil while the land recovers. Because our farms are USDA Organic, EU Organic, Naturland and Demeter certified,

## we rely on traditional methods

rather than synthetic fertilizers or pesticides including compost and buried coconut husks to improve soil health and retain moisture and we harvest rainwater with small lakes to keep the soil moist through dry seasons.




2026

50%

of KAP plantations practice regenerative agriculture.

2029

100%

of KAP plantations will practice regenerative agriculture.

A CSR initiative focused on minimising environmental impact and creating lasting ecological value for future generations through responsible forestry and sustainable environmental practices.

growing a greener tomorrow

# 50,000

trees planted by 2030

# 25,000+

trees planted by 2026







A TREE FOR LIFE
Kandetiya Agro Products

# "a tree for life"

growing a smarter tomorrow

A CSR initiative focused on uplifting children in rural and underserved communities through infrastructure development, financial support, and soft skills development programmes.

**62** scholarships

**250** students in coaching & mentoring



**1,500** stationary distribution

**5,000** students from 35 Schools benefting from Sustainable Waste Management Initiations

# "shilpabhisheka"

# growing a better tomorrow




KAP CSR
for a better tomorrow

At KAP, we believe true success lies in growing together. Our journey is shaped by the people and communities behind everything we do, and we see it as our responsibility to give back with gratitude and purpose.

Through our community initiatives, we strive to uplift lives, create opportunities and nurture hope for a better tomorrow. Because to us, growth means more when it is shared, and success is most meaningful when it touches lives beyond our own.


5
94
KAP

"

Good intentions are easy to claim. We believe they should be proven.

At KAP, our purpose is simple: enabling natural and healthy living through great products. It's why we get up in the morning and how we want to be judged.

It starts with people and palms. Our coconuts come from farming families across Sri Lanka, whose generations of care nurture the trees behind every product we make.

We let nature lead. Our UHT processing preserves coconut's natural goodness, while quality remains part of how we work every day, not just on audit day.

BRCGS AA, Organic, Fairtrade, Halal and Kosher certifications independently validate our commitment.

We believe happy, motivated people make better food. Our team takes pride in every shipment, earning the trust of partners across Europe, the Americas, the Middle East and Asia.

Our journey is from success to significance. Being the biggest matters less to us than being worth choosing.

"



**shimzar AJEEZ**
**CEO**, KANDETIYA AGRO PRODUCTS, SRI LANKA

We care about our ***people***
We respect ***nature***
We value our ***customers***,
And we keep our
***promises***.



# making *good*, credible





www.kaplk.com

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