Global Gateway

EU-NIGERIA Agribusiness Platform

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EVENT PROGRAMME



1ST NIGERIA/WEST AFRICA COCOA ORIGINS MEET EU COCOA INDUSTRY

Business-to-Business · Business-to-Finance
Business-to-Government · Region-to-Region

Thursday 29 October 2026
Sofitel Brussels Europe | Registration from 8-9

FARMGATES GLOBAL CONCEPT LTD
Agro Allied Export/Services

30 Years of Nigerian cocoa aggregation & export

IN PARTNERSHIP WITH
EBONYI STATE GOVERNMENT
Federal Republic of Nigeria

GROUNDBREAKING ■ DECEMBER 2026

EBONYI
NIGERIA'S NEW COCOA FRONTIER

From improved seedlings to finished cocoa products - ***grown, processed and packed in Ebonyi State*** for Nigerian, African and European markets.



~80% SOILS SUITABLE of Ebonyi's soils suited to cocoa — CRIN soil analysis	**2** FLAGSHIP PROJECTS seed multiplication greenhouse and processing facility	**US$20m** PROCESSING LINE roasting, grinding and packaging investment

PROJECT 01 · UPSTREAM
Cocoa Seed Multiplication Greenhouse

The engine of a new cocoa economy

A modern greenhouse nursery producing improved, high-yielding cocoa seedlings for planting and replanting across Ebonyi State — putting quality planting material in the hands of smallholders and estates.

- Improved, high-yielding planting material
- Statewide planting and replanting programme
- Built on Nigeria's cocoa research expertise

PROJECT 02 · DOWNSTREAM
Cocoa Processing Facility

Value captured where cocoa is grown

An industrial roasting, grinding and packaging line turning Ebonyi cocoa into liquor, butter, cake and powder — finished products made in Nigeria for domestic, African and European buyers.

- US$20m roasting, grinding and packaging line
- European processing technology and know-how
- Designed for traceable supply into EU markets

THE ROAD TO GROUNDBREAKING

1. **30 YEARS** — Farmgate builds its cocoa aggregation and export base
2. **SOIL STUDY** — CRIN analysis confirms Ebonyi's cocoa potential
3. **29 OCT 2026** — Project presented to the EU cocoa industry, Brussels
4. **NOV 2026** — Partnership framework with Ebonyi State Government
5. **END DEC 2026 GROUNDBREAKING** — Processing facility and seed multiplication greenhouse, Ebonyi State
6. **2027 ONWARD** — Seedlings to farmers, plant build-out, EU market entry

PARTNER WITH US IN EBONYI

We welcome investors, technology providers and European buyers to join Nigeria's newest cocoa origin. Meet the Farmgate team at the **Investment Wall** and in today's B2B and Business-to-Finance tracks.

Partnership enquiries: CDI Capital, Project Delivery Partner
roland@cdi.org.ng +234 816 835 9860

PROJECT PROMOTER
Farmgate Global Concepts

IN PARTNERSHIP WITH
Ebonyi State Government

PROJECT DELIVERY PARTNER
CDI Capital Consortium
with EUNAP and Commodities Development Initiative

Organiser	EU–Nigeria Agribusiness Platform (EUNAP), managed by Agribusiness Register Limited
Supporter	European Cocoa Association (ECA)
Convener and Host	Roland Oroh, Project Director, EUNAP; Founder / Director, Agribusiness Register Limited
Held alongside	The Nigeria–Belgium-Luxembourg Business Forum
Working languages	English and French

The day at a glance

Time	Session	Format
08:00–09:00	Registration, welcome coffee and Investment Wall viewing	Foyer
09:00–11:00	Session 1 — Opening Plenary, including the Special Presentations	Plenary hall
11:00–11:30	Networking break and move to tracks	Foyer
11:30–15:30	Session 2 — Four parallel breakout tracks, with a working lunch at 13:00	Four rooms
15:30–16:30	Session 3 — Announcements and Outcomes	Plenary hall
16:30–17:00	Closing	Plenary hall



