

## CHAPTER V

### CONCLUSION AND POLICY RECOMMENDATIONS

#### 5.1 Conclusion

Based on the results of the research and discussion described in the previous section, it can be concluded from the Export Competitiveness Analysis are that the revealed comparative advantage shows Indonesian crude palm oil by comparing the share of the commodity export market in Indonesia with the share of the commodity market in India shows that the average figure in 2016 to 2021 reaches 18,786, which means that Indonesian crude palm oil has competitiveness. product above the world average. A comparison of the Trade Specialization Index between Indonesia and Malaysia indicates that Indonesia has a higher index value indicating that Indonesia is an exporting country with an average score in 2017 to 2021, which is 0.99 when compared to Malaysia, which is an index value of 0.78. A comparison between Indonesia and Malaysia's market share of the Indian market shows that Indonesia has a higher level of market share index than Malaysia, namely Indonesia with an average of 0.571 while Malaysia with an average of 0.308.

Based on this research, it can be concluded that the threat level of new entrants is low due to factors such as weather, soil, temperature, rainfall and others which result in limitations for other countries to pose a threat to Indonesia. The threat of substitute products on the competitiveness of Indonesian crude palm oil exports is low due to the relatively low price of crude palm oil so that most consumers are reluctant to use other substitute products. Then, the bargaining power of buyers is low because Indonesia is the largest crude palm oil exporter and makes other buyers buy no other choice but to buy from Indonesia. After that, the bargaining power of suppliers is high which is influenced by Indonesia being able to produce and contribute 85% of the global palm oil supply. Finally, competition in similar industries in Indonesia's crude palm oil commodity exports is high due to the company Sime Darby from Malaysia which is a palm oil company that is respected by the world.

#### 5.2 Policy Recommendations

Based on the results of the research that has been done, there are several suggestions regarding the export competitiveness of crude palm oil commodities that can be given. The

first is to maintain the export competitiveness of these commodities, Indonesia needs to increase production efficiency by increasing the planting area of oil palm plants so that every year Indonesia is able to produce more oil palm plants. In addition, the Indonesian government should focus on developing physical infrastructure so as to be able to make the mobility of commodities such as export supporting transportation facilities and infrastructure such as ports and roads better or using the latest technologies that can support palm oil production easier. In addition to physical infrastructure, Indonesia is advised to develop social infrastructure such as enriching human resources so that the performance of crude palm oil export competitiveness can be more advanced than before. Human resources are an important factor in increasing the competitiveness of export commodities from Indonesia. By having quality human resources, these humans can have more abilities in the field of information technology, concepts and communication.

The second suggestion that can be given to Indonesia is to improve the quality of crude palm oil commodities to be exported. The way that can be done to make the quality of crude palm oil better is to use superior seeds so as to create guaranteed quality. The use of superior quality oil palm seeds will greatly affect the quality yields of oil palm and contribute significantly to increased productivity. Cultivation techniques for oil palm plants must also meet Good Agricultural Practices standards to maximize production results, including land management, plant care, harvesting and post-harvesting. Because many potential consumers are becoming very rational at this time, commodity competition is getting tougher, so Indonesia must use a better strategy, such as Indonesia wanting to produce good quality palm oil commodities.

The palm oil industry in Indonesia has big challenges, namely the issue of sustainability. The development of oil palm plantations is considered to have damaged the environment, excessive use of resources and even land clearing using the burning method and the use of peat land which has an impact on increasing carbon emissions. Therefore, the next suggestion that can be used is for large plantation companies engaged in the palm oil industry to implement guidelines for sustainable oil palm plantations in Indonesia. This is done to be able to produce palm oil products that promote a balance between the social aspects of society, the environment and welfare. And this is one of the efforts to mitigate global climate change. By prioritizing the cultivation of oil palm plants that care about sustainability, it is

hoped that crude palm oil products can be accepted in the global market and increase export competitiveness of crude palm oil commodities in Indonesia.



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