



WA **SANDALWOOD**  
PLANTATIONS

Greetings Chung Wah

我今天很荣幸被邀请  
作为演讲嘉宾

Presentation to WACCC

December 2024





# WA **SANDALWOOD** PLANTATIONS

## Agenda

- **Introduction to WA Sandalwood & Dutjahn Sandalwood Oils**
  - **History of Sandalwood in Western Australia**
  - **Sandalwood products and uses**
  - **The Future**
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# WA **SANDALWOOD** PLANTATIONS

**We are a sustainably managed commercial operation cultivating plantation and native *Santalum spicatum* to produce timber and high-quality sandalwood oil**

**We have institutional, high net worth & family office investors**

**We have 15,000 hectares (40,000 acres) under management**

**We are harvesting > 1000 tonnes of plantation sandalwood per year**

**We have 25 -30 years of sandalwood supply**

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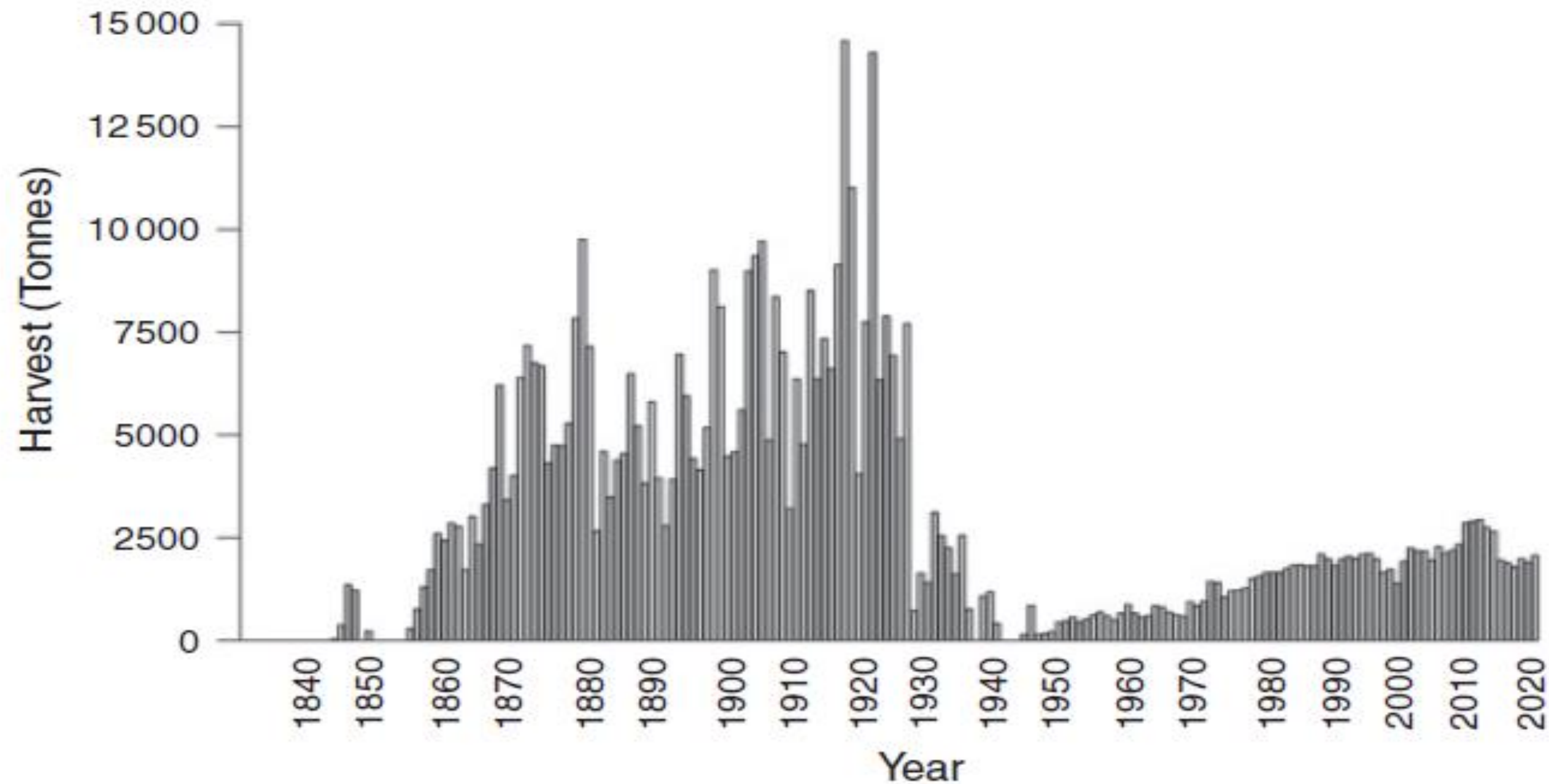