SESSION 1 · OPENING PLENARY — 09:00 – 11:00

Part I — The case, the answer and the compact · 09:00–10:30

Time	Item	Speaker	Min
09:00	National Anthem of the Kingdom of Belgium, Grand Duty of Luxemburg, and the National Anthem of the Federal Republic of Nigeria	Master of Ceremonies	5
09:05	Welcome and Convener's Address — Why this forum, and what we intend to build: The fifty-year region-to-region compact; the three-year forum cycle; the institutionalisation plan	**Roland Oroh** Convener and Host; Project Director, European Union - Nigeria Agribusiness Platform (EUNAP)	9
09:14	Welcome Remarks - Nigeria's and regional diplomatic support expressed by Nigeria and Ghanian Ambassadors	**Nigerian Amb. Adebayo Emmanuel Ayeni, & Ghanian Ambassador** to Belgium, Luxembourg and the EU	10
09:24	Address by the European Commission - Team Europe and West African Cocoa: Building Sustainable, Traceable and Investable Value Chains	**Fabio di Stefano**, acting Head of Unit for INTPA A3-West Africa, Directorate-General for International Partnerships European Commission	10
09:34	Ministerial Keynote — Nigeria's cocoa expansion agenda and the government's commitment to origin partnership	**Prof Anoka A. Njan** Chief Advisor to Sen. John Owan Enoh Hon. Minister of State for Industry, Trade and Investment	10
09:44	Office of the Vice President, Federal Republic of Nigeria - One Million Hectares, Traceable from the First Seedling: The Presidential Tree Crops Expansion Programme and Nigeria's Offer of Partnership to European Industry	**Dr. Kingsley Uzoma**, Senior Special Assistant to the President on Agribusiness and Productivity Enhancement (Joining via video)	10
09:54	The European industry's answer — what Europe will require of West African origin	**Mr. Chris Beetge** President, European Cocoa Association	10
10:04	The producer institution — mandate, reform and Nigeria's cocoa investment pipeline	**Mr. Buka Musa** Chairman, National Cocoa Management Committee, Nigeria	8
10:12	Cameroon — regulation, supply and the terms of partnership	**Dr Manga Essouma François** Représentant Permanent Comité Cacao Durable du Cameroun (CCDC), Office National du Cacao et du Café (ONCC)	8
10:20	Ghana — the private cocoa trade and its European counterpart	**Mr. Samuel Adimado**, Rostoff Marketing Ltd; Acting President, *Chamber of Cocoa Marketers Ghana* (Joining via video)	8
10:28	Special Remarks - "The State of the Cocoa Economy: Supply, Sustainability and Value Addition at Origin"	**Michel Arrion** Executive Director, ICCO, Abidjan	8

Part II — Special Presentations · 10:30–11:00

Time	Item	Speaker	Min
10:40	EUDR readiness in Nigeria and West Africa — where the region stands eight weeks from enforcement	1. **Nigeria:** C-Lever.com (Patrick Stoop) 2. **West Africa:** European Forestry Institute (EFI)	18
10:58	The value of upscaling cocoa waste and off-specification cocoa	Daan Dullaart, J.S Cocoa	10
11:08	Track briefing, room allocations and rapporteur protocol	Master of Ceremonies	5
11:15–11:30	**Networking coffee. The Investment Wall is open in the foyer. Delegates move to their allocated tracks.**		

SESSION 2 · BREAKOUT TRACKS 11:30 – 15:30

Four tracks run in parallel, each chaired by its institutional anchor and each required to table a one-page outcome note by 15:25. Delegates are allocated to a primary track on registration and may move between tracks over the working lunch.

