

**« DIVERSIFICATION PACKAGE »:**  
**The innovative cocoa business model toward**  
**a more sustainable cocoa economy**

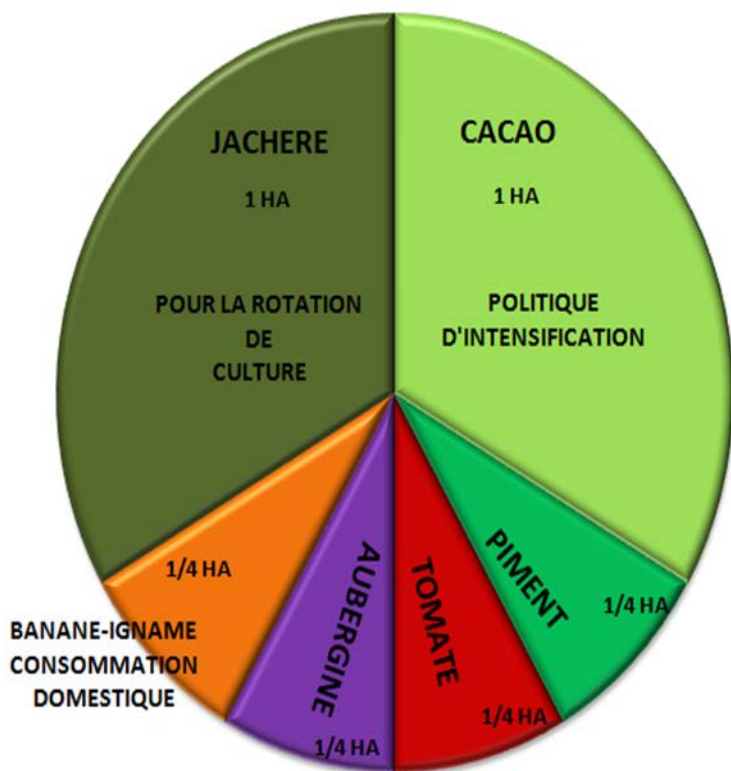
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## 2. Revenues from the « Diversification Package »

### 2.4 Package

The package would be determined based on short cycle crop available in the region

DIVERSIFICATION PACKAGE



### REVENUES

- Revenues estimates for a cocoa producer who buys in the diversification package vision

- 1ha for CACAO production with inputs will produce 1 Tonne, 1,15 \$ per kilo
- Annual Revenue from cocoa would be : 1150 \$