# WA **SANDALWOOD** PLANTATIONS

## What is West Australian Sandalwood ?

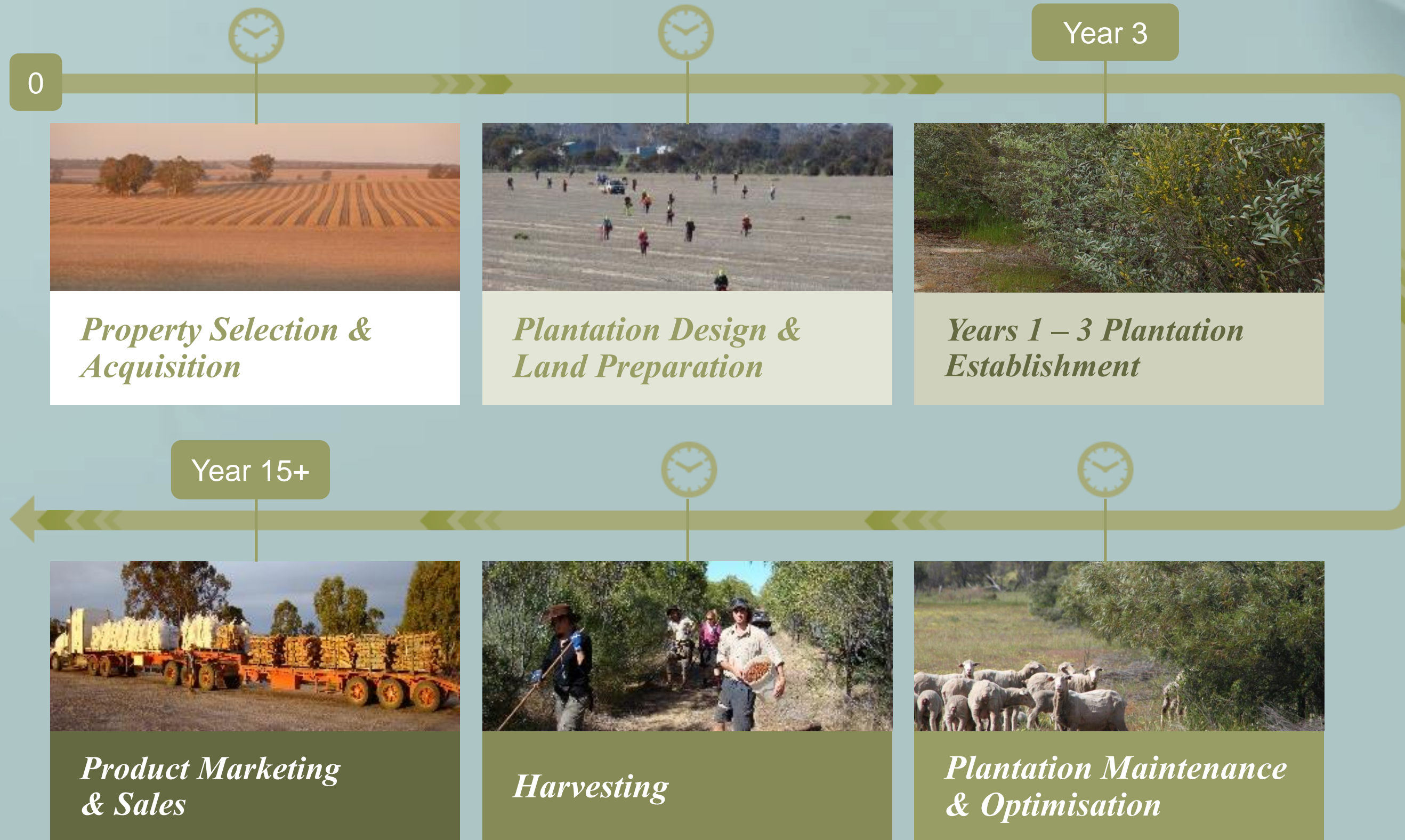
- **Botanical Identity:** *Santalum spicatum*. Renowned for its aromatic heartwood and essential oil production.
  - **Cultural and Historical Significance:** Valued for thousands of years by Aboriginals for its medicinal properties and ceremonial uses. Sacred to Hindu's and central to Buddhists for incense.
  - **Environmental Role:** A unique ecological role in maintaining biodiversity and soil health in arid landscapes.
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# *Historical Annual Supply Volumes of Wild Sandalwood to Asia*