Track/Venue	Subject	Institutional anchor	Required output
A ***B2B*** ***(Jean Rey)***	Commercial match-making: beans, semi-finished products and West African pressing capacity	EUNAP	Register of pre-matched meetings held and letters of intent signed
B ***B2F*** ***(Roy Jenkins)***	Financing the expansion: traceability infrastructure, replanting and processing investment; presenting Nigeria's investment wall	European Investment Bank *Co-anchors: Bank of Agric, Bank of Industry, Ecowas Bank for Investment and Development. Special Presentation by BOA*	Shortlist of projects accepted into due diligence, with named institutions
C ***B2G*** ***(PHS II)***	Regulation and market access: EUDR, SPS, residue limits and certification; legality issues;	FGN & EC *Co-chairing European Commission (DG INTPA / DG Trade and Economic Security)*	Agreed list of barriers to carry into the Nigeria–EU Trade and Investment Dialogue
D ***R2R*** ***(PHS III)***	Pairing West Africa's cultivating regions with Europe's processing regions	TRACE & ECOTOP *ISCO Platforms with the NCMC, ONCC, ECOTOP, Akwa Ibom, Ekiti, Osun, Ondo & Cross River state govt delegations, and Coops, joining via virtual participation*	Named twinning pairs and draft cooperation protocols

Running order within each track

Time	Item
11:30–11:40	Anchor's framing: what this track must produce by 15:25
11:40–13:00	Working part one — structured meetings (B2B, B2F) or moderated negotiation (B2G, R2R)
13:00–14:00	Working networking lunch. Pre-matched meetings continue at table; the Investment Wall stays open
14:00–15:15	Working part two

Time	Item
15:15–15:25	Rapporteur reads back the outcome note; track agrees it
15:25–15:30	Return to the plenary hall

The working lunch is an addition to the four-hour window rather than a subtraction from it.

SESSION 3 · ANNOUNCEMENTS AND OUTCOMES			15:30 – 16:30
Time	**Item**	**Led by**	**Min**
15:30	Reconvening; order of announcements	Master of Ceremonies	5
15:35	Track reports — four rapporteurs, five minutes each, against the required outputs	Track rapporteurs	25
16:00	Signing ceremony — memoranda, letters of intent and offtake declarations concluded during the day	Master of Ceremonies *Signatories called in order*	20
16:20	Investment Wall — which projects go forward, and with whom	EUNAP Secretariat	10

CLOSING			16:30 – 17:00
Time	**Item**	**Led by**	**Min**
16:30	Reading and adoption of the Brussels Statement on Nigeria/West African Cocoa.	EUNAP	10
16:40	The three-year cycle — host, venue and date of the second forum	Convener	5
16:45	Closing remarks	Hon. Minister of State; Convener	10
16:55	Vote of thanks and close	Master of Ceremonies	5

30th October 20, 2026
* Field Visits - Port of Antwerp;
* Cocoa storage and processing facilities around Antwerp

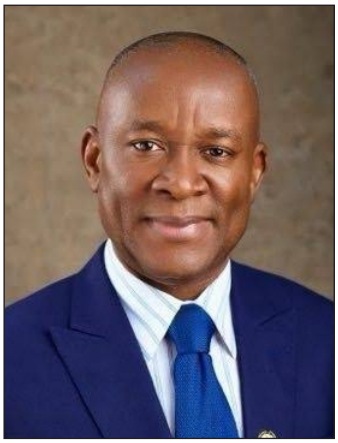
Event Delivery Team

1. Roland Oroh, Project Director, EUNAP,
2. Nathaniel Odiba, Communication, Marketing and M&E
3. Joshua Oguchi, Platform Manager, EUNAP
4. Ms. Mercy Oviangbede, User Engagement, EUNAP
5. Euphemia Uchendu, Accountant, EUNAP
6. Dr. Dele Ayemibo, Trade and Investment Specialist, EUNAP
7. Mr. Gbenga Ogundipe, EUNAP Representative, Belgium
8. Mr. Winston Odita, EUNAP Representative, Germany
9. Ms. Sarah Fadika, West Africa Cocoa Engagement Expert
10. Lutheran World Relief Nigeria and C-Lever.org
11. Ms. Nkiruka Okoronkwo, EUNAP Representative, Italy

