



**UPL**  
OpenAg®

# Cocoa & Forests Initiative

## UPL Action Plan for CFI 2.0



Cocoa &  
Forests  
Initiative

# Key Commitments

EMPOWERED COMMUNITIES

## VSLA GROUPS FORMED

**510**

We have set the target of creating **285** Ghanaian and **225** Ivorian VSLA Groups by 2025.

## MEMBERS OF VSLA GROUPS

**26,000**

We have set the target of enrolling **13,500** Ivorian and **12,500** Ghanaian farmers as members of VSLA Groups by 2025.

## INDIVIDUALS PARTICIPATING IN WOMEN'S EMPOWERMENT PROJECTS

**10,500**

We have set the target of enrolling **4,500** Ivorian and **6,000** Ghanaian farmers in women's empowerment projects and activities by 2025.

PROSPEROUS FARMERS

## FARMERS REACHED BY GAP TRAINING PROGRAMMES

**45,000**

We have set the target of training **27,000** Ivorian and **18,000** Ghanaian farmers in GAP by 2025.

## FARMERS PARTICIPATING IN ADDITIONAL IGAs

**10,500**

We have set the target of enrolling **4,500** Ivorian and **6,000** Ghanaian farmers in additional IGAs by 2025

## ENROLLED IN FORMAL FINANCIAL PRODUCTS & SERVICES

**270,000**

We have set the target of enrolling **165,000** Ivorian **105,000** Ghanaian and farmers in formal financial products and services by 2025.

# UPL's Overall Vision for the Cocoa & Forests Initiative 2.0



As the only agri-inputs player that is a signatory to the WCF Cocoa & Forests Initiative, at UPL we recognise our important role as a reliable partner to cocoa communities – supporting them to elevate their productivity, boost their livelihoods, and advance a sustainable transformation of the sector. Our overall vision for the Cocoa and Forrest Initiative (CFI) 2.0 is to continue positively impacting the lives of West African cocoa farmers through our commitment to furthering the CFI's pillars of fostering prosperous farmers and empowering communities, and drive a sustainable transformation of the sector alongside our fellow signatories.

Despite the contribution of Ghanaian and Ivorian cocoa growers to local and national economies, the potential of cocoa for improving income and livelihoods remains restricted. To this day, farmers only received around 6.6% of the total value added to every tone of cocoa beans sold with a daily income of around \$0.78 USD per day – well less than half of the international poverty line income of \$1.90 USD. At UPL, we recognise that this is not sustainable, and alongside out fellow CFI signatories are committed to changing this situation – and developing programs that are geared towards building long-term economic independence and prosperity.

We believe farmers can be prosperous when they are equipped with all the tools, knowledge and training they need to thrive. During our time as CFI signatories we have introduced Banzai and Banzai Bonus, the first ever biosolutions specifically designed for cocoa, to help growers grow more on less land – thereby boosting their livelihoods and protecting forests. Building on this impactful offering, we have developed an integrated offer for cocoa communities which goes beyond the provision of transformative inputs and solutions to include access to finance, training in good agricultural practices, crop diversification programs which facilitate income-generating activities, as well as linkages with offtake markets.

We also believe that in order to catalyse local sustainable development opportunities and foster enduring progress, we must supersede our role as partners to farmers, and empower the communities that surround them. That is why we are constantly looking for new and novel ways to help farmers improve access to finance, so that they can invest and save their hard-earned money to improve their production potential and better provide for their families.



# UPL's Overall Vision for the Cocoa & Forests Initiative 2.0



We are leading women's empowerment activities to drive gender equality and accessibility, and rolling out community development activities to drive socio-economic inclusion and growth. With the agriculture sector so firmly embedded in local communities, and with its success so critical to national economies and local development outcomes, we are committed to reaching more growers with our services and solution set to deliver win-win outcomes for all.

We are proud of our global sustainability actions and achievements to date – which has seen us ranked as the highest performing top-tier global crop protection company in Sustainalytics' 2022 ESG Risk Rating for the last three years. Our leadership in this area, combined with our extensive knowledge of African farming practices and best-in-class product portfolio, means we are perfectly placed to work hand-in-hand with farming communities and agri-stakeholders to lead a sustainable transformation of the cocoa sector – and we are delighted to be embarking on this mission as we enter into CFI 2.0.