- WA Government introduced the Sandalwood Act 1929, dramatically decreasing the volume of sandalwood harvested
- 1995 onward saw the beginning of plantation establishment

# *WA Sandalwood Plantations (WASP) formed in 2001: Plantation Management & Production Lifecycle*



# *Environmental Benefits*

## Sandalwood Plantations:

- Help reduce soil salinity
- Increase site biodiversity (native vegetation are not cleared)
- Provide habitat for native wildlife
- Carbon sequestration





DUTJAHN

SANDALWOOD OILS



“Dutjahn is *more than a sacred plant* to the Martu and Wongi Nations,

*it is part of our soul*

and a key link to our *spiritual identity.*”

**Darren Farmer**

Chairman, Dutjahn Custodians

Director, Dutjahn Sandalwood Oils





Sandalwood tree, Mungarlu Ngurrarankatja Rirraunkatja (MNR) lands Western Australia.



Sandalwood cultivated with host trees (both endemic) regenerating salinity-stricken farmland.

# A direct and unbroken chain of custody.

Proudly 50:50 partnership between Indigenous-leaders and leading cultivators.

Wild-harvested wood from Indigenous lands has little sapwood and a deep, reddish colour – producing the highest quality oil.



Heartwood is chipped into pre-grind ready for distillation.



Our state of the art distillation facility including 9 stainless steel vessels dedicated to Australian sandalwood, and is audited as part of HACCP.



Oil batches are tested and blended to create finished oil products.



