



TRADINTM SUSTAINABILITY
rganic Cocoa REPORT



2022 – 2023
3rd Edition





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“MAKING ORGANIC
EVERYONE’S
FIRST CHOICE”



We are proud to present our third sustainability report on Tradin Organic Cocoa!

Producing with purpose

Making organic everyone’s first choice, so nature can nourish our shared future – our purpose statement says it all. At Tradin Organic Cocoa, we work with smallholder farmers, cooperatives, local partners and many chocolate producers, brands and retailers across the world, to grow organic production and consumption. That’s the best way we can **safeguard cocoa and farmer livelihoods into the future.**

The past couple of years have been dynamic, to say the least. From record demand in 2022 due to Covid-19, though with many logistical challenges, to economic downturn and a stagnating market in 2023. The farmgate price for cocoa has never been this high, but with hesitant buyers, the farmers do not always experience much benefit.

We are navigating these turbulent waters by being entrepreneurial, responsible and by building alliances. Those ingredients make Tradin Organic resilient. **With our own facility dedicated to organic cocoa, Tradin Organic Cocoa has maintained its position as a world leader in organic cocoa processing.** Naturally, we have maintained all certifications of our cocoa: Naturland, Bio Suisse, Fair for Life, Rainforest Alliance and, most recently, Regenerative Organic Certification (ROC).

This report presents important milestones that we achieved in 2022 / 2023. We share our approach to **deforestation-free sourcing**, through **digitization**. You can also read about our major **agroforestry project** and exploration of **carbon credits**, to generate new forms of income for farmers. **Living income, gender equity** and **child protection** form the third theme of focus. This report also provides an outlook on our future plans.

To close, I want to personally invite you to **join our initiatives**. We can connect our customers and consumers to the farmers who grow their delicious, clean, certified ingredients. So please, get in touch and become part of their story.

Rafal Taciak
Commercial Director Cocoa

GLOBAL IMPACT OVERVIEW

At Tradin Organic, we strive to deliver the world's most sustainably and ethically produced organic cocoa products. To do this, we start at origin, securing certifications and premiums for farmers. This impacts farmers directly, and a few hundred thousand family and community members indirectly. We process all cocoa beans in-house, with full control and traceability.

12
origins



~200 staff
employed across
offices, our factory
and origins



~50,000
hectares

Our 10-year anniversary: processing
organic cocoa since 2013



20,000 MT
cocoa beans processed in
our own factory (2022) into
liquor, powder & butter

Making organic everyone's first choice

~60,000
farmers



Supplying
producers, brands
and retailers in
Europe and the US



100%
traceable
COCOA

GLOBAL IMPACT OVERVIEW

We set up technical assistance programs for farmers to continue to improve their farming practices and local biodiversity and thus soil quality, yield and income. Projects are supported by governments, NGOs and chocolate brands. This has allowed us to maintain and add certifications, frontrunning ROC, and plant over a million trees so far.

1st
major ROC-certified
cocoa project



Smallholder: our own certification
& deforestation monitoring tool



€ 4 M
grants and subsidies
for origin projects

Awarded the We Care corporate
sustainability label (high level)



7
sustainable product
certifications

EU/NOP organic, ROC, Fairtrade,
Rainforest Alliance, Fair for Life,
Naturland & Bio Suisse

