

MARKETING AND TRADING OF MEDICINAL PLANTS AT SELECTED TAMU IN SABAH

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ABSTRACT

This study of marketing and trading of medicinal plants were carried out at seven (7) selected tamu at Sabah. The objectives of this research were carried out to identify the commonly marketed and traded medicinal plants species along with their medicinal values, identify marketing pattern and chains within medicinal plants trading, and to calculate the profit margins of the sellers involved in medicinal plants trading. A total of 64 respondents had been interviewed using the semi-structured questionnaire. Based on the findings, the most commonly marketed medicinal plants are Raja kayu (*Koompassia malaccensis*), Mas cotek (*Ficus deltoidea*), Kayu panas (*Goni-othalamus roseus*), Jerangau merah (*Boesenbergia stenophylla*), and Halia merah (*Zingiber sp.*). The marketing chain are found in three (3) channel; 1) sellers collect medicinal plants source by themselves, 2) sellers buy medicinal plants source from individuals or groups of collectors, 3) middleman is involved between collectors and sellers. The most common marketing chain is the sellers buy medicinal plants source from the collectors (53.1%). The profit margin of the sellers varies between each other and it affected by the type of marketing chain chosen by the sellers and other intangible factors. However, the profit margin are considerably high and are significant in the economics of the communities. The highest profit margin is 76.7%. Most of the plants were collected from forests area (42.25%) and the seasonality of the medicinal plants trade is the highest on the availability of the plants itself (59.4%). Most of the medicinal plants are marketed in the form of raw unprocessed (69.5%). In conclusion, medicinal plants not only play an important role in health but also in economics activity as the average of net profit income for all respondents at the seven tamu is 58.5%.