# Winner UNDP Equator Prize: innovating a new economy to combat planetary crisis.

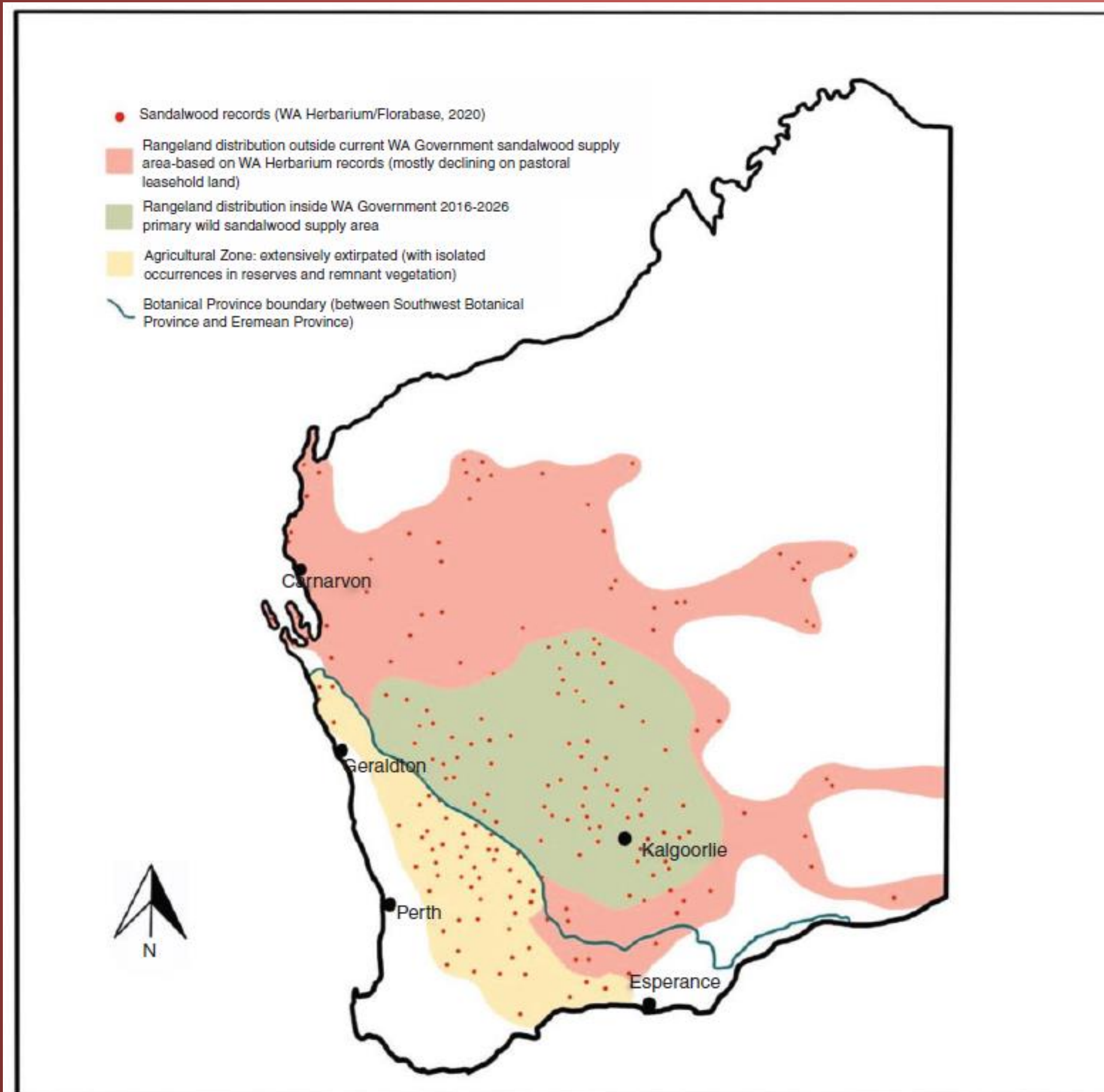


Sales flow back to Indigenous people in the form of wood sales, profit-share and royalties for community projects.

Dutjahn won the UN Equator Prize for this regenerative approach that supports people and biodiversity to thrive, addressing UNSDGs:



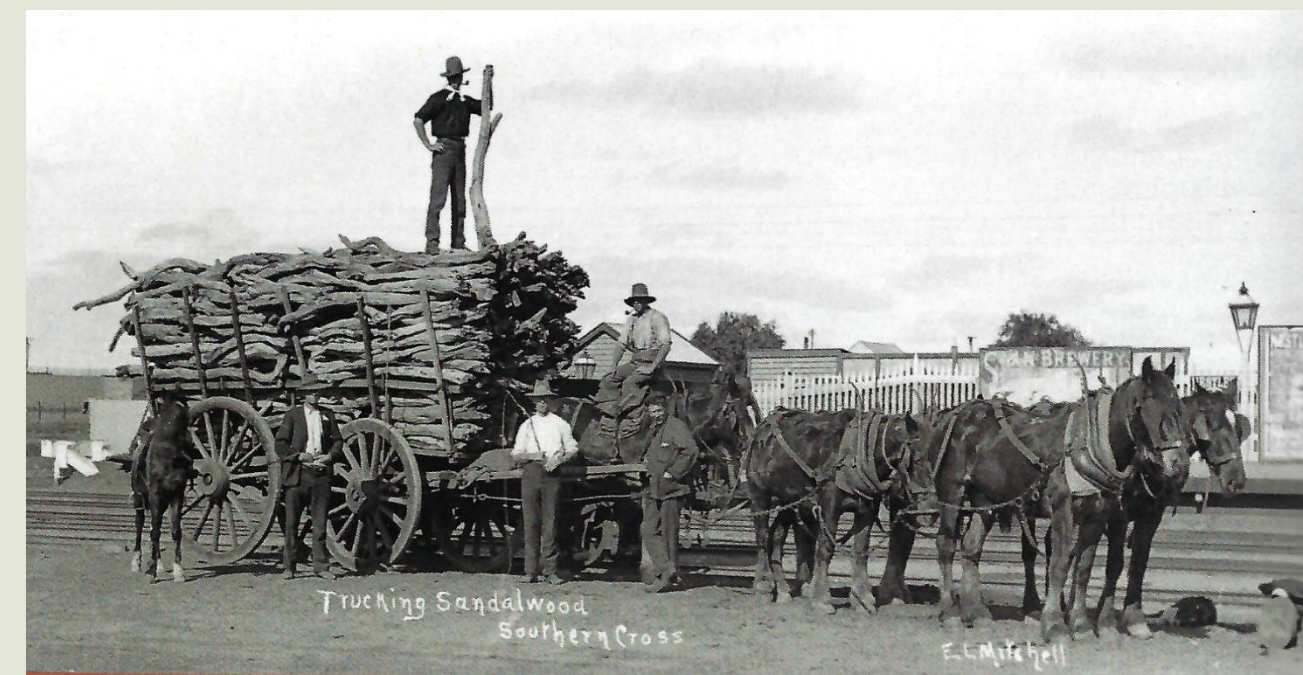
# Wild Sandalwood Area



# History of Sandalwood



Western Australia was founded in 1829.  
16 years later, in 1845,  
the first exports of sandalwood were  
shipped to Asia.

