Nationales Stakeholderforum
Entwaldungsfreie Lieferkette

MEETS

COOKO

Changing the Industry for Good

20 06 2023

COOKO:

We turn value chains into sustainability catalysts.

COOKO background

Co-chair of the working group

COOKOs space in the industry

Product Flow

Harvesting

Fermentation & Drying

Trade & Export

Processin
g

Manufacturing

The COOKO Operating system enables intelligent insights

Data Flow

Geo Location

Cloud based data Capture

Data cleansing & verification

Analytics & insights

In a nutshell…

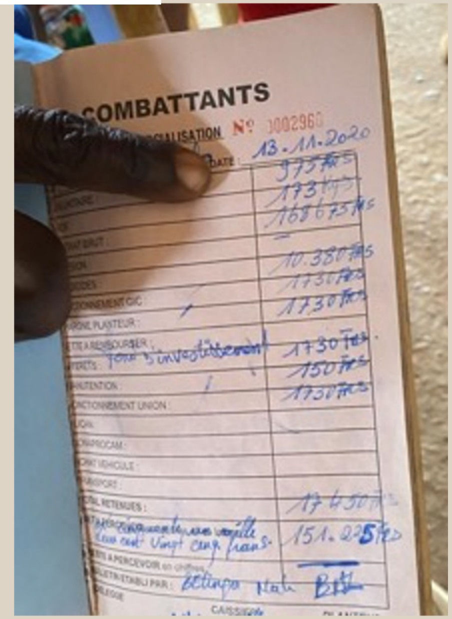
COOKO DIGITAL

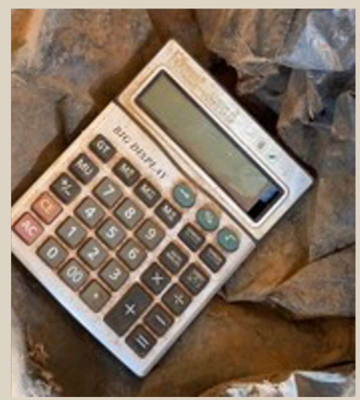
Embedded Data:
GPS, Transactions, Unique IDs