Funders include the Dutch
Government, the EU and US AID

10,000+ farmers
reached in Technical
Assistance projects



Organic Development Services:
our not-for-profit projects entity



1M
trees planted,
even more crops

DEFORESTATION & DIGITIZATION

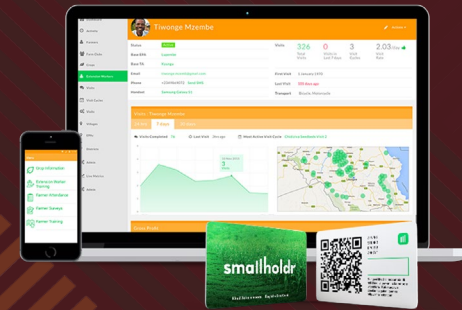
The new [EU Regulation on deforestation-free products](#) is a game-changer for the international cocoa industry. We welcome the law as research and satellite data shows that worldwide, cultivation of cocoa and other crops in scope tends to be connected to deforestation. Organic production areas are an exception, as the certification already requires full traceability to farmers. This law allows us to show what has been evident for us for a long time: organic agriculture leads to higher transparency in the supply chain up to farm location, good and long-term relationships with supplying cooperatives, and rewards farming practices that boost ecosystems rather than deplete them. In 2023, we conducted a survey and follow-up interviews with our key cocoa partners to determine geolocation data availability and support needs. We are collaborating closely to ensure all requirements are met and all origins can maintain their access to the EU market – thus maintaining the livelihoods of thousands of smallholder farmers and their families. Our approach has been picked up in the [media](#).

GLOBAL FOREST WATCH PRO IN DR CONGO

With our partner Esko Kivu in DR Congo and Uganda we analysed about 5600 fields, studying their GPS locations in [Global Forest Watch Pro](#). This tool adds data layers that allow us to see which fields overlap with (primary) forest, protected areas, and tree cover loss. Any areas that show risk of deforestation are investigated in person, and (ongoing) remediation projects are discussed. Our aim is to grow awareness and resources amongst farmers to protect primary forests, which DR Congo still has a lot of compared to other cocoa origins.

"SMALLHOLDR" IN SIERRA LEONE

In Sierra Leone we have onboarded the nearly 30,000 farmers we work with onto our new management software, [Smallholder](#). A mobile app allows the field staff to map GPS polygons of the cocoa farms, conduct surveys and collect crop and tree data. Cocoa bean collectors use the app to scan the ID card that every farmer receives, creating a digital record of any transaction. On the web dashboard, all the data comes together. This not only enables us to prove the cocoa is deforestation-free, but also eases certification management and auditing. It also strengthens the position of farmers and opens new opportunities, such as being rewarded for carbon sequestration – more on this on the next page. Tradin provides all the devices, licenses and training needed and manages the Smallholder platform. Our next step is integration with Global Forest Watch Pro, so we can monitor forest cover changes and deforestation alerts in nearly real-time.



28,579
Farmers
digitized

**GLOBAL
FOREST
WATCH**

AGROFORESTRY & CARBON FARMING

Cocoa thrives in companion. In agroforestry, cocoa trees are cultivated in a multi-layered system among a wide range of other crops and trees, bringing benefits such as shade and protection from direct sunlight or drought, less susceptibility to pests and diseases and promotion of biodiversity and soil health. Such polyculture farms also provide citrus fruits, avocados, bananas and wood for farmers' own use or to be sold on the local market – contributing to food security and income.

REJUVENATING AGROFORESTRY IN DOMINICAN REPUBLIC AND HAITI

In the Caribbean, organic cocoa is still traditionally cultivated in natural agroforestry systems, also referred to as creole gardens. Especially in Haiti, maintaining these practices is crucial, as these diverse ecosystems offer food security in the remote mountainous cocoa region. In the neighbouring Dominican Republic, our partners are testing various rejuvenation strategies, as the ecosystems do need to be strategically maintained to stay as productive as possible. Replacing old trees with seedlings from nurseries or grafting on an existing tree are showing good results.