European Cocoa Association (ECA) Team

1. Nadia Markiewicz-Al Saeedi, Communications Manager
2. Joaquin Rivero - EU Affairs Officer
3. Catherine Entzminger - Director General

Speaker **Profile**



Sen. John Owan Enoh
Honourable Minister of State for Industry, Federal Ministry of Industry, Trade and Investment, Federal Republic of Nigeria

Senator John Owan Enoh is a Nigerian public servant and legislator with extensive experience in governance, public finance and national economic development. He began his career as a Sociology lecturer at the University of Calabar, where he served from 1991 to 1997, before entering politics. He subsequently served in the Cross River State House of Assembly, the House of Representatives and the Senate, where he chaired key committees on Appropriations and Finance. Appointed Minister of Sports Development in August 2023, he was redeployed in October 2024 as Minister of State for Industry in the Federal Ministry of Industry, Trade and Investment. In this role, he contributes to Nigeria's industrialisation agenda, with a focus on strengthening domestic manufacturing, attracting investment and expanding local value addition. His work aligns with the Federal Government's drive to develop competitive industries, deepen local supply chains and create economic opportunities through production and trade.

Senator Enoh has been actively involved in advancing Nigeria's cocoa value addition agenda. At the 2026 Cocoa Value Addition Summit, he emphasised the importance of domestic processing and industrial development, underscoring the need for Nigeria to move beyond exporting raw commodities and capture greater economic value from its agricultural resources. At the West Africa Cocoa Origins EU Industry Match-Making Forum in Brussels, his contribution is particularly relevant to discussions on expanding Nigeria's cocoa production, attracting investment into local processing, strengthening trade partnerships and connecting West African cocoa-producing regions with European industry. His participation reinforces the importance of collaboration between government, producers, processors, investors and international buyers in building a more competitive and value-driven cocoa sector.



H.E. Amb. Dr. Adeyemi Adebayo Emmanuel

Ambassador Dr. Adeyemi Adebayo Emmanuel is a career diplomat with extensive experience in international relations, diplomacy and security affairs. A foreign service officer of Nigeria's Ministry of Foreign Affairs, he has served in Hong Kong and at the Nigerian Embassy in Paris, and he rose to the rank of Deputy Director in the Ministry. He holds a doctorate in international relations and diplomacy from CEDS Paris, a master's degree in international relations from Obafemi Awolowo University, and a bachelor's degree in management and political science from the University of Ibadan. As Ambassador of the Federal Republic of Nigeria to Belgium, Luxembourg and the European Union institutions, he leads Nigeria's engagement with European partners and institutions. He is an active member of the Group of African Ambassadors in Brussels (GAAB), where he works with fellow envoys to strengthen African cooperation and dialogue. His expertise in diplomacy, multilateral engagement and security is central to Nigeria's relations with the EU. He has taken part in international conferences on counterterrorism and security and has published in reputable international journals.



Chris Beetge is the Regional Head Europe and Global Head Cocoa Operations at ofi (Olam Food Ingredients), with over twenty years' experience within the cocoa & chocolate industry. He joined Olam in 2015 as Chief Financial Officer Cocoa, following the business' acquisition of Archer Daniels Midland (ADM), where he was General Manager, Cocoa & Chocolate. Chris leads cocoa operations with responsibility for ofi's global footprint of cocoa assets, including manufacturing, supply chain and quality & food safety.

Passionately committed to furthering his own and colleagues' knowledge, Chris recently completed the Wharton School, University of Pennsylvania programme on Digital Transformation, collaborating with colleagues to establish inclusion, diversity, and equity councils, and is currently championing colleague participation in the LEAD Network Europe, which focuses on advancing women in the consumer goods and retail industry.



