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Vietnamese Coconut Producer targets global plant-based boom at THAIFEX 2026

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As consumer demand for plant-based foods, clean-label ingredients and sustainable sourcing continues to reshape global food markets, Vietnamese coconut producer Luong Quoi Coconut is positioning itself at the centre of that transformation.

The company used THAIFEX Anuga Asia 2026, one of the region's largest food and beverage trade exhibitions, to unveil an expanded portfolio of coconut-based products and strengthen its presence among international buyers, distributors and food manufacturers seeking sustainable alternatives to traditional ingredients.

Exhibiting at the Vietnam Pavilion during the five-day event in Bangkok, Luong Quoi Coconut showcased a broad range of products spanning retail, food manufacturing and hospitality applications, reflecting the growing commercial opportunities emerging within the global plant-based foods sector.

The company's latest offering includes virgin coconut water, coconut milk, coconut cream, premium virgin coconut oil and value-added snack products, all designed to meet increasing consumer demand for natural, minimally processed foods.

Among the products drawing particular attention was its Barista Coconut Milk, a dairy-free alternative developed specifically for cafÃ©s, specialty beverage chains and foodservice operators. Designed to deliver improved texture, stability and frothing performance, the product reflects a broader industry trend toward premium plant-based ingredients capable of matching the functionality of conventional dairy products.

The launch comes as coconut-derived products continue to gain traction globally, driven by rising health consciousness, lactose intolerance concerns and growing interest in vegan and flexitarian diets.

Building a Traceable Supply Chain Advantage

Beyond product innovation, Luong Quoi Coconut is increasingly leveraging supply chain transparency as a competitive differentiator.

The company sources coconuts from more than 14,500 hectares of certified organic plantations in Vietnam's Mekong Delta, one of the world's most productive coconut-growing regions. By maintaining oversight across cultivation, processing and manufacturing operations, the company aims to offer complete traceability from farm to finished product.

That approach aligns with growing retailer and consumer expectations around sustainability, food safety and responsible sourcing, particularly in premium export markets.

Its production system is supported by a portfolio of internationally recognised certifications, including USDA Organic, EU Organic and JAS Organic standards, alongside food safety accreditations such as BRCGS, IFS, ISO 22000 and HACCP.

These certifications have helped the company establish access to more than 70 international markets, reinforcing Vietnam's growing role as a supplier of premium agricultural and food products.

Moving Beyond Commodity Exports

The strategy reflects a broader shift taking place across Southeast Asia's agrifood sector.

Rather than competing solely on raw commodity exports, food producers are increasingly moving toward value-added processing, branded consumer products and specialised ingredients designed for international food manufacturers.

Luong Quoi Coconut is also expanding its focus on private-label manufacturing, offering both OEM and ODM services to international brands seeking customised coconut-based products tailored to regional consumer preferences.

The company's flexible manufacturing platform and research capabilities allow customers to develop market-specific product formulations while leveraging Vietnam's abundant coconut supply base.

Capitalising on the Plant-Based Opportunity

Global demand for plant-based foods continues to create new growth opportunities for ingredient suppliers capable of combining sustainability, scalability and product innovation.

Industry analysts expect the market for plant-based beverages, dairy alternatives and functional food ingredients to expand steadily over the coming decade as consumers increasingly seek products perceived as healthier and environmentally responsible.

For coconut producers, the trend extends beyond traditional coconut water and cooking ingredients into higher-value applications across foodservice, beverages, bakery, confectionery and nutritional products.

By showcasing both its product portfolio and vertically integrated supply chain at THAIFEX, Luong Quoi Coconut is seeking to position itself not merely as a raw material supplier but as a strategic partner for food companies navigating the global transition toward plant-based consumption.

As competition intensifies across the alternative food sector, the ability to combine traceability, certification, innovation and manufacturing flexibility may increasingly determine which suppliers emerge as long-term winners in the next phase of global food industry growth.