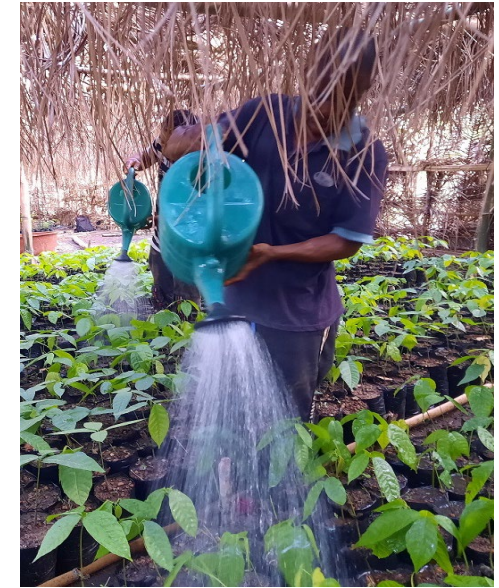
DYNAMIC AGROFORESTRY SYSTEMS IN SIERRA LEONE

In Sierra Leone, we are actively (re)building agroforestry systems. Set up with support from the Dutch Government (RVO), our Dynamic Agroforestry Program with ECOTOP is now scaling through a €1.8M grant from the European Union. All the new trees planted over the years are being registered and tracked so that the carbon they capture, and store can be calculated. Offering this as carbon insets to the market could create a new form of income for the farmers, incentivize protecting the trees long-term.

Tradin Organic cherishes its collaboration with ECOTOP. The focus of these ecological experts is on promoting and implementing sustainable agricultural practices, primarily through **dynamic agroforestry**. They regularly train our staff and farmers in Sierra Leone through hands-on workshops.



153 Farmer Field schools with demo-plots & nurseries



Our Sustainability Manager explains: what are carbon credits?



Ministry of Economic Affairs and Climate Policy of the Netherlands

LIVING INCOME & GENDER EQUITY

BLOCKCHAIN TRACEABILITY & DATA PREMIUMS

Our latest collaboration to use technology in the journey towards living income and gender equity is with [Fairfood](#). Like with [Smallholder](#) (p.4), farmers are provided with ID Cards with NFC, which they can tap on a device of a collector/coop to verify a transaction. Where Fairfood's solution Trace goes further is that the data goes into the blockchain-powered platform. This enables brands and consumers to see the full journey from "bean to bar", including the price and premiums the farmers have received. The data also allows us to determine if and where



there is a need for women empowerment or child protection (see also p.16). With the support of [GIZ](#), we are building a Due Diligence Dashboard to bring such impact data from multiple origins together, to conduct a better and comparative analysis of risks and impact of support initiatives. We will also test if the market is able and willing to pay a "data premium" to farmers, incentivizing them to provide high-quality data and enabling better due diligence of this value chain. There is a special focus on gender in this project, to see how technology and digitization can contribute most to **gender equity**.

BOOSTING LIVING STANDARDS IN MADAGASCAR

Our partner in Madagascar, Sambirano SA, also uses farmer ID cards as part of the various initiatives in place to improve the livelihoods of cooperative farmers and community members. The cards provide access to health care and health insurance, often a significant cost for farming families, and often impacting women most. Their latest project is on energy-efficient cookstoves, giving families (usually, the women) a cleaner way to cook whilst simultaneously preventing local deforestation for charcoal.

TRUE COST ACCOUNTING

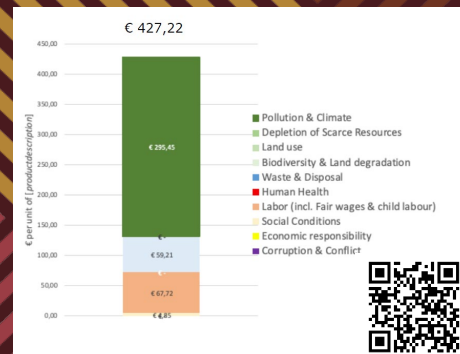
With the [Oiconomy Pricing Foundation](#), we calculated the true cost of 1 ton of cocoa liquor from Sierra Leonean beans, taking environmental and social externalities, including gender inequity and risk of child labour, into account. Read more in the [2-pager online](#).



Building on the existing partnership between our coffee entity [Trabocca](#) and [Fairfood](#), we have now also started a collaboration with this tech-NGO on cocoa in Sierra Leone.

