



**Resilience: Writing
the next chapter of
Asian cocoa**

September 2022

Sustainability and Social Responsibility in Asian Cocoa

**The world we
want tomorrow
starts with how we
do business today**

MARS

RESHAPING THE FUTURE OF COCOA



MODERN



INCLUSIVE



SUSTAINABLE

While we may all remember 2020-22 for Covid-19, our lasting impact and damage to our climate is increasingly evident around the world





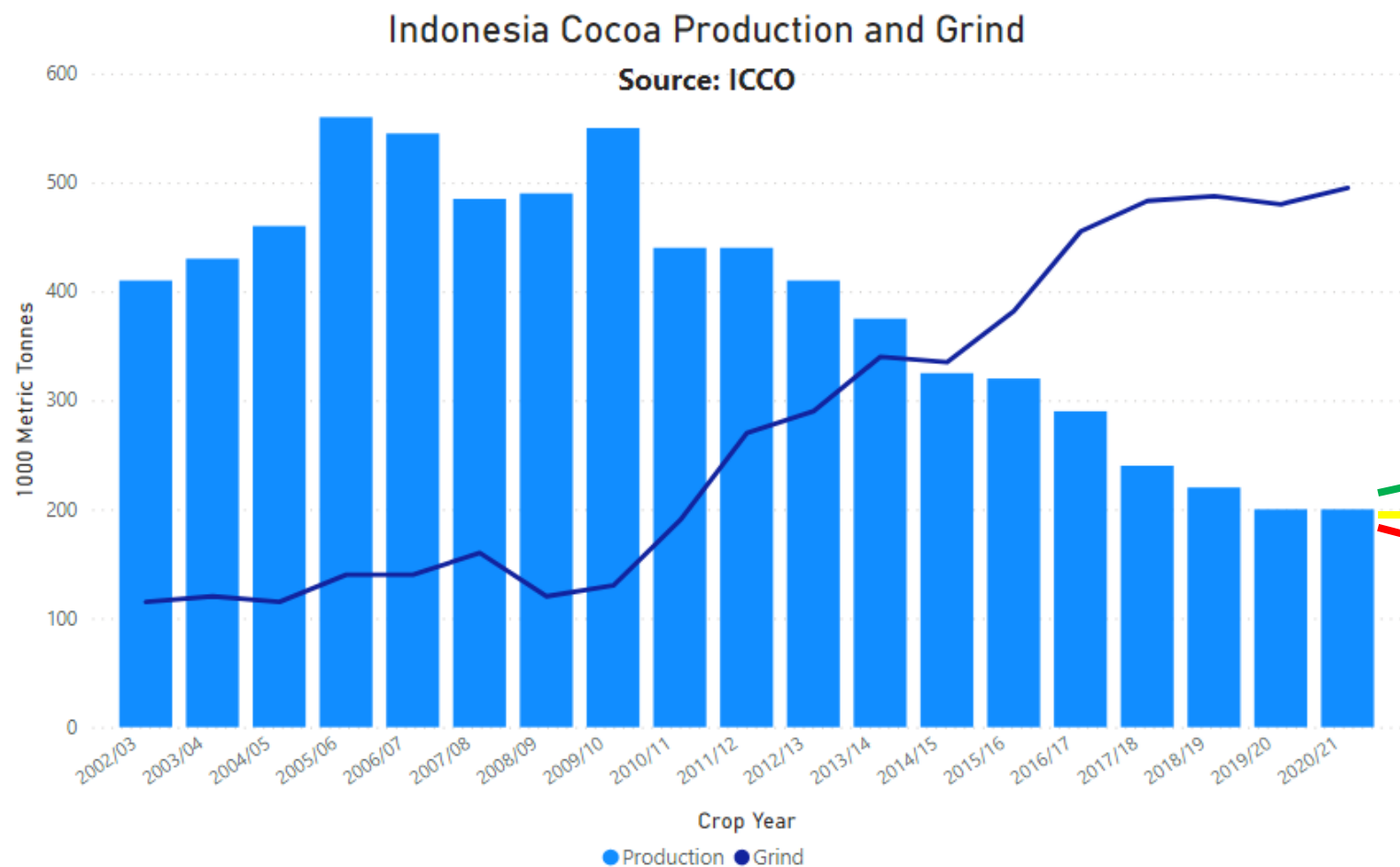
**Help small-scale farmers
adapt to climate change or
face increased hunger and
migration, warns IFAD
President**

Rome, 22 January 2021

©IFAD/Susan Beccio

What's the biggest sustainable challenge for cocoa in Asia?

