



# Sago Program

Unlocking opportunities for rural communities





# Kutubu Sago Program

# Collaboration to unlock opportunities

- **Sago Program initiated by Santos Foundation in 2022**
- **Addressing three key constraints:**
  1. Inefficient extraction
  2. Market access challenges
  3. Lack of required skills in communities
- **Five core program goals:**
  1. Deliver positive outcomes for communities in accordance with their needs and wants
  2. Provide meaningful employment and career development opportunities
  3. Establish viable businesses in Kutubu engaging in production and sales of sago and other subsidiary products
  4. Entrench practices which will ensure environmental and social sustainability of commercial sago production
  5. Establish connections, engage new resources and share knowledge to support a PNG sago industry





# Why Sago?



Papua New Guineans are sago experts



Sago is an abundant resource in PNG



Potential new PNG commercial crop



Aligns with Government goals



Food security in a changing climate



Global market is growing

### Coordination Strategy

- Stakeholder and community input to guide program implementation

### Key Principles

- Inclusive • Community-led
- Respect local protocols
- Build capacity • Do No Harm

### Communication

- Appropriate & contextualised for communities
- Consistent across components

### Learning

- Research strategy • M&E
- Communicating outcomes
- Empowering partners

## Program Coordination



Market development



Sago resource management



Spread to all sago regions



2. Develop commercial markets and supply chains



3. Community capacity building



4. Establishing subsidiary opportunities



5. Scaling up processing capacity



International engagement



1. Introduce small-scale mechanised sago processing

# Kutubu Sago Program



6. Sustainable production practices

# Small scale sago processing

## Traditional



## Mechanised



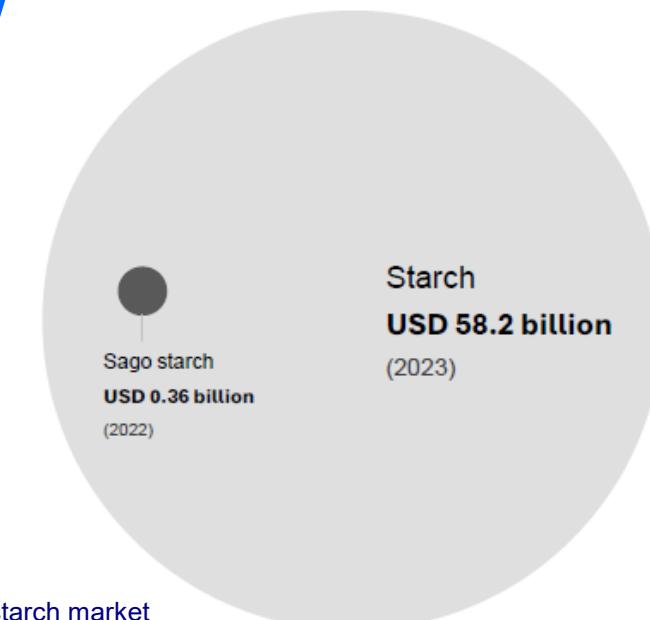
# Sago commercialisation market study



*“ we are so grateful and excited to hear that Santos will bring a machine into our communities to extract the sago for us, which will, for the first time, give us more free time to do other things, to look after our families rather than being slaves to extracting sago from sunrise to sunset ”*

women from Kutubu  
focus group discussions

Global starch market



- Study undertaken by Palladium Group in 2024
- Surveys of farmers, aggregators and retailers
- Desktop research on global markets
- PNG and global market potential identified
- Phased approach to development recommended



# Industry sustainability

- self replacing (suckers), only harvested at maturity
- yields more starch per ha than any other crop (6 x more than rice)
- high in calories, very low glycaemic index (GI), organic / gluten free
- many uses other than food





## SPA 01 Strategic Economic Investment

DIP 1.1: Commercial Agriculture and Livestock Development  
DIP 1.6: Micro, Small Medium Enterprise  
DIP 1.10: Land Development



## SPA 04 Quality Education and Skilled Human Capital

DIP 4.4: Technical Vocational Education and Training



## SPA 09 Research, Science and Technology



## SPA 10 Climate Change and Environment Protection

DIP 10.1: Climate Change Mitigation and Adaptation



## SPA 11 Population, Youth and Women Empowerment

DIP 11.2: Youth Development and Labour Mobility  
DIP 11.4: Women Empowerment



## SPA 12 Strategic Partnerships

DIP 12.3: Private Sector

# MID TERM DEVELOPMENT PLAN (MTDP) IV

## Sago Program

### PNG VISION 2050



#### Human Capital Development, Gender, Youth & People Empowerment

Best and Productive Human Resource



#### Wealth Creation, Natural Resources, & Growth Nodes

Dynamic and Competitive Economy



#### Climate Change & Environmental Sustainability

Resilient Country using Sustainable Development Measures

# Timeline

## YEAR 1-3

- Training facilities established
- Mobile machines in communities
- Co design with community

## YEAR 3-5

- Capacity building and training
- Increased production
- Unlock new markets (highlands) for wet cake sago

## 5-10 YEARS +

- Expanding sago product range
- Scale and quality of product allow for export market



# How can stakeholders support?



Active promotion of the opportunities for the Sago Industry in PNG

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Policy Support and Private Sector Incentives

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Research & Training Support

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Financial Partnership

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Program Delivery

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