As part of our successful pilot, 50 farmers are registering household data, as well as their transactions and **verifying payments & premiums on the blockchain-powered Trace platform**.

We are inviting all cocoa buyers and brands to join us in scaling up - and get a branded dashboard to show consumers where & who their cocoa comes from.



10 YEARS OF SUSTAINABLE COCOA PROCESSING



Crown of Holland is the organic cocoa processing facility of Tradin Organic. It is based in The Netherlands and was opened in November 2013. Crown of Holland is a speciality processing factory for organic cocoa beans into various semi-finished products, such as **cocoa liquor, -butter, -powder and -nibs**. A by-product of cacao processing, the cocoa shells, find their way into animal feed or are used as a raw material for green biogas production.

The processing of cacao beans is a very energy-intensive process which requires substantial heat for food safety requirements and efficient processing. Crown of Holland and Tradin Organic recognize their environmental responsibility and constantly monitor energy usage, water, and waste streams. The factory uses state-of-the-art equipment, which allows it to process organic cocoa in the most efficient way possible while pushing for the highest product quality. Corrective and preventative maintenance programs are in place which continue to reduce consumed energy per ton of produced beans.

As our carbon footprint is strongly influenced by our processes and energy consumption, Tradin Organic and Crown of Holland have the ambition to be carbon neutral in 2025. To achieve this challenging target, we are continuously investing in energy reduction and saving solutions. In addition to monitoring and reducing our processing footprint, we focus on carbon sequestration through our agroforestry project in Sierra Leone. This program will allow us to inset the unavoidable emissions of our cocoa processing facility and offer the remaining carbon balance to our customers to inset their own emissions. Through CarbonCloud, we work with customers to calculate the entire CO₂e footprint of specific cocoa products and with the use of carbon insetting, they can soon offer carbon-neutral cocoa products to consumers.

TOWARDS CARBON-NEUTRAL COCOA

“CARBON INSETTING IS THE MOST IMPACTFUL CLIMATE SOLUTION WE CAN OFFER TO OUR CUSTOMERS”

 CarbonCloud

GLOBAL COCOA SOURCING PARTNERSHIPS

Tradin Organic has a world-leading sourcing program for organic cocoa beans. Our global team of agronomists visits our cocoa suppliers regularly. These visits help us to monitor the organic production and provide technical assistance to our cocoa farmers.



At this moment, Tradin Organic sources organic cocoa beans mainly, but not only, from the 10 countries of origin visualized on the map. In most countries, we work directly with cocoa farmers and cooperatives. Our direct relation with these farmer cooperatives allows us to support our farmers in obtaining organic certification, improving the quality of their cocoa beans, and boosting their productivity through a variety of training programs. In Sierra Leone, we have our own operation, warehouses and a local team of 60 people in the country.



PARTNERSHIP AT SOURCE: DOMINICAN REPUBLIC

CONACADO

The partnership between Tradin Organic and the organic cocoa cooperative Conacado dates back to the very beginning of the production and commercialization of Dominican Republic cocoa under organic certification in the 1990s. Ever since, the pioneering partners have jointly strengthened the development of the organic cocoa sector in the Dominican Republic. Conacado's goal is to improve the quality and resilience of the 10,000+ member farms through services like agricultural technical assistance, credit provision and training on organic practices and social & environmental compliance. Funds from their Fairtrade certification are invested in production infrastructure, nurseries and community investments such as medical care and donation of school supplies in rural zones.



BIOCAFCAO

Tradin Organic has worked with Biocafcao since the early 2010s. Most of the sustainability efforts of Biocafcao focus on training smallholder cocoa farmers on best organic practices by, amongst others, setting up own (demonstration) farms. Agroforestry farming, which combines cocoa production with other (tree) crops such as avocado, coconuts, and coffee, diversifies and increases farmers' income. And most importantly, these diverse farms are more resilient to climate change. In the past years, the dry season has become more extended, leading to drought and lower yields. In the wet season, the weather is getting more extreme and in 2023, a storm destroyed a significant share of the harvestable crops. Biocafcao works with farmers to strengthen and, where needed, rejuvenate the existing agroforestry areas, experimenting with grafting techniques and showcasing results in the demonstration farms.



