



project results

IMPROVING THE RESILIENCE OF COCOA AND CASHEW NUT PRODUCERS IN GHANA, TOGO AND CÔTE D'IVOIRE



Non-financial services



Internal management



Beneficiary organisation

Cocoasource (CCS), founded in 2007, is a commodity trading company headquartered in Switzerland. It operates through four local subsidiaries in Togo, Uganda, Côte d'Ivoire and the Democratic Republic of the Congo. The company is active in the cocoa (75.5%), rubber (15%), cashew (9%), and sesame (0.5%) value chains. **Cocoasource sources from 26 producer organisations working with approximately 31,000 smallholder farmers**, of which nearly 26,000 are sustainably certified.

The challenge

The African cocoa sector faces various challenges; smallholder farmers often struggle to earn a living wage from their crop sales and often resort to deforestation and child labour. The cashew nut sector is growing but needs more high-quality processing facilities. Certifications and digital solutions are vital for addressing these issues by improving agricultural practices, providing access to premium markets and enhancing transparency in supply chains.

The proposed solution

This technical assistance (TA) project aimed to build the capacities of three producer organisations to integrate them into CCS's supplier base for certified, traceable cocoa and cashew nuts:

Cooperative		THV	IBA	COPAVGON
Country		Ghana	Togo	Côte d'Ivoire
Value chain		Cocoa	Cocoa	Cashew nuts
Number of farmer members		1,300	1,856	519
TA activities	Renewal of the Rainforest Alliance certification	✓	✓	
	Obtention of the Organic certification			✓
	Deploying the Farmforce app for daily transactions and operational management		✓	✓
	Polygon mapping of the supplier base to ensure the traceability of exports	✓	✓	✓

The project also aimed to enhance the business management capabilities of Océan S.A., CCS's subsidiary in Côte d'Ivoire. This would enable it to effectively link local producers with global buyers and support sustainability initiatives in the region.

The key outcomes of the project were:

- 1 Improved income for 1,923 smallholder farmers** by obtaining or renewing their certifications.
- 2 Improved traceability of crops and data-driven decision-making for cooperatives** thanks to the digitalisation of transactions with 2,375 farmers and polygon mapping of 2,746 farmers' plots.
- 3 Strengthened cooperatives** through improved sales and premiums on certified produce.

IMPACT INVESTOR



BENEFICIARY ORGANISATION

Cocoasource

Ghana, Togo, Côte d'Ivoire

NUMBER OF FARMERS REACHED

2,061

AGRICULTURAL VALUE CHAIN

Cocoa, cashew nuts

START DATE

June 2022

END DATE

November 2023

TOTAL EXPENDITURE

€ 141,225

Including € 49,068 (35%)
financed by SSNUP





key results

Sustainability certifications



The cooperatives, THV in Ghana and IBA in Togo renewed their Rainforest Alliance certification for the first time in October 2022 and November 2023, respectively.



The cooperative COPAVGON in Côte d'Ivoire obtained the Organic certification for the first time in August 2023.

Over

1,900

farmers were trained and supported in implementing good agricultural practices to obtain a certification.



Cocoasource was able to purchase more certified products from these cooperatives.



EUR 171,000 of premiums received

and allocated to cash for farmers, community projects, and investment to meet the certifications' requirements.

Introduction of the Farmforce application



IBA and Copavgon successfully adopted Farmforce's cloud service.

Various supporting activities included the system setup, data migration, user training and assistance during the rollout. The application enables purchase recording, stock management and member tracking (i.e., monitoring of farmers' profiles and the services they receive). The tool can facilitate audits and keep all data secure over several years.

Polygon mapping

1,899

plots of farmers across the three cooperatives were mapped.



The three cooperatives were trained in polygon mapping, data analysis, and management in accordance with [the new EU Regulation on Deforestation-free products](#). The training aimed to provide the cooperatives with traceability abilities, enhance their understanding of their supplier base, build customer trust, and gather data for carbon storage and agroforestry projects.

Business training



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Océan staff were trained in human resources, logistics, information technology and financial management. This capacity building was carried out to facilitate future direct investments from Incofin in Océan.

SDGs supported by the project



2. Zero hunger

2.3 Improving agricultural productivity and increasing smallholder farmers' income

2.4 Adoption of productive, sustainable and resilient agricultural practices

12. Responsible consumption and production

12.2 Sustainable management of natural resources



lessons learnt

✓ Collaborating with multinational aggregators such as Cocoasource enabled to reach a significant number of beneficiaries

As an investee of Incofin, Cocoasource not only directly benefited from the project but also served as a channel and implementing partner. This approach proved effective in coordinating a complex development initiative spanning multiple countries and cooperatives, ultimately benefiting a large number of farmers.

✓ Technology plays a crucial role in ensuring the sustainability and traceability of agricultural operations, particularly in light of the upcoming EU Regulation on Deforestation-free products

The project demonstrated innovation by leveraging technology for sustainability and traceability, offering valuable insights for Incofin. Activities such as training on polygon mapping could be replicated with other agricultural investees facing similar challenges in meeting the mapping requirements of the new regulation.