Dr. Kingsley Uzoma, PhD is the Senior Special Assistant to the President on Agribusiness and Productivity Enhancement in the Office of the Vice President of Nigeria. He supports efforts to advance agricultural transformation through improved productivity, strategic partnerships, and coordinated implementation of priority agricultural initiatives. He brings a multidisciplinary background spanning agricultural development, environmental science, research, and project management. He holds a PhD from Tottori University, Japan, and an MSc from Ghent University, Belgium.

His work focuses on strengthening agricultural value chains, promoting innovation, improving food security, and facilitating collaboration among government, development partners, and private-sector stakeholders to drive sustainable agribusiness growth in Nigeria.



Michel Arrion
Executive Director, International Cocoa Organization (ICCO), Abidjan, Côte d'Ivoire

Mr. Michel Arrion has served as Executive Director of the International Cocoa Organization (ICCO), based in Abidjan, since January 2019. A lawyer by training, he brings approximately 30 years of experience as a European Union civil servant, including diplomatic service as EU Ambassador to Nigeria, Rwanda, Liberia and Côte d'Ivoire. He holds a Master of Laws from the University of Liège, Belgium, and a postgraduate certificate in European Integration and European Economic Law from the University of Amsterdam, the Netherlands. As Executive Director, Mr. Arrion leads the ICCO's work in promoting a sustainable global cocoa economy through international cooperation, market transparency and improved livelihoods for cocoa farmers.



Mr. Bukar Musa
Chairman, National Cocoa Management Committee (NCMC), Nigeria
Mr. Bukar Musa is a senior Nigerian agricultural professional and public servant with over two decades of experience in agricultural development, food security and policy implementation. He serves as Director of the Federal Department of Agriculture at the Federal Ministry of Agriculture and Food Security and Chairman of the National Cocoa Management Committee. He holds a B.Sc. in Agriculture (Crop Science) from the University of Maiduguri and an M.Sc. in Crop Physiology and Production. Previously, he served as Director of the Projects Coordinating Unit, contributing to agricultural development partnerships, climate-smart agriculture and rural development initiatives.

As Chairman of the NCMC, Mr. Musa supports efforts to strengthen Nigeria's cocoa industry through improved coordination, traceability, sustainability, quality standards and value addition. His work is relevant to strengthening Nigeria's position in international cocoa markets and improving opportunities for farmers and industry stakeholders.



His Excellency Mr. Henry Tachie-Menson is currently Ghana's Ambassador to the Kingdom of Belgium, the Grand Duchy of Luxembourg and Head of Mission to the European Union. He has served in this position since July 2024. Prior to his posting to Brussels, Ambassador Tachie-Menson was the Acting Chief Director of Ghana's Foreign Ministry between 2021 and 2022 and Chief of Protocol of the same Ministry between 2022 and 2024.

In the last three decades Ambassador Tachie-Menson has actively provided support for policy formulation and implementation in different capacities within strategic departments of the Foreign Ministry, namely Policy, Planning, Monitoring and Evaluation Bureaux as well as the Africa, Multilateral and Protocol Bureaux. Ambassador Tachie-Menson's extensive experience in diplomacy includes years of service in Ghana's Diplomatic Missions in Namibia, USA (New York) and Ethiopia, where he advanced Ghana's interests and championed critical global initiatives.

Ambassador Henry Tachie-Menson is a Chartered Administrator from the Chartered Institute of Administration and Management Consultants (Ghana) and holds advanced degrees in Peace and Security, Human Resource Planning and Development, Multilateral Diplomacy, Business Administration, Philosophy and Political Science.



