



# ssnup

Smallholder Safety Net  
Upscaling Programme

## SUPPORTING COCOA COOPERATIVES IN IMPROVING THE REPAYMENT RATE OF MEMBER PRODUCERS



Africa



Latin America



Asia



Financial services



Non-financial services



Market building



Internal management

### CONTEXT

In the Ivory Coast, more than half of all cocoa farmers live below the poverty line. As the purchase price of cocoa is fixed every year, an important leverage for bringing additional income to cocoa farmers is to increase the yields of their plots.

Cooperatives have a key role in the cocoa value chain, which is one of the most structured in the country. Beyond the commercial aspect that is offered to producers, the cooperative offers its members services ranging from inputs and the supply of small materials to financial support for private needs, as well as the improvement of community life through the establishment of schools, clinics, etc. Finally, the cooperatives educate producers on the use of phytosanitary protection products, as well as good agricultural practices.

### CURRENT STATUS OF THE INVESTEE

Established in 2012, Advans Côte d'Ivoire is the first financial institution to give cocoa producers and cooperatives access to input credits. Since 2012, the input credit has enabled more than 50,000 producers to benefit from fertilizers and phytosanitary products in order to improve their production, their income and therefore their living conditions. Advans Côte d'Ivoire benefits from a 5-year loan from the Grameen Crédit Agricole Foundation, disbursed in 2017 and worth €1m.

### OBJECTIVE OF THE PROJECT

Advans Côte d'Ivoire aims to support cocoa cooperatives in improving the level of reimbursement of member producers. The objective of this project is to develop and strengthen existing training programmes by:

- Developing financial education modules specifically focused on credit management and repayment for smallholder cocoa farmers.
- Developing management and monitoring tools for input credits for cooperatives and training them in the proper use of these tools.

The expected outcomes of this project are:

- 4,000 producers trained in financial education, including 200 women.
- 20 cooperatives use the credit management and monitoring tools.
- The repayment rate of the producers' credit to the cooperative is 70% against 60% declared in the previous season.

### IMPACT INVESTOR



### AGGREGATOR / INVESTEE

Advans Côte d'Ivoire

### TARGETED N° OF FARMERS

4,000 farmers

### AGRICULTURAL VALUE CHAIN

Cocoa

### STARTING DATE

01/03/2022

### DURATION

11 months

### TOTAL TA BUDGET

€ 64,725  
Including € 34,763 (54%)  
contribution from SSNUP