Historically, the Dominican Republic has been a **frontrunner** in organic cocoa production.

Lead cocoa farmer Paulino Cruz, part of Biocafcao, explains his **vision for the future** in this video:



PARTNERSHIP AT SOURCE: PERU

ACOPAGRO is a cooperative of nearly 2000 smallholder organic cocoa producers located in the central Huallaga Valley in the San Martin region of Peru. In 2022, Tradin Organic joined the group's 25th anniversary festivities. Over the years, we have fully supported their missions to ensure a sustainable and fair income for their members based on trust and values of solidarity.

By purchasing large quantities of Acopagro's Fairtrade-certified cacao, Tradin Organic is an important contributor to Fairtrade premiums that enable the cooperative's activities, such as providing comprehensive trainings and introducing up-to-date drying technologies and techniques. Training includes sustainable management of forest plantations to prevent deforestation, and replanting indigenous trees.



Quality, food safety and organic integrity are ensured continuously in our cocoa supply chains. Acopagro has an extensive quality lab at the main warehouse in Peru. They also regularly host our local Sourcing Manager and give him full access to take **pre-shipment samples**. Together, they have conducted in-depth assessments of risks and implemented **measures in control and traceability** at key points in the cocoa bean supply chain. We value this collaboration!



PARTNERSHIP AT SOURCE: DR CONGO

Cocoa is a crucial source of resilience for organic cocoa formers in the Eastern part of Congo (Kivu). In recent years, farmers in this region have faced serious challenges, such as an Ebola outbreak and complex armed conflicts. The production and sales of organic cocoa provided one of the few stable sources of income for farmers in this region.

ESCO KIVU

Tradin Organic values and maintains its long-term commitment to its local partner, Esco Kivu. The partnership, dating back more than 8 years, ensures stable flows of organic and 'fair for life' premiums that significantly increase farmer-suppliers' incomes. A farmer field school program provided on the ground ensures continuous improvement of farming techniques. By implementing what they have learnt, farmers see the productivity of their farms improving as well as their income boosting. The additional income is mainly used for investments in plantations, school fees, medical care, and housing. Good cooperative financial management ensures fair and transparent transactions and enables farmer group savings. Currently, the focus is on forest monitoring and protection through digitization. Together, we are analysing GPS data and verifying compliance on the ground.



Since early 2021, Tradin Organic offers **Fair for Life** certified cocoa Product from Esco Kivu beans.

The social and fair-trade standard to guarantee fair trade and social, environmental responsibility in supply chains.

Premiums generated under the certificate are bundled and administered by Esco Kivu, which enables them to invest in new classrooms for school and a new university. The improved educational opportunities significantly support the living condition and future perspectives of the local communities.



PRESENCE AT SOURCE: TRADIN SIERRA LEONE

Sierra Leone has experienced a turbulent history. Internal conflict followed by the Ebola crisis caused the country's cocoa market to collapse, leaving many cocoa farmers with difficult access to the world market. In 2015, Tradin Organic started working with these farmers to set up an organic-certified cocoa sourcing project. We configured a local control system with dedicated quality coordinators and invested in trainings and registration for farmers.

This allowed us to successfully pass the organic audit and start exporting organic cocoa in 2017. With our organic cocoa production in full swing, our activities in Sierra Leone have grown rapidly. We have our own sourcing and exporting office in Kenema and have trained a team of 60 local staff, who work closely with the farmers and ensure optimal quality. Today, we source from about 29,000 organic cocoa farmers, part of 9 cooperatives.

One of those farmers we source cocoa beans from is Agnes Senesie. Fairtrade America was so inspired by Agnes' fortitude and perseverance that they highlighted her story through a mural located at the Sevananda Natural Foods Market in Atlanta, Georgia, USA, as part of their annual Fairtrade Month campaign.