Dr François MANGA ESSOUMA holds a PhD and is a Senior Research Scientist specialising in cocoa and coffee production systems, agroforestry, and sustainable agriculture. He serves as an Agroforestry Specialist at Cameroon's National Cocoa and Coffee Board (NCCB) and as the institution's Permanent Representative to the Cameroon Sustainable Cocoa Committee (CCDC). In this capacity, he contributes to the implementation of Cameroon's national strategy for deforestation-free cocoa and coffee production



Roland Oroh

Project Director, EU-Nigeria Agribusiness Platform (EUNAP) | Founder and Director, Agribusiness Register Limited

Roland Oroh is a business development specialist with over 25 years of experience in agribusiness development, investment attraction, bilateral trade facilitation and agricultural value chain development. He was part of the team that initiated the UK-DFID-funded Propcom project between 2005 and 2008 and has experience in the development of rice, cashew and soybean value chains. As Project Director of the EU-funded EU-Nigeria Agribusiness Platform (EUNAP), Roland leads efforts to connect Nigerian and European agribusinesses, facilitate trade and investment, and create opportunities for strategic partnerships. He is also the founder of Agribusiness Register Limited, established in 2018 to improve access to business information, networks and resources across Nigeria's agricultural sector. His expertise in business development, value chain strengthening and investment promotion is central to EUNAP's B2B engagements, where he supports connections between producers, processors, exporters, investors, technology providers and service organisations to unlock commercial opportunities and strengthen Nigeria-EU agribusiness cooperation.



Samuel Adimado, Managing Director,

Rostoff Marketing Limited President, LICOBAG

Samuel Adimado is Managing Director of Rostoff Marketing Limited, a Ghanaian Licensed Buying Company built on digital, climate-smart systems and full EUDR compliance. He is President of the Licensed Cocoa Buyers Association of Ghana (LICOBAG) and Vice President of the Coffee Federation of Ghana.With over 23 years in agribusiness and value chain development, he has led Kuapa Kokoo Limited and Niche Cocoa Sourcing Ltd., and advised Fairtrade International, where he helped build cocoa cooperative businesses across Ghana, Sierra Leone and Liberia, generating about $12 million in annual Fairtrade premium.He holds an M.Phil. in Agricultural Administration from the University of Ghana.





Nikolas Haller
Programme & Project Manager ECOTOP Suisse GmbH

Nikolas Haller has served as Programme Manager at ECOTOP Suisse GmbH since 2022, coordinating the organisation's international programmes and projects in close collaboration with its leadership, technical specialists and implementation partners. His work connects the practical expertise of Dynamic Agroforestry (DAF) with programme development, strategic partnerships and project implementation. He supports the design and coordination of initiatives that advance regenerative agricultural systems, biodiversity, climate resilience and more diversified smallholder livelihoods. In the cocoa sector, his focus includes building partnerships between producers, technical organisations and industry stakeholders, particularly around opportunities for cocoa farm rehabilitation and renewal through DAF in West Africa.

His role involves translating field-based agroforestry experience into collaborative programmes and viable pathways for implementation. Since 2021, he has also been a co-founder of ECOTOP-DE UG, ECOTOP's German subsidiary, contributing to its organisational development, international positioning and partnership building. At the Nigeria/West Africa Cocoa Origins – EU Industry Match-Making Forum, Nikolas Haller represents ECOTOP's programme and partnership development work, supporting dialogue with Nigerian and European stakeholders on practical opportunities for Dynamic Agroforestry in cocoa landscapes.



Dr. Joachim Milz
Co-Founder, ECOTOP Suisse
President, ECOTOP Foundation

Dr. Joachim Milz is a tropical agriculture specialist and a pioneer of Dynamic Agroforestry (DAF), with more than four decades of experience in regenerative tropical farming systems. He studied tropical agriculture in Witzenhausen, earned a master's degree at Technische Universität Berlin and holds a doctorate in agricultural sciences (Dr. rer. agr.) from Humboldt University of Berlin. Based in Bolivia since 1982, he began converting his own farm to successional agroforestry in 1996, inspired and supported by Ernst Götsch. This practical experience became a foundation for his long-standing commitment to promoting productive, biodiverse farming systems that work with ecological succession. As Co-Founder of ECOTOP Suisse and President of the ECOTOP Foundation, he advances farmer-centred approaches to Dynamic Agroforestry through technical advisory work, capacity building and applied research.