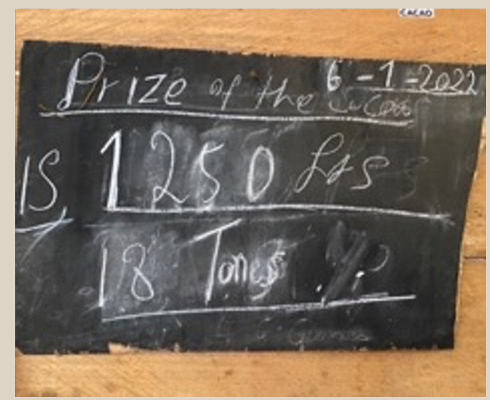
PLUS: Improved quality + Yield

Vs

ANALOG

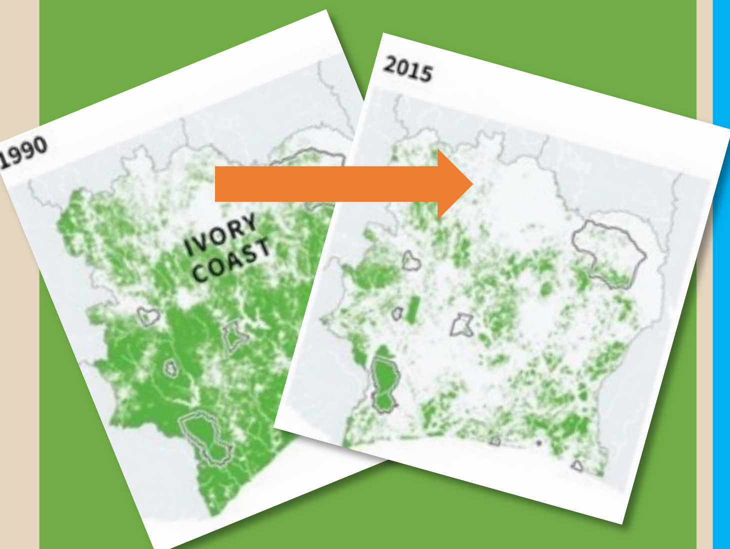




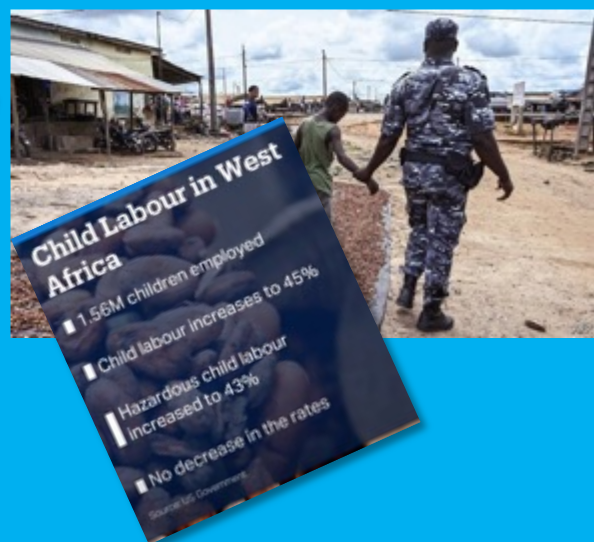


Opaque and antiquated supply chains harbor and enable:

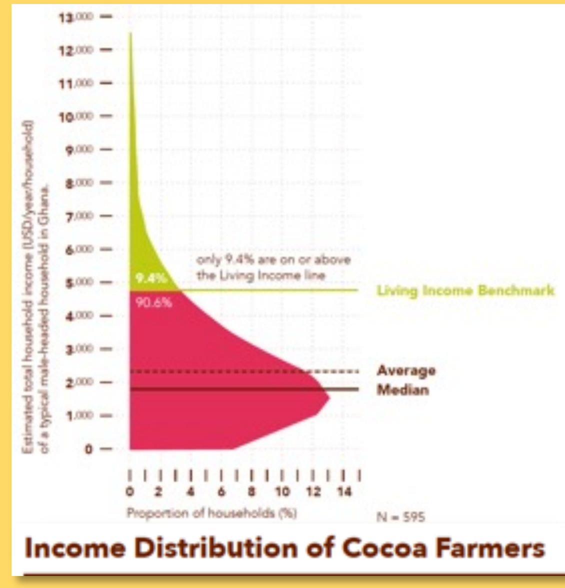
Environmental



Social



Governance



Disfunctions

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Geographically concentrated but economically fragmented:

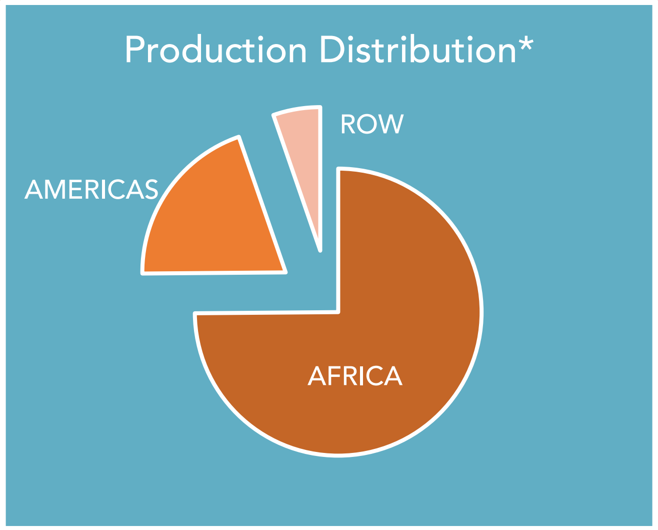


Image source: https://www.c-spot.com/atlas/chocolate-sources/

* Source: ICCO Quarterly Bulletin of Cocoa Statistics, Vol. XLIX, No.2, Cocoa year 2022/23

High Risk

Sourcing origin segmentation

A

Strategic significance of cocoa, Infrastructure and Institutions available, e.g. Côte d’Ivoire

High degree of readiness but uncertainty about potential changes in legislation and high cost of maintenance. Compliance and onboarding challenges.

B

Forex from cocoa significant, weak Institutions and Infrastructure e.g. Cameroon, Nigeria

Lack of committed national budgets and aligned/consolidated action plans. Complexity of multi-commodity traceability and implementation.
Lack of digital infrastructure a significant hurdle.