Agnes Senesie is a cocoa farmer in Sierra Leone, supplying beans to Tradin Organic. She inherited her cocoa farm when her husband died in the civil war. Challenging for widows like Agnes is to find and pay for physical farm labor, often making farming more expensive for women than for men who do the labor themselves. She's the breadwinner of her family, taking care of her elderly mother, as well as ensuring her 3 children receive an education.



Agnes participates in Tradin Organic's **technical assistance** projects and has received cocoa seedlings, organic fertilizer and best practices training, as well as financial assistance for farm renovations and tools. She has also diversified her farm by growing potatoes & vegetables.

AGROFORESTRY PROGRAM IN SIERRA LEONE

Our [Agroforestry Program](#) in Sierra Leone has really kicked into gear in 2022-2023 with the support of multiple clients and funders like the Dutch government ([RVO](#)). It will continue to expand over the next 3 years with funding from the European Union ([EU](#)). The goals of the program are to **prevent deforestation** and replant thousands of trees. By establishing a smart regenerative agroforestry system, farmers **improve the yield** of their cocoa plantations. This helps to eliminate the incentive to clear new plots of land. The agroforestry systems introduce a variety of crops on the plantations (shade trees with economic benefits such as fruit- and timber trees), which **promote biodiversity** while enabling farmers to diversify their income and boost their food security. Moreover, a well-developed regenerative agroforestry system will boost carbon sequestration and help combat climate change.

The Program makes use of our existing infrastructure of **153 Farmer Field Schools**. We train lead farmers at each FFS, who in turn train another 10, who train another 10, etc. – to reach as many of the 29,000 farmers we work with. The lead farmers maintain a demonstration plot and agroforestry nursery, which is also where the agronomists of [ECOTOP](#) host the hands-on trainings. They showcase what a 'successional model' (pictured below) looks like, with proper spacing and pegging, proving why cover crops are important for water management and handout tools.

All the new trees planted over the years are being registered and tracked, so they could also produce **carbon removals or credits**. Offering this as carbon insets to the market could create a new form of income for the farmers and incentivise protecting the trees long-term.



EXPLAINING AGROFORESTRY

One of the final products our cocoa from Sierra Leone ends up in, is in a [chocolate bar](#) by a leading German retailer. On the inside of the packaging, consumers can read all about our **regenerative agriculture and agroforestry programs**.



CHILD PROTECTION PROGRAM IN SIERRA LEONE

At Tradin Organic, we commit to ethical sourcing and believe that our organic sourcing projects should be pivotal in helping farming communities prevent child labour. On top of implementing certifications like Fairtrade, we have developed a Child Protection Program to help prevent child labour on cocoa farms in Sierra Leone. The project aims to enable our cocoa farming communities to **address poverty** and access to education to **protect children** and keep them in school.

Throughout 2022-2023, this project has turned into one of our biggest success stories. Besides awareness campaigns, radio broadcasts, intergenerational dialogues and governmental meetings, our expert partner ChildFund has set up **57 Village Saving and Loan Associations (VSLA's)**, each with about 50 farmer members. Overall, more than half of the VSLA participants are female, giving them access to household finance management, which is **helping build gender equality**. The total second-year savings were higher than expected, with all loans paid back in full. Farmers report using the loans to bridge labour needs, but also to pay school fees – both contributing significantly to keeping their children in school year-round. The model is so popular, we have been made aware of several self-initiated VSLA groups in neighbouring communities. The program so far has been supported by the Dutch government (RVO) and will now be continued with EU funding.

**WORKING TOGETHER
WITH COCOA FARMERS
AND COMMUNITIES TO
EMPOWER WOMEN,
CHILDREN AND YOUTH**



**57 VSLA's
2,430 members
of which 1,301
female farmers**

SIERRA LEONE IMPACT OVERVIEW

At Tradin Organic, we envision to deliver the world's most sustainably and ethically produced organic cocoa products. What this means in practice is shown in the table below, which presents the goals and activities of our sustainable cocoa strategy for our programs in our own sourcing location, Sierra Leone.