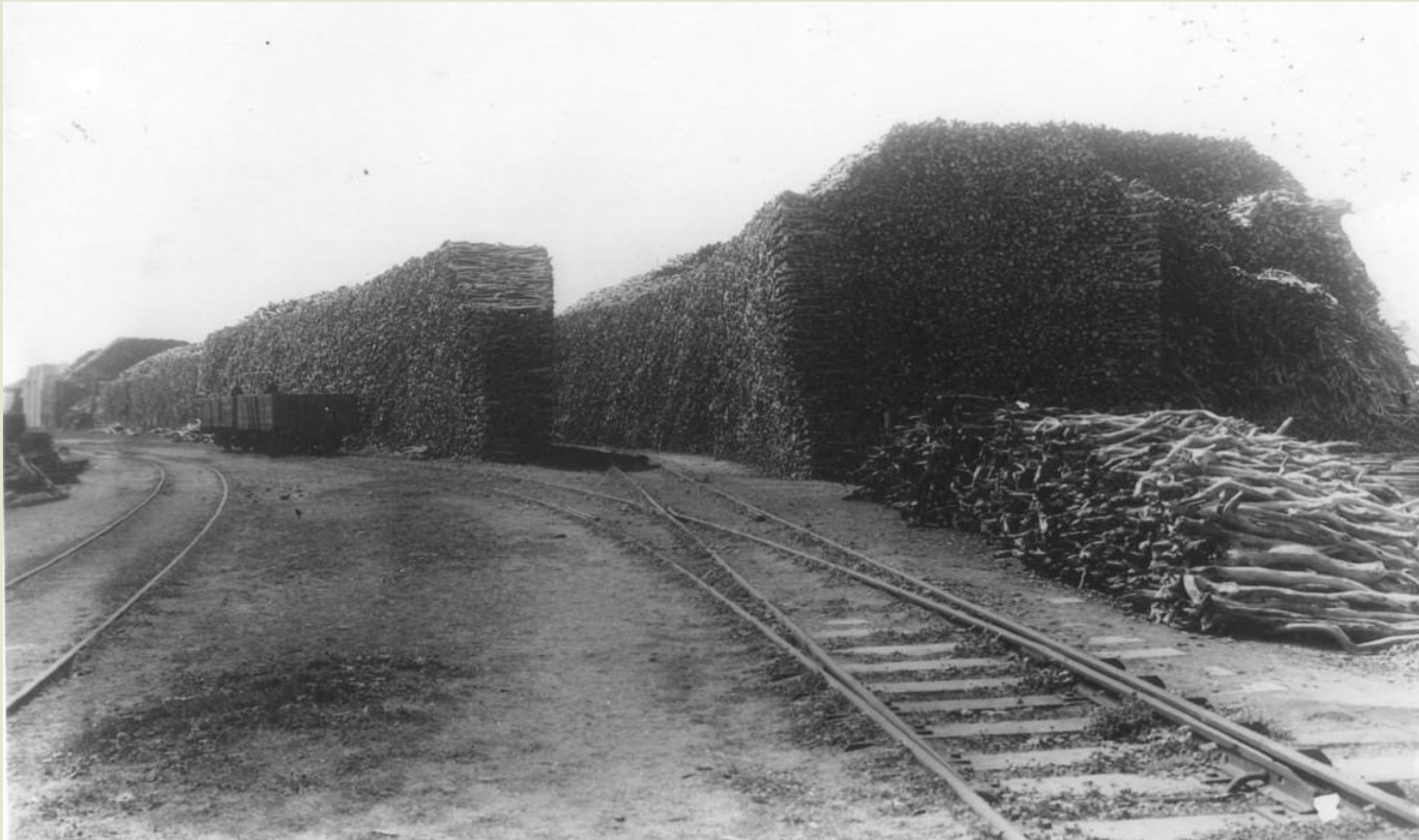


# Peak Supply 14,000 tonnes per year



Port Fremantle, Western Australia (Circa 1920)

*WA has a long history of sandalwood harvesting and overproduction*



Overharvesting and habitat loss have threatened natural populations, leading to conservation efforts and the development of sustainable plantation sandalwood farming in WA.

# *Sustainable Plantations*



**Conservation of Wild Resources:** Reduces pressure on native sandalwood populations, aiding in the preservation of biodiversity and preventing overharvesting in natural habitats.



**Sustainable Supply:** Ensures a steady and ethical supply of sandalwood and its by-products to meet growing global demand without depleting native forests.



**Environmental Benefits:** Contributes to soil health, carbon sequestration, and ecosystem restoration, particularly in degraded or arid lands.



**Economic and Social Impact:** Creates jobs, supports regional economies, and fosters partnerships with Indigenous communities for sustainable land management and cultural preservation



# Uses and Markets



## **Incense - Logs, woodchip & powder**

- Highly valued ingredient with spiritual connotations
- Produces white smoke and seen as a symbol of wealth

- 500,000 tpa of wood used for incense production of which 0.4% is sandalwood
- Over 1 billion sticks burnt per day in Asia. One of the strongest growing markets for Western Australian sandalwood



## **Ceremonial - Logs, woodchips, powder, wood oils, paste**

- Spiritually important to Muslims, Hindus, Buddhists & Jainist (est. 38% world population)
- Used in funeral pyres as social status of deceased

