

## OVERVIEW

The cocoa sector is the highest non-oil foreign-exchange earner in Nigeria with five Niger Delta states - Abia, Akwa Ibom, Cross River, Edo, and Ondo - contributing 75 percent of the 225,000 MT produced annually (448,000 MT annual aggregate demand by exporters and processors). PIND helps farmers produce higher quality cocoa beans to improve their profitability, incomes, and livelihoods.

## OBJECTIVES

- **Increase the productivity of cocoa farmers** to bridge the supply-demand gap of over 250,000 MT
- **Facilitate coordination and relationships between actors** for better access to agro-inputs, technologies, services, and finance

## APPROACH

- Partner with market actors (input suppliers, technology providers, and service providers) to improve farmers' access to information, agro-inputs, and technologies through linkages, training, and demonstration
- Collaborate with a research institute (CRIN, Cocoa Research Institute of Nigeria) to improve access to quality seeds through a network of nursery operators.
- Facilitate linkages through our outgrower scheme for off-takers to improve the quality of cocoa beans through an incentive-based

## INVESTMENTS

**About NGN 70 million has been spent since 2019 to strengthen market systems and expand outreach to farmers**

## PRODUCTS & SERVICES DEVELOPED

- **Farm service providers (FSP) model** showcases the business incentives for service providers to commercially and sustainably provide farm services to farmers
- **Quality improvement (QI) model** provides incentives for farmers to adopt good practices and technologies to improve the quality of cocoa beans. In addition, we robustly promote appropriate and efficient productivity and quality improvement technologies that reduce labor requirements and improve farm yield and cocoa quality

## STRATEGIC TARGETS

- Reach 50,000 farmers
- Increase income for 35,000 farmers
- Create additional income of NGN 7.5 billion; leverage NGN 2.5 billion new investment from public/private sector actors
- Facilitate 3,500 jobs
- Achieve a 40% gender target

## OPPORTUNITIES

- Propel our work with CRIN in stimulating private sector investment to improve access to seeds
- Expand our network with certification bodies to drive quality improvement activities
- FSPs, agro-dealers and input companies to reach more farmers, as well as help to coordinate and strengthen the cocoa value chain (VC)

## KEY ACHIEVEMENTS

Since 2019, PIND has onboarded and partnered with 59 different support market actors to promote productivity improvement and quality enhancement practices and technologies among cocoa farmers. These partners have reached over 18,000 farmers with agricultural information, quality agro-inputs, and technologies in five cocoa-producing states of Abia, Akwa Ibom, Cross River, Edo, and Ondo.

- 21,000 farmers reached (22% women) in Ondo (15,204 farmers), Cross River (3,072), Edo (2,215), Abia (794), and Akwa Ibom (281)
- 28,455 cocoa farmers earned increased incomes of ₦1.97 billion because of the adoption of the improved practices promoted by PIND and partners
- 60 FSPs trained with about 30 delivering services to farmers; 975 jobs created
- Active partnerships with three input companies, two technology companies, and five off-takers
- 12,022 farmers who have adopted our demonstrated practices
- NGN 2.3 billion of generated net additional income for the value chain and facilitated 1,703 jobs
- NGN 641 million leveraged investments from private sector partners

**PARTNERS INCLUDE ABICO NIG LTD., AGRO TRADERS LTD, BASF, HARVESTFIELD INDUSTRIES LTD., NIVEK INVESTMENT, SARO AGROSCIENCES LTD, SUBJUGATE BUG. LTD., TULIP COCOA PROCESSING**