



Company Profile

January 2020



Building community-based agri-business partnerships



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We believe in an agri-business sector which is responsible and collaborative, yet competitive and market-oriented, in which communities, local agri-entrepreneurs and international investors alike thrive on innovating the future of cocoa and chocolate.

Advisory Services & Management

Value Addition
(with partners)

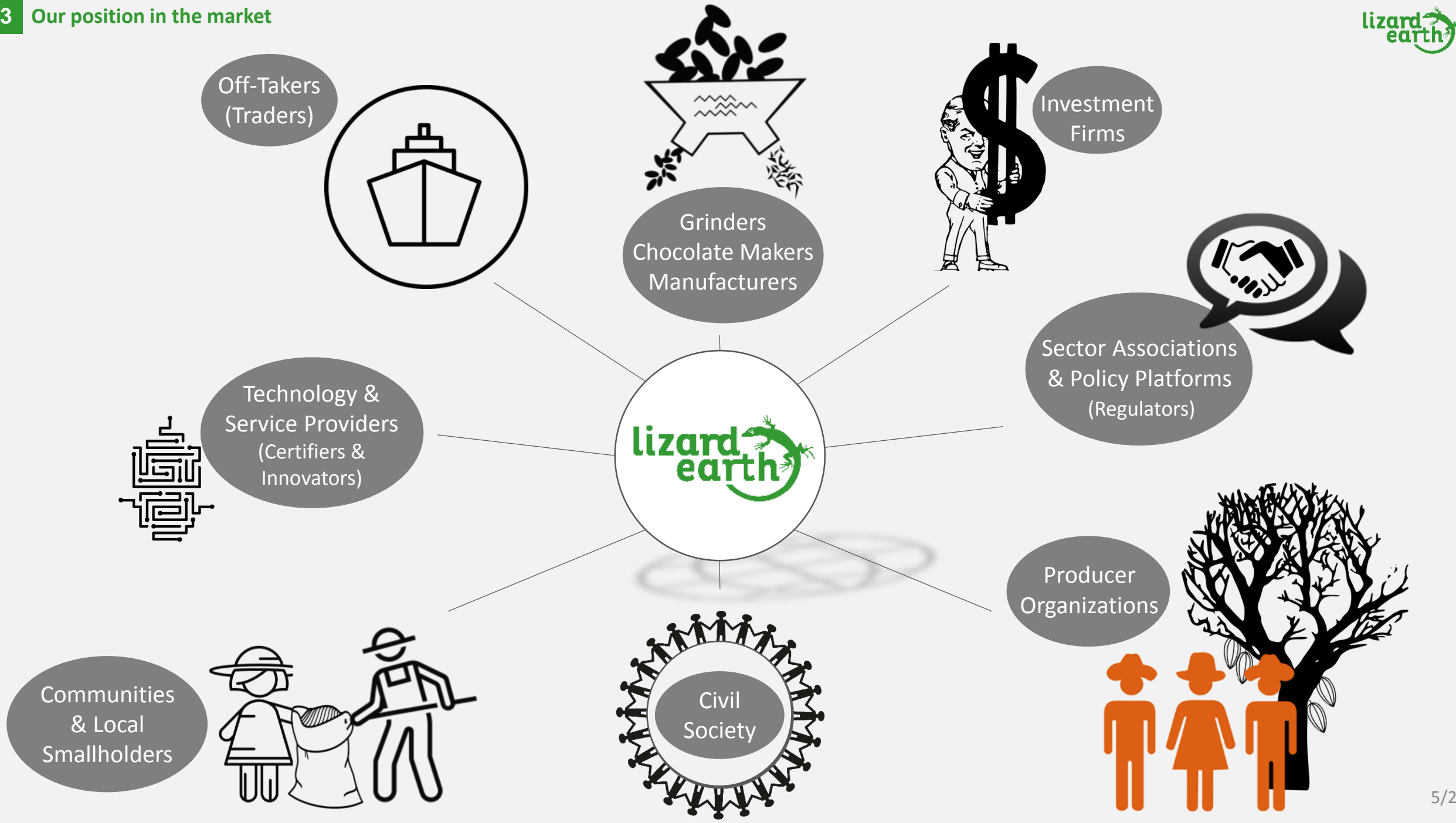
Int. Sales

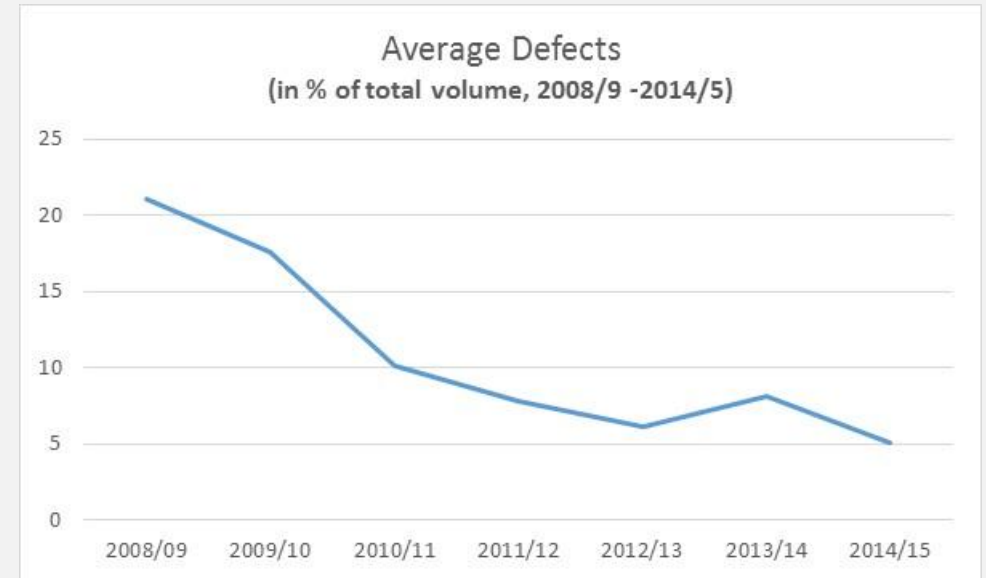
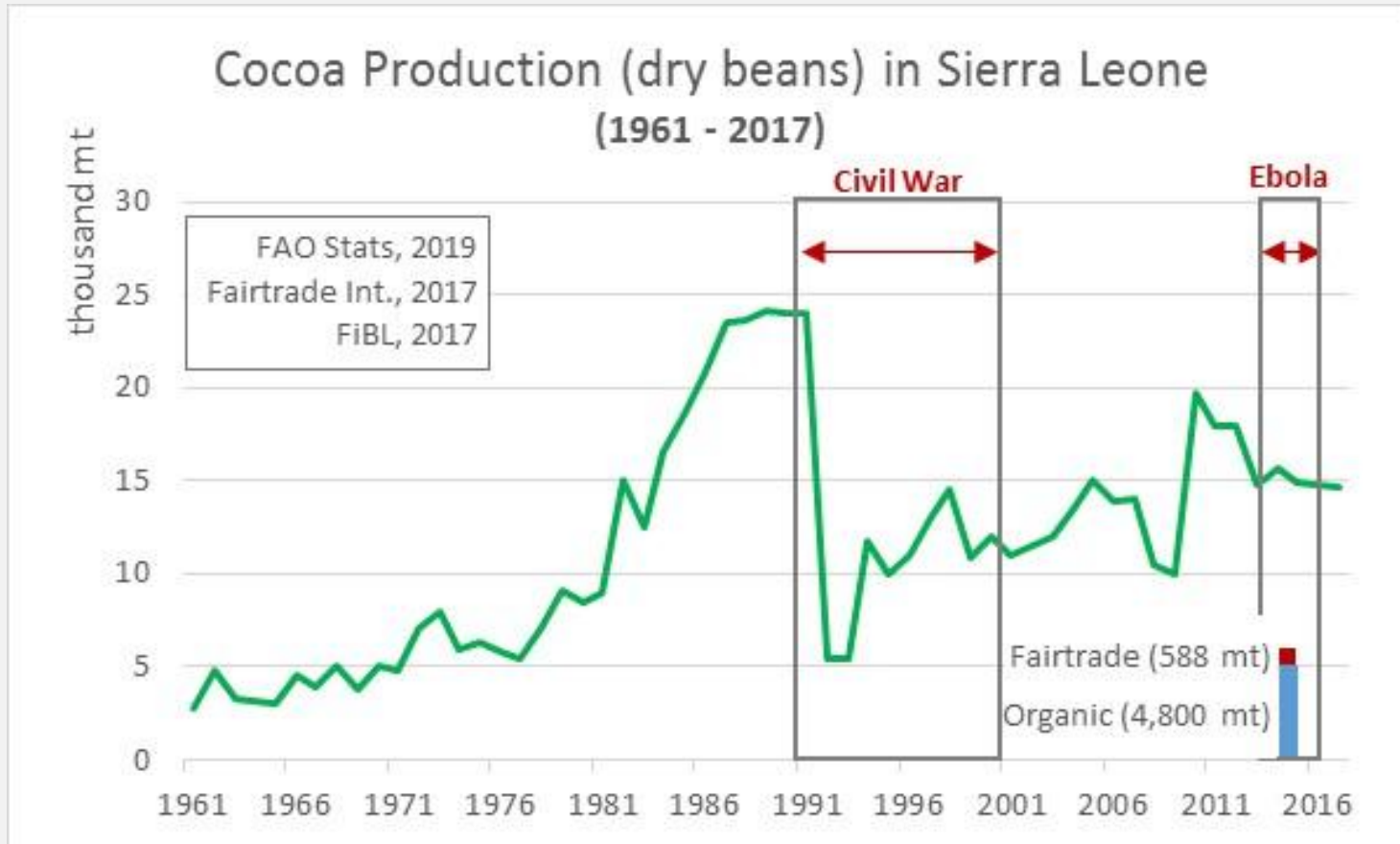
**Primary Processing
& Handling**

