
VALUE ADDITION PATHWAYS OF *Exacum trinervium* (BINARA) AND *Santalum album* (SANDLEWOOD)

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Value addition pathways of *Exacum trinervium* (binara) and *Santalum album* (sandlewood) were studied using information from literature, participatory discussions and indigenous knowledge via personal communication. *Exacum trinervium* is an endemic and endangered species. Value addition pathways of *E. trinervium* includes direct selling of wild plants, breeding for ornamental usage in Sri Lanka and the Netherlands, and for medicinal usage. Price of the plants collected from wild ranges from Rs.25-50 per plant whereas prices of locally bred plants are Rs. 60-70 per plant. Price of a pot of *E. trinervium* in the Netherlands is around Rs. 3500. For *Santalum album* collection, extraction of sandlewood oils for beauty-cultural industry, indigenous medicinal usage, woodcarving and export of timber to Pakistan are the value addition pathways. Price of a sandlewood at the age of 15 years ranges from Rs. 500-1000. Single tree of sandlewood can yield about 1l of sandlewood oil. The price of 1l of sandlewood oil is around Rs. 40,000 in local market and US\$ 4325 in international market, which is mainly used for beauty-cultural activities where there is no other synthetic or natural substance, has been found to replace its fixative ability of sandlewood oil. Luxurious cosmetics, perfumes and sandlewood soap are produced using small amount of sandlewood oil. Timber of *S. album* is sold at Rs. 150-200 per kg, which is used for woodcarving. The carved items of sandlewood are priced at Rs. 3000 per kg. These two species exemplifies the presence of various value addition pathways providing ample opportunities for development of new industries and generation of income those have to be explored carefully.