ECOTOP's work on cocoa systems, including experience and research in Ghana, informs approaches to rehabilitating ageing cocoa farms, renewing degraded plots, improving soil fertility, managing shade and biomass, and diversifying smallholder livelihoods. At the Nigeria/West Africa Cocoa Origins – EU Industry Match-Making Forum in Brussels, Dr. Milz will contribute to the Region-to-Region (R2R) discussions, exploring how DAF experience can support locally adapted cocoa rehabilitation and renewal in Nigeria and West Africa in collaboration with producer organisations, institutions and industry partners.



Patrick Stoop is the founder and general managing partner of C-lever.org. He studied law and economics and leverages 45+ years of experience and professional insights, gained across many policy and business areas. Patrick worked for over 500 public, social profit, and private organisations across 50 countries. His broad professional focus covers: strategy, governance, HR, organizational and institutional development, finance, policy & budget cycles, development programmes, impact entrepreneurship, sustainable value chains, etc. He is motivated by contributing to systemic understanding and positive impact across the projects, assignments and business activities C-lever.org engages in. The past 10 years, Patrick is strongly involved in impact-driven entrepreneurship, decent work and sustainable value chains across multiple sectors; including extensive experience in the cocoa sector.

Patrick provides strategic support to the monitoring, evaluation and accountability of the European initiatives for sustainable cocoa (Beyond Chocolate, GISCO and DISCO – 2018-2027), he led a cocoa traceability study for IDH and GIZ (2021-2022), contributed to a cocoa traceability study in Cameroon (2021-2022) and since 2022 he collaborates with Corus/LWR in support of the cocoa sector development in Nigeria. Under the LWR-led consortium implementing the TRACE project (2023-2027), Patrick is the strategic and technical lead for the projects' contributions with respect to cocoa sector vision and policies, value chain governance, cocoa traceability, zoning and farming permits in protected areas, transition to a central plot registry and a to a cocoa data warehouse at State and Federal levels.



Daan Dullaart
Global Sourcing Manager, JS Cocoa B.V., Zaandam, the Netherlands

Daan Dullaart is Global Sourcing Manager at JS Cocoa, a Dutch cocoa processor founded in Zaandam in 1923 and specialised in upcycling off-specification cocoa, the beans and residues the mainstream industry rejects. He is responsible for the company's global procurement of raw materials, including off-spec cocoa beans, cocoa butter, powder and cake, and leads strategic sourcing projects and partnerships across the cocoa value chain.

Daan has travelled frequently to West Africa for more than 15 years as a merchant in a wide variety of commodities, including frozen foods, vegetable oils, coffee and cocoa. He works closely with Resigha Ltd, JS Cocoa's buying company in Ghana since 1984, and Valorify in Côte d'Ivoire, which buy off-spec cocoa directly from farmers and cooperatives and turn what was once waste into income at origin. Through sustainability initiatives such as compost production from cocoa waste and farmer training programmes, he works to create shared value for farmers, buyers and processors. He is also developing new origins, including Cameroon, Uganda and Colombia. At the forum, Daan presents how upcycling off-spec cocoa can unlock significant value for Nigeria's cocoa sector, and invites Nigerian partners to build this model together.

JS Cocoa B.V.

Turning off-spec cocoa into value • Zaandam, the Netherlands

Who we are

JS Cocoa B.V. is a Dutch cocoa processor based in Zaandam, the heart of the world's largest cocoa-processing region. We specialise in upcycling the cocoa that the mainstream supply chain rejects – black, clustered, mouldy and small beans, and residues from processors – into cocoa butter, cocoa powder and cocoa cake for the food and industrial markets. We trade physical cocoa only.