**Agric.
Development
& Production**

Sourcing







Stakeholders

- Off-takers
- 10+ large national traders
- Very few well-functioning cooperatives



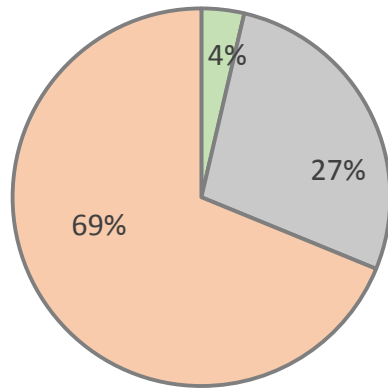
Snapshot: Pewama Community

- **79%** of households grow cocoa
- **61%** of all cocoa farmers are men
- **61%** of all cocoa farmers are 36-60 years old
- The average cocoa farmer cultivates **0.8 ha**
- Average **yield** is **104kg/farmer/year**
- Average cocoa income: 150 EUR/year

2.5 million Sierra Leonean farmers
live in **absolute poverty**.

- > structural problems
- > traditional production practices & degradation
- > complex land tenure arrangements

Cocoa Households' Economic Status



- Have Savings
- Do not have savings nor debts
- Have Debts

79% of community members are illiterate
38% of all children attend school

86% of households grow food crops (vegetables, fruit, rice)
79% of households grow cash crops (cocoa, coffee)

95% of households have 4.5 acres (1.8 ha) or less of cocoa

We create **income opportunities**
for **500 farmers** & contribute
to their improved wellbeing.



Access to Markets

Asset Creation
& Community Dev.