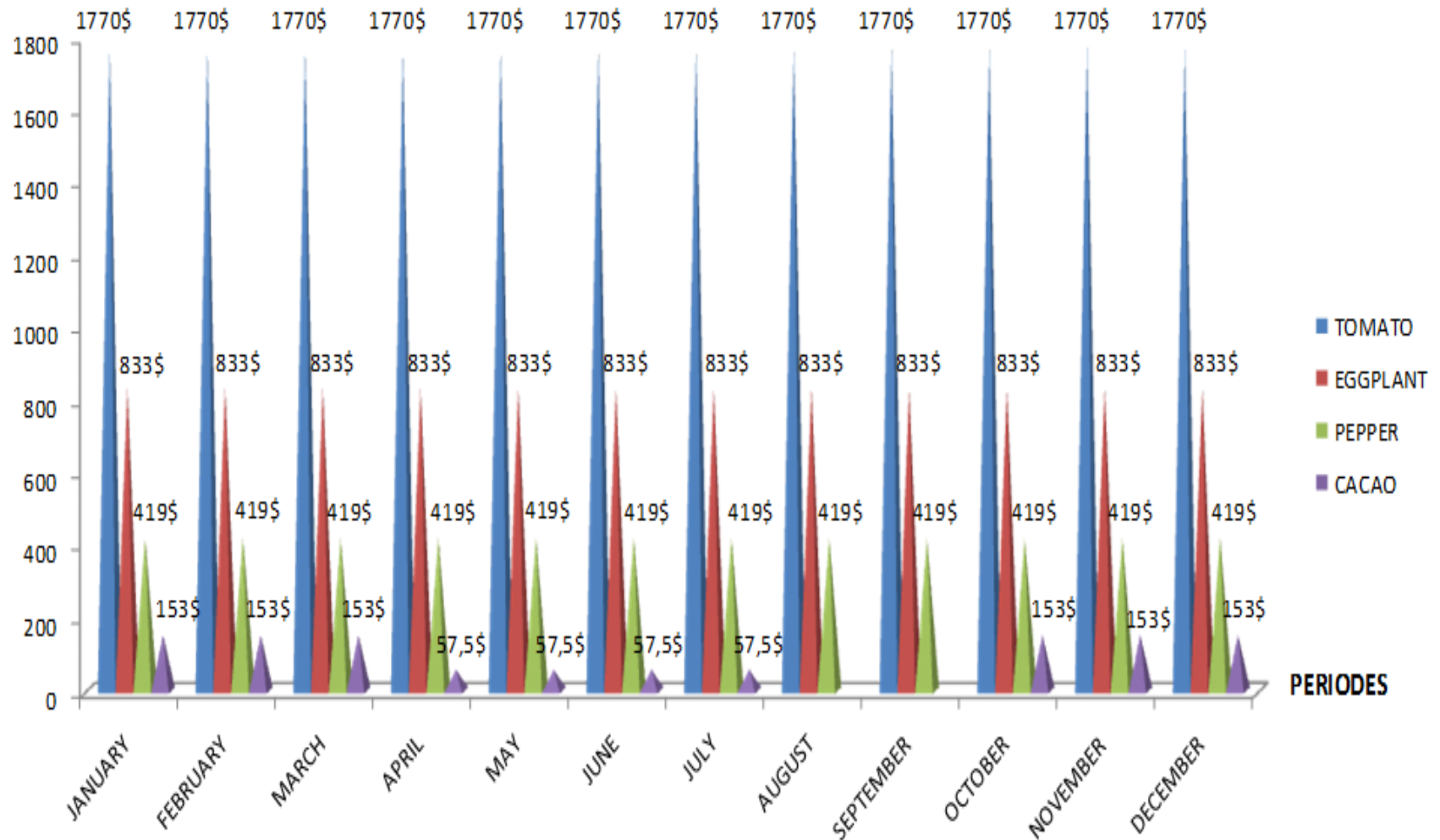
- 1/4ha irrigated land for peper with annual production of 1,5 Tons, Price per kilogramme : 3,35 \$
- Annual revenue = 1 500 \* 3,35 = 5025 \$

- 1/4 ha of irrigated land for tomatoes Annual Production = 25 Tons, price per kilogramme is 0,85 \$
- Revenu = 25 000 \* 0,85 = 21250 \$

- 1/4 ha irrigated land for EGGPLANT
- Annual Production = 20 Tons, Price per kilogramme : 0,50 \$
- Revenue = 20 000 \* 0,50 \$ = 10 000 \$
- Annual revenue of producer : 37 425 \$

## 2.REVENUES FROM THE «DIVERSIFICATION PACKAGE»

REVENUES(\$)  
 $R/M = 3\ 175 + 3\ 175 + 3\ 175 + 3\ 079,5 + 3\ 079,5 + 3\ 079,5 + 3\ 079,5 + 3\ 022 + 3\ 022 + 3\ 175 + 3\ 175 + 3\ 175 = 37\ 412\ \$$



## 2. Diversification Package (conditions of success)

### 2.2. Diversification, a threat the cocoa sustainability

With limited lands (3 ha ) farmers have the tendency to go in crops where they make more money.( case of coffee and rubber in Cote d'ivoire)

### 2.3 Conditions for success

#### 2.3.1 Crop package

Identify crop packages based on regions capacity of production

#### 2.3.2 estimate the cost of the package

#### 2.3.3 Industry's commitment to support

Industry's commitment should be through a financial platform where every farmer can have access to his sustainability fund

#### 2.3.4 Land commitment from farmers

In return of the industry's Financial commitment the farmer has to commit a portion of land for cocoa cultivation. Cocoa will be the entry to access to the funds.

**THANK YOU**