# Our Company Action Plan



Our Action Plan presents our company's key activities over the next 3 years (2022-2025) to fulfil CFI commitments in the cocoa sectors in both Cote d'Ivoire and Ghana.

Changing the game for cocoa communities and leading a sustainable transformation of the sector requires long-term commitments and action. We are so proud of what we have achieved alongside our fellow signatories as part of CFI 1.0, with Ivorian and Ghanaian farmers, their communities and their orchards mutually benefitting from gaining access to financial services and information, as well as receiving training in stewardship, income diversification, and good agricultural practices. Through our close interaction with cocoa communities, we experience their challenges and feel their pain points, but also we see first-hand the interventions that are creating an enduring impact. As we enter the second phase of the CFI, we are determined to advance our collective successes, harnessing our insights, lessons learnt, and unwavering commitment to reimagine new economic and environmental outcomes for the cocoa sector.

# 173%

Increase in our GAP and stewardship methods training target from our CFI 1.0 target

As part of our efforts to further progress against the Prosperous Farmers pillar, we will continue working with farmers to improve sustainable productivity, growing more cocoa on less land through expanding our good agricultural practice (GAP) training programs in Ghana and Cote d'Ivoire and promoting the use of more innovative sustainable crop protection and natural solutions. By 2025, we aim to train an additional 45,000 cocoa farmers in GAPs and stewardship methods to ensure they are empowered to perform best practices which will help them achieve the best results for their cocoa crops, their livelihoods, and their forests. This new target represents a 173% increase from CFI 1.0 target, and showcases our belief in the power of knowledge-sharing, upskilling, and capacity building as routes to resilience, productivity, and sustainability.



# Our Company Action Plan



Through supporting farmers to engage in food crop diversification across CFI 1.0, we have seen leapfrogs in farmers productivity and autonomy, reinforcing their food security, nutrition, and resilience. Recognising these shared benefits, we are extending our income generating activities with the hope of reaching 10,500 growers during the cocoa light season.

With rural farming communities continuing to remain financially disenfranchised, a key priority is increasing access to adapted finance products so farmers can reduce their risks, embrace uplifting tools, and better care for their farms and families. Facilitated by our cocoa partners, the Village Savings and Loan Associations (VSLA) systems are enabling growers to save more easily, creating long-term economic resilience and opportunities to invest in a better future. To scale the positive impact we have already seen, we will be expanding our collaboration with VSLAs to a further targeted 26,500 farmers by 2025.

# 26,500

**Target number of farmers  
to be enrolled in VSLAs by  
2025**

Despite their critical role in communities, in domestic settings, as well as in agricultural production, women face pertinent accessibility challenges which limit their potential. As we endeavour to champion gender equality across farming systems, we are committing to training and upskilling 10,500 Ivorian and Ghanaian women farmers through women's empowerment activities and projects.

At UPL, we are constantly striving to reach more farmers and deepen our impact – the success of which we see rooted in transparently monitoring, evaluating, and reporting on our achievements. We also believe in strength in numbers, and through working alongside our peers we can combine our capabilities and push each other to reach higher. That is why we are proud to be part of CFI – a landmark public-private partnership that is driving collective action, and holding us all accountable to our ambitions and objectives. As we transition into CFI 2.0 our commitment to cocoa communities remains unchanged, and we are fundamentally optimistic about the opportunities for further impact we can realise together.



# Primary Activities and Investments



Since UPL (formerly Arysta) signed on to the CFI in 2018, we have continued to cherish a central belief that together we can shape a sustainable sector where cocoa growers, their communities and the environment mutually thrive. Our activities and investments are led by an unwavering commitment to support cocoa communities to confront and withstand the challenges they face - such as accessibility issues, impacts of climate change, and commodity price shocks - and seize opportunities to drive prosperous outcomes - such as increased agricultural productivity, economic security, and community development. Our objectives are to continue supporting the CFI mission and make a greater sustainability impact across the cocoa sector through the continued expansion of our flagship projects and training programs.

Guided by our OpenAg purpose, we believe that in order to successfully tackle some of the biggest issues facing the cocoa sector, we must work hand-in-hand with stakeholders across the entire cocoa value chain.

