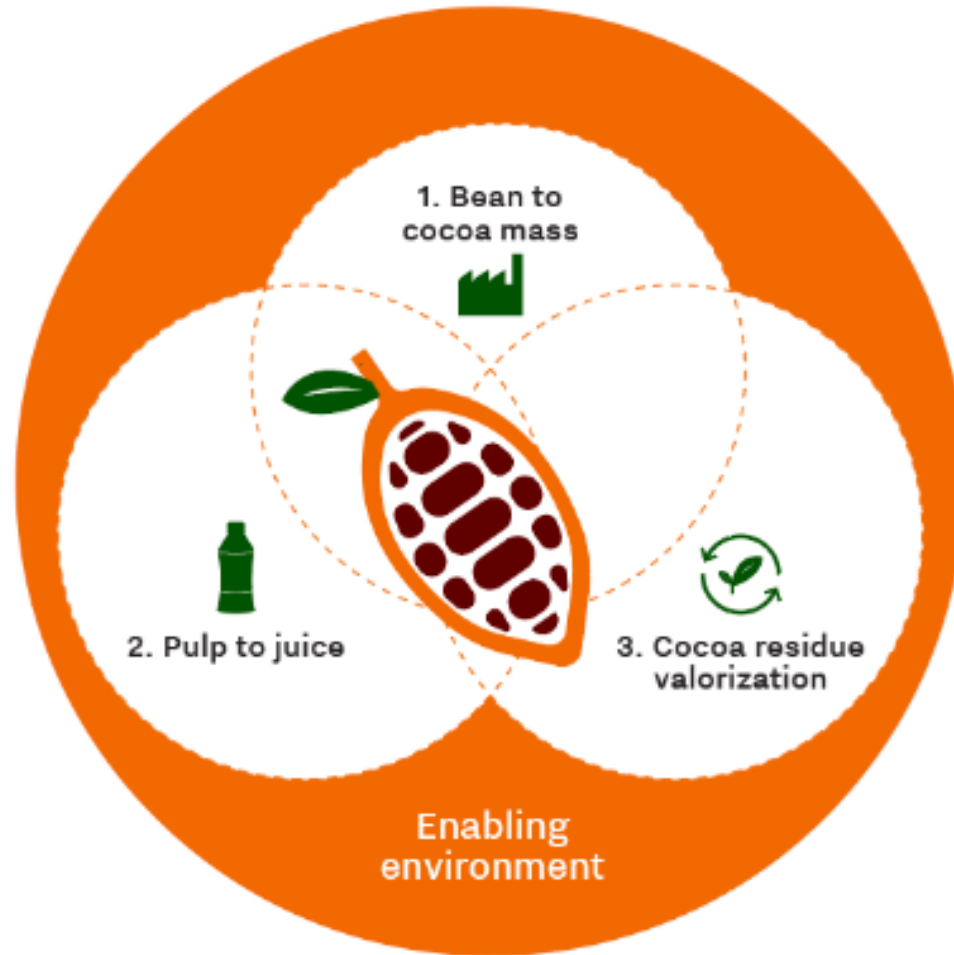


OrangeCocoaPro: towards a decent revenue for cocoa farmers



OrangeCocoaPro (OCP) Objectives

The objective of this combi track is to:

increase local value addition in the cocoa sector by promoting, igniting, supporting and assembling (preferably Dutch) best practices and investments in small scale local cocoa processing.

This is done by **creating partnerships in three niche market segments towards valorisation of the whole cocoa fruit notably the bean (cocoa mass), the pulp (cocoa juice and sweetener) and the pod (pigments, building materials and biochar)**, while at the same time providing a multistakeholder platform for connecting and expanding activities of Dutch and Ivorian public and private partners in the field of small-scale local processing.

As (small-scale) local processing is still at an infant stage in Côte d'Ivoire, this combi track will also draw particular attention to further **promoting an enabling environment by promoting (government) policies, skills development, joint research, and knowledge transfer on among others digital business models, branding strategies, access to markets/capital, and significant market know-how.**

This combi track also tackles the sustainability challenges related to waste streams and affiliated emissions of cocoa production by **exploring circular business models for the valorization of biowaste** (pulp, husk and pod) and decreasing emissions.