Our track record: Ghana

For about 40 years JS Cocoa has bought off-spec cocoa directly from farms in Ghana, working with roughly 25,000 farmers. This gives farmers income for beans that would otherwise be lost, and keeps waste out of the chain.

The Opportunity in Nigeria

An estimated 20-3-% of the cocoa crop is lost as off-spec beans and waste. These volumes still carry real value - roughly a third of the price of good cocoa. JS Cocoa wants to bring its Ghana model to Nigeria and buy across the chain.

- **Farm gate -** black, clustered, mouldy and small beans
- **Along the chain up to the port -** rejects from buying centres, warehouses and exporters
- **Local processors -** Shells, residues and other side-streams

What we buy / What we offer

We buy

Off-spec cocoa beans • cocoa residues and side-streams • processing waste

Target volume: around 2,000 tonnes per year

We offer

A reliable, long-term buyer for rejected cocoa cocoa butter and cocoa powder • 40 years of off-spec sourcing know-how

Who we want to meet in Brussels

Nigerian cocoa companies – exporters, cooperatives and local processors – holding off-spec beans or residues and looking for a reliable buyer. Our goal: start a pilot project in Nigeria.

Contact: Daan Dullaart, Global Sourcing Manager • daan.dullaart@jscocoa.com

AGC

AYOMIKUN GOLDEN CONCEPT

AYOMIKUN
GOLDEN CONCEPT LIMITED



Our Services

- Sourcing & Aggregation
- Export & Shipping
- Processing & Cleaning
- Quality Control & Inspection

OUR PRODUCTS

- CASHEW NUTS
- COCOA BEANS
- SOYBEANS
- SESAME SEEDS
- PALM KERNEL
- MAIZE

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BANK OF AGRICULTURE

WEST AFRICA COCOA ORIGINS FORUM
BRUSSELS · 29 OCTOBER 2026

Growing Nigeria's cocoa *from the ground up.*

Bank of Agriculture finances the farmers, cooperatives and agribusinesses who grow Nigeria's cocoa, and is now helping to deliver a national expansion of tree crops.



1,000,000 ha

National Tree Crops Expansion Programme

New planting and rehabilitation of cocoa, oil palm, cashew, rubber and coffee, with cocoa targeted for up to half of the new area.

OUR FOOTPRINT IN COCOA

- **Thousands of cocoa farmers and cooperatives financed**
- **Thousands of cocoa farms served**
- **Upto 10 cocoa producing states served by our branch network**

WHAT WE FINANCE

Farm rehabilitation
Renewing ageing, low-yield farms with improved planting material.

New planting
Long-tenor finance matched to the cocoa yield curve.

Cooperatives & outgrowers
Group lending that reaches smallholders at scale.

Mechanisation & post-harvest
Equipment, fermentation and drying for quality beans.

Traceable from the first loan. Farms we finance are mapped and documented, so the cocoa they produce is ready for EU Deforestation Regulation due diligence and for Europe's buyers.

Partner with us to finance *a million hectares of growth.*

We welcome European development finance institutions, co-lenders, buyers and technology partners to join us in building a traceable, value-adding cocoa sector in Nigeria.

MEET OUR TEAM AT THE FORUM
BRUSSELS · 29 OCTOBER 2026

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FEDERAL MINISTRY OF
INDUSTRY, TRADE & INVESTMENT

ONCC-NCCB

giz Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

BOA BANK OF AGRICULTURE

LUTHERAN WORLD RELIEF

CHAMBER OF COCOA MARKETERS GHANA

Lagos Free Zone

BIDC EBID

European Investment Bank | Global

C-lever.org
Collaborative leverage towards inclusive development

Acknowledgment

EU-NIGERIA
Agribusiness Platform

Global Gateway

Funded by
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The Platform is managed by
Agribusiness Register
(ABR) Limited

AGRIBUSINESS
REGISTER LIMITED