We have seen the impact of coordinated efforts through our partnerships with some of the largest cocoa exporters such as Cargill, Barry Callebaut and Olam to focus on distributing the next generation of innovative products over the next three years. During 2023, we will be launching three new products, Evito P, a copper free fungicide, and two natural solutions; Genius, a 100% organic fungicide, and a new formulation of our leading natural solution, Banzai Bonus.

Furthermore, following a series of highly successful trials during 2019, we are also working to launch Captiva - a new bio-insecticide using concentrated plant extracts. With multiple modes of action including insecticidal, repellence, anti-feeding and anti-egg laying properties, Captiva will help cocoa growers protect their cocoa pods with minimal residues.

**2** Natural solutions for cocoa growers to be launched during 2023



# Primary Activities and Investments



As part of our Reimagining Sustainability purpose, we will continue expanding our flagship ProNutiva offering for growers and we will be launching a new 100% organic program package during 2024. The ProNutiva program will offer farmers tailored and adaptable package that supports all stages of crop development to help produce higher yields, leave fewer residues and improve grower economics. Taken together, these offerings will catalyse greater adoption of regenerative practices, enabling growers to protect their crops and increase their yields in a sustainable manner. In addition to providing transformative solutions and training growers, we are adjusting our integrated offer for cocoa growers to be aligned with the needs of CFI related projects. Our various stewardship programmes, known locally as Applique Bien (Cote d'Ivoire) and N'Guso Papa (Ghana), are training farmers on protective equipment, safety and the effective use of natural solutions so that they can safeguard their own health whilst protecting the environment.

We will continue helping farmers to enhance their practices using demonstration plots to show the benefits of natural solutions, offering stewardship training, as well as offering a range of input finance solutions. For example, our Callighana Productivity Package (CCP) offers a combination of pesticides and natural solutions designed to protect crops while also improving revenues and yields. Across five demonstration plots we have seen 84% yield increases with a 100% farmer income increase through the proper application of this package. We are honoured to be working alongside with farmers, our fellow CFI signatories, and the entire value chain in Ghana and Cote d'Ivoire to advance the sustainable transformation of the cocoa sector, and look forward to reporting on our efforts and achievements in the years to come.

**100%**

Income increase through proper application of UPL's Callighana Productivity Package (CPP).

**84%**

Yield increases through proper application of UPL's Callighana Productivity Package (CPP).





Action Plan Table: Côte d'Ivoire

CFI Theme	Indicator	# through direct investment (Oct. 22 – Sept 23)	# through direct investment (Oct. 23 – Sept 24)	# through direct investment (Oct. 24 – Sept 25)	Total # through direct investment (Oct. 22 – Sept. 25)
Empowered Communities	<b>EC-05</b> # members of VSLA groups in the current year	3,500	4,000	5,000	12,500
	<b>EC-06</b> VSLA groups in the current year	50	75	100	225
	<b>EC-08</b> # individuals participating in women's empowerment projects and activities	1,000	1,500	2,000	4,500
Prosperous Farmers	<b>PF-IND-01</b> - # farmers reached by GAP training programmes	8,000	9,000	10,000	27,000
	<b>PF-IND-03</b> - # individuals participating in additional Income Generating Activities (IGA's)	1,000	1,500	2,000	4,500
	<b>PF-03</b> - # individuals in the current reporting year enrolled in formal financial products and services	50,000	55,000	60,000	165,000

## Action Plan Table: Ghana

<b>CFI Theme</b>	<b>Indicator</b>	<b># through direct investment (Oct. 22 – Sept 23)</b>	<b># through direct investment (Oct. 23 – Sept 24)</b>	<b># through direct investment (Oct. 24 – Sept 25)</b>	<b>Total # through direct investment (Oct. 22 – Sept. 25)</b>
Empowered Communities	<b>EC-05</b> # members of VSLA groups in the current year	4,000	4,500	5,000	13,500
	<b>EC-06</b> VSLA groups in the current year	75	90	120	285
	<b>EC-08</b> # individuals participating in women's empowerment projects and activities	1,500	2,000	2,500	6,000
Prosperous Farmers	<b>PF-IND-01</b> - # farmers reached by GAP training programmes	5,000	6,000	7,000	18,000
	<b>PF-IND-03</b> - # individuals participating in additional Income Generating Activities (IGA's)	1,500	2,000	2,500	6,000
	<b>PF-03</b> - # individuals in the current reporting year enrolled in formal financial products and services	30,000	35,000	40,000	105,000

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