

COCOA VALUE CHAIN

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 out-grower scheme for off-takers to improve the quality of cocoa beans through an incentive-based.

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** incentivizes 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 60,000 farmers
- Increase income for 40,000 farmers
- Create additional income of NGN 10 billion; leverage NGN 3.5 billion new investment from public/private sector actors
- Facilitate 5,500 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).

PIND'S INVESTMENTS

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

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 about 45,000 farmers with agricultural information, quality agro-inputs, and technologies in five cocoa-producing states of Abia, Akwa Ibom, Cross River, Edo, and Ondo.

- Almost 45,000 farmers reached Ondo, Cross River, Edo, Abia, and Akwa Ibom.
- About 30,000 cocoa farmers earned increased incomes of ₦8.4 billion because of the adoption of the improved practices promoted by PIND and partners.
- 60 FSPs trained, with about 32 delivering services to farmers.
- Active partnerships with three input companies, two technology companies, and five off-takers.
- Approximately 22,500 farmers who have adopted our demonstrated practices.
- NGN 2.7 billion leveraged investments from private sector partners for the value chain and facilitated around 5,000 jobs.

PARTNERS

- ABICO NIG LTD. • AGRO TRADERS LTD. • BASF • HARVESTFIELD INDUSTRIES LTD. • NIVEK INVESTMENT
- SARO AGROSCIENCES LTD. • SUBJUGATE BUG LTD. • TULIP COCOA PROCESSING