Let's confront reality about Asian cocoa: Indonesia cocoa production



Factors **positively** affecting trend

- Sustainability interventions working in localized areas
- Decline slowing: less acreage, better farmers left

Factors **negatively** affecting trend

- Farmers quick to switch to competing crops
- Government support to annual crops / food security
- Disease pressure with too wet climate

Cocoa Farming Family: what's changed in last 3 years

- **RESILIENCE - stronger community cohesion**
- **Costs of inputs have doubled, farm economics is worse**
- **Climate unpredictable: Pest & disease pressures**
- **Access to inputs, financing and support**
- **Children lost 2 years of education**



**We have >10 years of
collective collaboration
and learnings...**



Building on >10 years of collective collaboration, Indonesia has lots to build on to move forward

Strengths:

- ✓ 3xPP: High yield clones, cocoa fertilizer developed, adopted
- ✓ Supportive Government
- ✓ CSP, PISAgro platforms – united vision, purpose, strategy, measures
- ✓ PPP programs: trained 150k farmers
- ✓ Digital traceability / transparency
- ✓ Climate / impact funds

Opportunities:

- Regulations need updating
- Access to finance – risk sharing & mitigation
- Scaling adoption: Farm plan, coaching by capable field extension
- Diversified cocoa agroforestry, sustainable landscape management
- Inclusive growth – women and youth at forefront

#1: We focused on farmers, communities

Farming Family First

Leveraged community assets



Service delivery: 25mio/year nursery capacity

>90% adoption of clones in advanced cocoa clusters

150,000 farming families trained

**#2: We worked together
and with others**

**We face common
problems. We cannot
solve them alone.**

MARS WRIGLEY
Confectionery



Government of Indonesia



**World
Agroforestry
Centre**



World Cocoa
Foundation



Save the Children



swisscontact



IFAD

INTERNATIONAL
FUND FOR
AGRICULTURAL
DEVELOPMENT



CSP

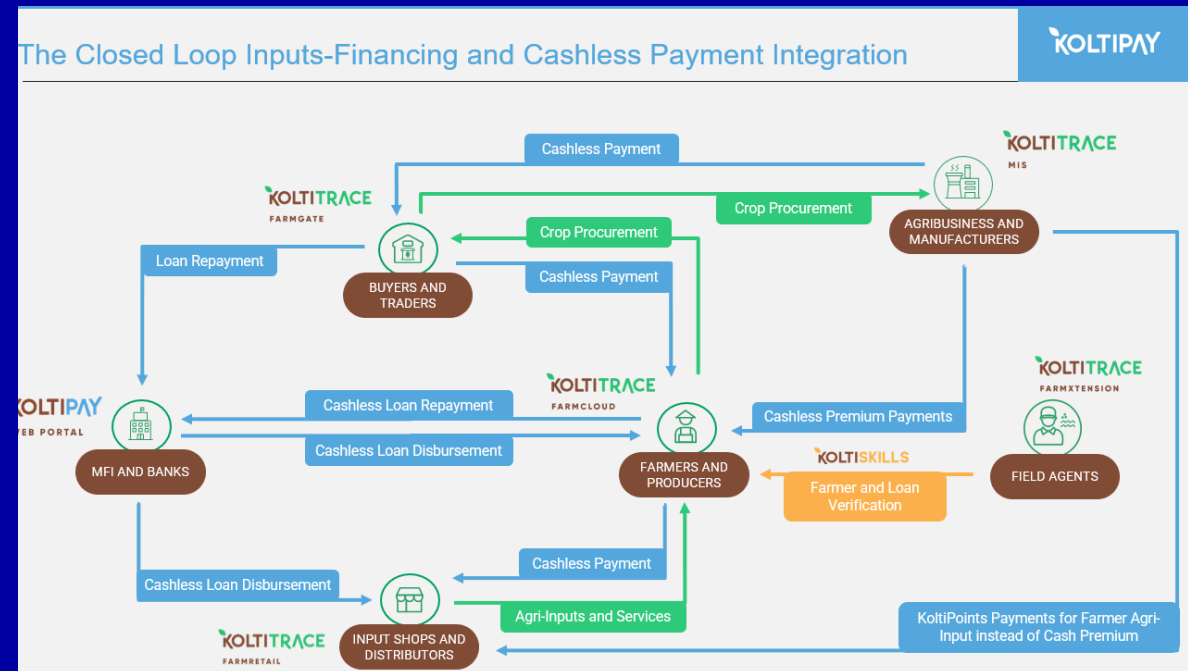


**How will we write the next chapter
of the learning journey?**

Let's deepen and strengthen the collaboration

Unite to address the threats: pest & disease, climate adaptation (diversified agroforestry)

Increase transparency and trust, access to \$



Let's Test and Learn adoption of bundles of sustainable solutions



What is Living Income?



Thank you