Until now **20 partners** (of whom **12 Dutch businesses**) have been identified to actively take part in this combi track, among which are ETG/Beyond Beans, Kumasi, Invest International, Larive International, Duyvis Wiener, LC Packaging, LONO, Control Union, Eco2, JS Cocoa, Spaak Circular Solutions, TheRockGroup, OikoCredit, CADESA COOP, CDC, Agriterro and Tony Chocolonely Foundation. The different business cases are considered solid, given the strong commitment of all these partners.

The track was officially launched during the SARA 2023, West Africa's largest agriculture fair in which the Netherlands was the country of honour. The track was launched in attendance of among others the Ivorian Minister of Agriculture, SG of LNV, Dir. DDE, Dir. RVO, important local players of the cocoa sector and over 30 NL companies.

Case 1. Bean to Cocoa mass - CocoaTechd'Ivoire

Key project data (october 2024)

Budget: Eur 1.3 million of which Eur 620,000 RVO Impact Cluster grant

Duration: 2024-2027

Location: San Pedro

Project partners:

- | | | |
|----------------|------------------------|-----------------|
| ○ Eco2 | ○ Larive International | ○ Control Union |
| ○ CADESA | ○ LC Packaging | |
| ○ CDC | ○ JS Cocoa | |
| ○ JMK (Pacôme) | ○ Duyvis Wiener | |

This Dutch-Ivorian consortium is built around a solid business case for local small scale industrial processing of the cocoa bean into cocoa mass for export. A factory will be built in ownership of the Ivorian Cooperative CADESA and with support (knowledge and equipment) of Dutch businesses: DW will provide processing machinery, Eco2 pest control equipment, Control Union quality control and LC packaging the packaging for semi processed cocoa. JS cocoa is the launching costumer, buying the cocoa mass from CADESA for European customers. CDC and JMK are Ivorian partners that will provide knowledge and project management support to the consortium. Larive International will act as lead partner and coordinator.

Additional finance of around 8 Million will be acquired to build the factory via a finance mix provided by Invest International, Oiko Credit and Société Général.

Agriterra will develop and additional program to further support CADESA in their organisational and governance capacities, since running a processing factory is new to their business portfolio.



Case 2. Pulp to Juice – Juice Factory

Key project data (october 2024)

Budget: Eur 678,796 (€ 475,000,- RVO/FVO grant)

Duration: 2023-2027

Location: Daloa region

Project partners:

- Kumasi
- ETG/BB
- 100 weeks foundation
- Tony's foundation

Supported through the RVO Fund for Responsible Business (FVO) a new cocoa juice producing facility will be established in the Daloa region, through a (Dutch) partnership with ETG/Beyond Beans (BB), Kumasi, 100 weeks and a federation of cooperatives linked to BB. This project brings together Dutch and Ivorian partners who are committed to innovating the Ivorian cocoa supply chain(s) by exploring the additional economic and ecological value that the cocoa fruit has to offer to cocoa farmers as well as (Dutch) consumers.

Bringing this project into the scope of this combi track offers opportunities for scaling up, and linkages with other sub tracks as well as generally contributing to the conducive and profitable environment for (local) valorization of the cocoa sector. The market potential of cocoa-juice is significant, after their pilot project (Juice Lab) BB learned that the demand is big, both locally and internationally, and there is currently hardly no competition. Kumasi is currently importing cocoa-juice from Ghana to the Netherlands but is new to CDI. Since CDI is the biggest cocoa-producing country in the world, there is an almost untouched supply of fruit pulp.



Case 3. Cocoa residue valorization – CocoZero

Key project data (october 2024)

Budget: Eur 1.2 million of which Eur 620,000 RVO Impact Cluster grant

Duration: 2024-2026

Location: Daloa region

Project partners:

- Spaak
- TRG
- LONO
- Kumasi
- ETG/BB
- ESP

This cluster will leverage on the 2nd case, the juice factory, with the objective to valorise the residues of the cocoa value chain linked to the factory into industrial sweetener (xylitol), pigment (natural colorant) and fibres for construction. An important part of the residue consists of the cocoa pod (over 75%). Collecting and processing of the pods into valuable products could reduce emissions (the rotting of the pods in the field produce enormous amount of greenhouse gas emissions), adds revenue to the income of the cocoa farmer and serves Dutch and local markets with natural products.

In this second year project, CozoZero Impact Cluster aims to develop a logistical process for cocoa pod collection, build a lab for processing at the premises of the juice factory and work together with local SME's and startups to develop business cases for local processing of abundance of cocoa residues. Spaak will act as lead partner and coordinator. Additional valorisation, e.g. biochar and energy, will be further explored by ETG and LONO.