Topic

Achievements 2022-2023

Goals for 2026



TRACEABILITY AND TRANSPARENCY

100% of organic farmers in Sierra Leone in our new digital traceability system Smallholder

Include **(re)forestation monitoring, child labor monitoring** and remediation impact



CERTIFICATIONS

Assistance to **29,000 farmers through 9 cooperatives** to maintain **certification:** EUR and NOP Organic; Naturland; Fairtrade; Bio Swiss; Rainforest Alliance and Regenerative Organic Certification (ROC)

Maintain certifications; **carbon sequestration monitoring** system live



FARMER TRAINING

153 Farmer Field Schools established, reaching **10,000 farmers**

Roll out **Dynamic Agroforestry training** at all Farmer Field Schools



REGENERATIVE AGROFORESTRY SYSTEMS

374 Dynamic Agroforestry plots established by trained farmers

Help halt deforestation and **plant up to 2M trees** in Sierra Leone



CHILD PROTECTION PROGRAM

57 Village Saving and Loan Associations (VSLA) up and running in 54 communities, with **2,430 member farmers**

Add another **50 VSLAs** reaching thousands more households

WE INVITE YOU TO BECOME INVOLVED

Tradin Organic's integrated organic supply chains offer full traceability from cooperative to customer. We actively invite customers to participate in our programs at origins.

OPPORTUNITIES:

- Support organic farming practices and technical assistance projects in your cocoa origins
- Pioneer regenerative organic projects or even support ROC-certification
- Join in on living income & gender equity research and action plans, connect to specific initiatives like access to health care and health insurance or our Child Protection Program
- Get access to high-quality due diligence data straight from the field and farmer
- Use blockchain-powered dashboards to show consumers the impact of your support



CUSTOMER ENGAGEMENT

The Fair Trade Organic Cocoa Butter in Lush's body lotion Charity Pot Coin, in stores since 2020, is **exclusively grown by Sierra Leonean farmers**, living on the Gola Rainforest edge.

As Lush's supplier, Tradin Organic supports farmers with **training on ecological and regenerative organic agriculture**. Together, we are reforesting one of the most biodiverse and threatened rainforests in West Africa.



QUALITY & CERTIFICATIONS



BEST PRACTICE AND PROACTIVE QUALITY MANAGEMENT

Quality, food safety and organic integrity are crucial in the organic ingredient business. Our facility is FSSC 22000 certified. We have in-house quality teams throughout the regions and at our processing facility in the Netherlands. They work together with the international sourcing team of agronomist to advise what needs to happen per origin to comply, investigate, and solve any issues that arise.

The national organic certification body of The Netherlands, Skal, sets the highest criteria for organic integrity in the world. As all the cocoa we supply is processed in The Netherlands, these high standards apply to every single origin we offer. **Quite uniquely, we collect pre-shipment samples in person for most major origins, and every batch of beans that arrives at our facility in the Netherlands is tested.** Only once all criteria are verified, the lot will be processed. This approach also enables us to stay on top of arising issues, such as MOSH and MOAH. We know what are potential sources of these substances in processing and packaging, and continuously monitor if there are any risks we or our suppliers should address. This way, we stay ahead of new procedures or requirements, before they become mandatory by the control bodies or governments.

ORGANIC, BEYOND ORGANIC & SOCIAL PRODUCT CERTIFICATIONS

Tradin Organic Cocoa and holds and manages various organic and social certifications itself. We also manage certifications for farmer cooperatives when needed, as they don't always have the capacity to do this themselves. As the Standards and regulations around this are changing and requiring more autonomy of cooperatives, we now focus on training and capacitating farmers to set up best-practice Internal Control Systems and certification management.





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