C

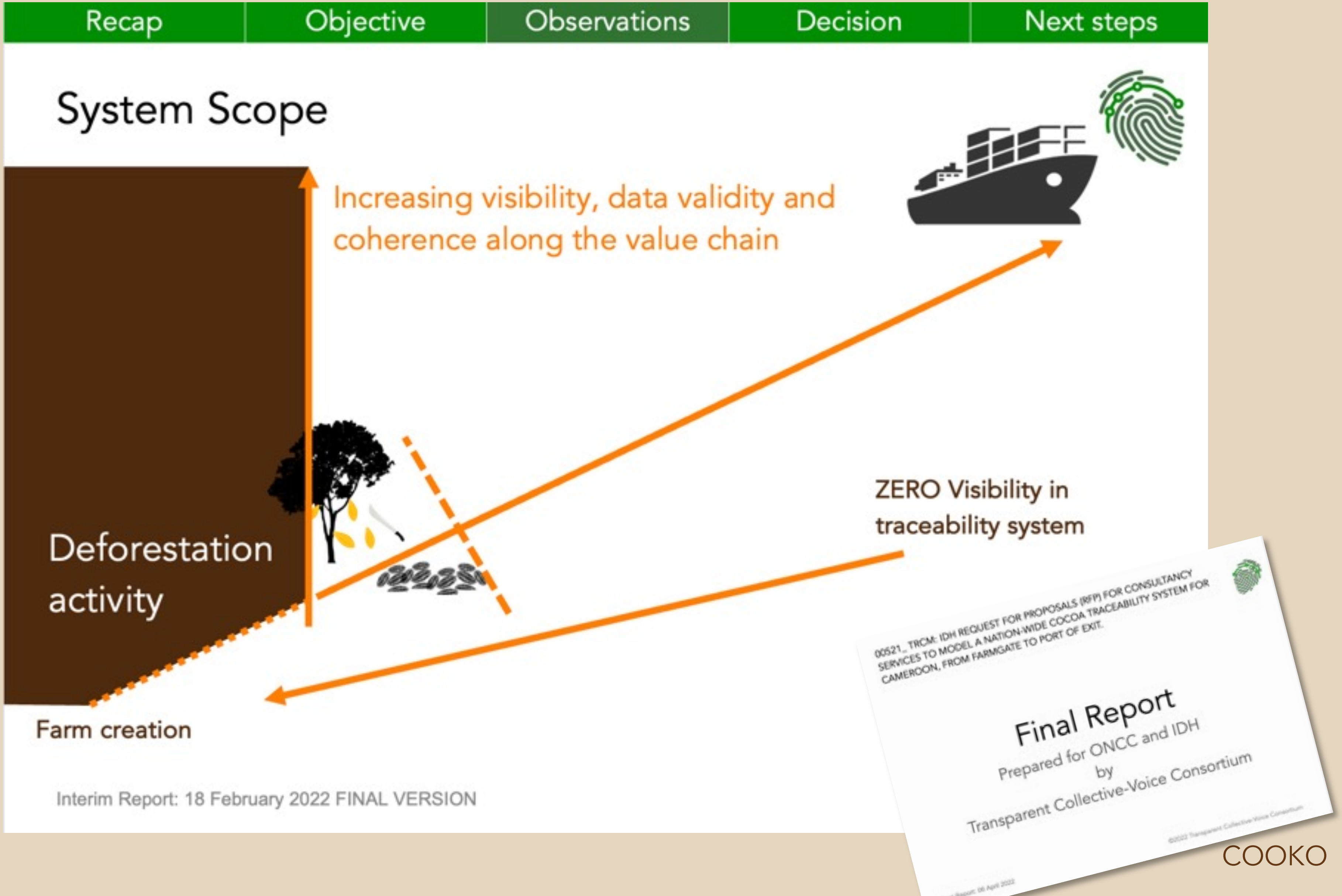
Cocoa value chain not significant, little Infrastructure and dysfunctional Institutions e.g. Liberia

Significant risk of loosing trade due to cost and complexity of doing business under new legislation.

Buying industry segmentation

A	**Strategic significance of cocoa, Infrastructure and Institutions available, e.g. Barry Callebaut, Cargill**	High degree of readiness but uncertainty about potential changes in legislation and high cost of maintenance. Compliance and onboarding challenges.
B	**SME, traditional "Mittelstand" where cocoa is part of inputs. E.g. Bakeries, mid-sized confectioners.**	Confusion about requirements vis a vis "Lieferkettengesetz." Unprepared and unable to invest in new systems.
C	**Small and speciality companies with low individual cocoa volumes.**	May face sourcing challenges with exotic/single origin suppliers. Compatibility issues with own rating and certification systems.

Final thought



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Implications/Challenges

A Strong consolidation in the industry as B/C players rely on A players for sourcing. "Penalty on smaller" and emerging supplier countries. Uneven income and rewards distribution with significant cost of compliance on weakest part of the chain.

B Significant GDPR challenges that have not been significantly raised or addressed, e.g. farmer data on blockchain and data ownership

C Winners will be digitally enabled, new generation of agri-entrepreneurs, creating economic opportunities at source. Need significant investment in supply chain digitalisation e.g. World bank ID4D program.

LET'S DISCUSS