- One of the strongest growing markets for Western Australian sandalwood



## **Pan Masala & Traditional Medicine - Wood oils**

- Mixture of nuts, seeds, herbs, spices and oils consumed as a mouth freshener
- Incorporated for its fragrance, flavour and anti-microbial properties

- Incorporation of Western Australian sandalwood is now readily accepted as a replacement to Indian sandalwood



## **Fragrance - Wood oils**

- Unique key ingredient in many perfumes
- Subtle fragrance with a pleasant wood based note and excellent fixative properties

- Annual global perfume industry sales: US\$39bn
- 3.8% pa growth 2005-2010
- A reliable and consistent quality of supply will assist in the growth of this market



## **Cosmetics & Aromatherapy - Wood Oils & Nut Oils**

- Used in body moisturisers, face cream, sun screen, anti-aging, skin cleansers & soaps
- Increasing concern with toxicity in cosmetics driving strong demand for natural ingredients
- Therapeutic application has ancient roots; key in Ayurveda medicine

- Skin care in 2014 represented 34% of a US\$255 bn per annum cosmetic market
- Natural cosmetic market is growing at approximately 10% per annum



## **Pharmaceutical - Wood Oils & Nut Oils**

- Unique anti-inflammatory, anti-spasmodic, antibacterial and healing properties under study
- Product development focusing on acne, blood pressure, fungal infections & cancers

- Considerable growth opportunity with increasing investment in product development underpinned by security of supply from plantations

# Product Marketing & Sales



## Our customers

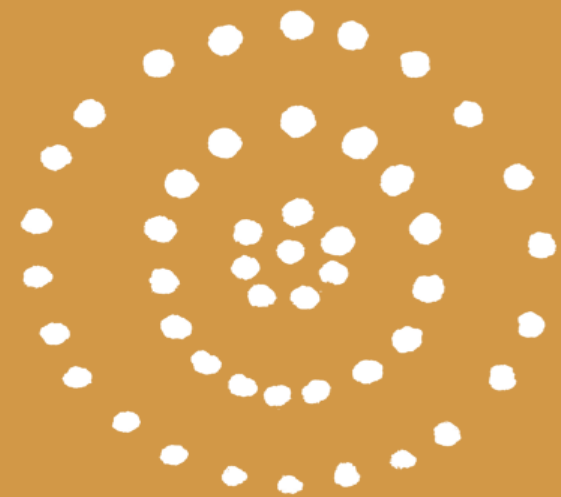


# Plantation Sandalwood Markets

## Existing & Target Markets



## More than the sum of its parts.



ABORIGINAL FORESTS



CULTIVATED TREES

- Government policy has encouraged a now developed certified, traceable, renewable resource with carbon, climate and environmental benefits.
- A staged reduction of the WA Government's Forest Products Commission wild harvest has now begun, enabling greater Aboriginal participation

# *Conclusion*

## **Sustainable Sandalwood Future = Aboriginal Wild Wood + Plantation Wood**

- A win for the Environment
- A win for Traditional Owners
- A win for the Plantation Industry
- A win for Government
- A win for our Clients and Investors

For more information email us at: **[info@wasandalwood.com](mailto:info@wasandalwood.com)**

An aerial photograph of a vast agricultural landscape. The foreground and middle ground are dominated by rows of crops, likely a vineyard or orchard, stretching towards the horizon. The crops are arranged in neat, parallel lines, creating a strong sense of order and scale. The color of the crops varies from dark green to a golden-brown, suggesting different stages of growth or harvest. In the distance, the land flattens out, and a few small structures or buildings are visible on the horizon. The sky is a clear, bright blue, indicating a sunny day. The overall scene conveys a sense of productivity and natural beauty.

Thank You

祝大家  
生意兴隆、  
身体健康、  
幸福美满！  
谢谢！