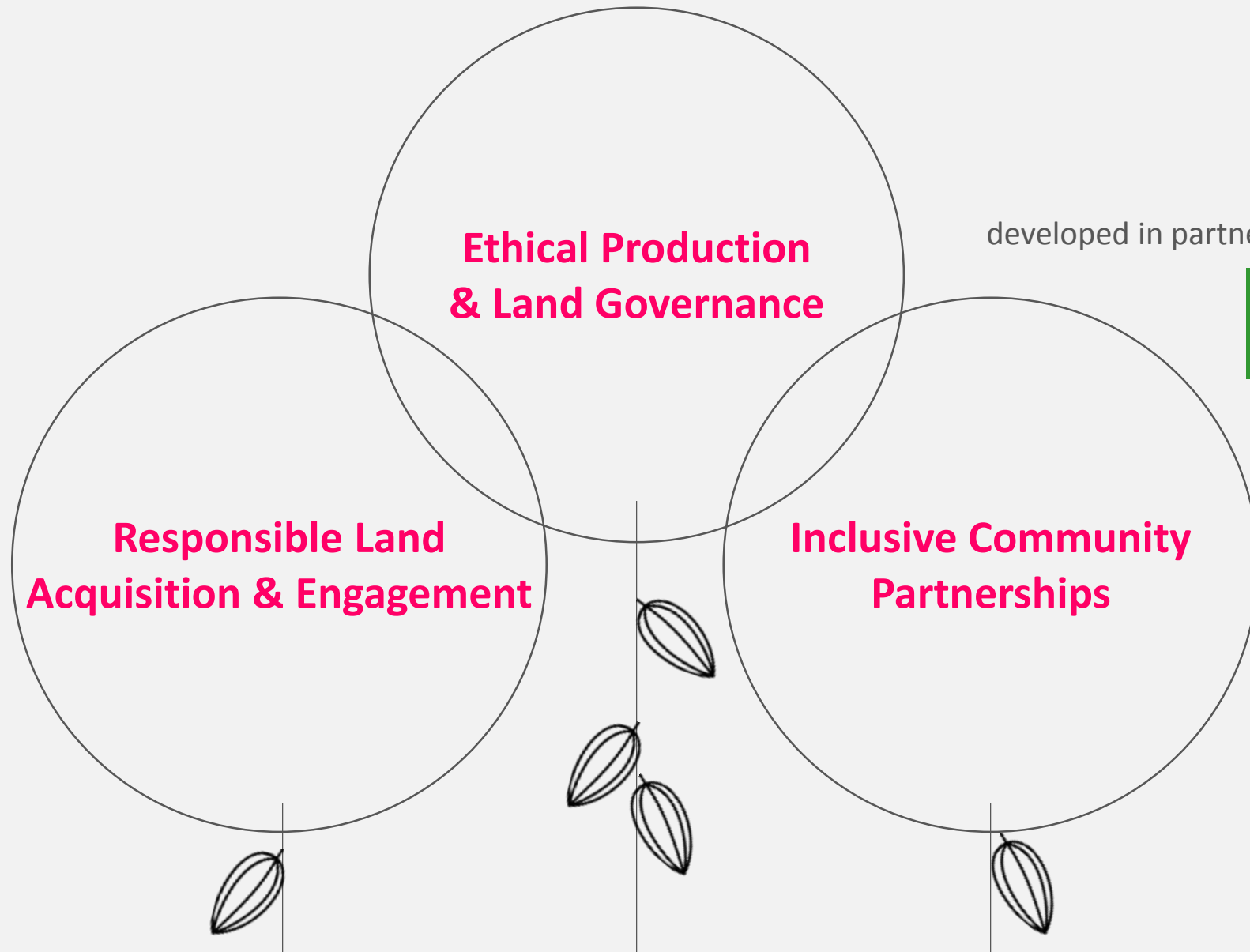
**Agricultural
Intensification**

**Environmental
Conservation**

Equitable, long-term
Access to Land

**Sustainable Agricultural
Transformation**

- > market access for 1,500 households
- > agricultural assets worth 31 million USD
- > yield increases of 800%
- > conservation of 150ha of HVC-Areas
- > equitable access to land for 500 farmers
- > emergence of 50 agri-entrepreneurs



developed in partnership with:





Site Identification

Participatory Land Assessments and Surveying

Continuous Exchange and Learning (F&R Mechanism)

Socio-Demographic Assessments (incl. ESIA)

Tenure Assessment & Land Use Planning

Development of Lease & Partnership Contract



Agricultural Development
(see next slide for details)

**Community-based Natural
Resource Management**

**Capacity Development &
Know-How Transfer**

**Benefit Participation of Host
Communities**

- Phase I**
(15 years)
- Lizard Earth leases land and establishes agro-forestry cocoa gardens
 - Lizard Earth manages the gardens, provides inputs, hires & supervises farm workers, harvests, processes & markets produce (short-term tasks assigned to labor groups, longer-term maintenance tasks to individual workers)
 - Lizard Earth sets-up an Internal Control System and certifies its operations (under organic standards)
 - Lizard Earth establishes small-scale *Fermentation & Drying Centres* in selected host communities
 - Lizard Earth systematically develops the (technical and financial) capacity of its farm workers
 - Selected farm workers (the “prospective MGs”) receive further trainings
- Phase II**
(15 years)
- Lizard Earth withdraws from active farm management, divides the cultivated land into Small Scale Commercial Farms (the “SCFs”) and hands them over to the MGs
 - MGs manage the SCFs under the overall governance oversight of Lizard Earth
 - Lizard Earth establishes, together with community representatives, a Governance Oversight Body
 - MGs sell their produce to Lizard Earth under an *exclusive sourcing arrangement*
- Phase I + II**
(30 years)
- Stakeholders share profits (i.e. arrangement kicks-in 11 years after the beginning of the Term of Lease)
 - Lizard Earth manages HCV-Areas with Host Communities under a CBNRM-Approach
 - After 30 years the leased land is returned to the Land Owning Families

Smallholder Sourcing

Development of Community Associations

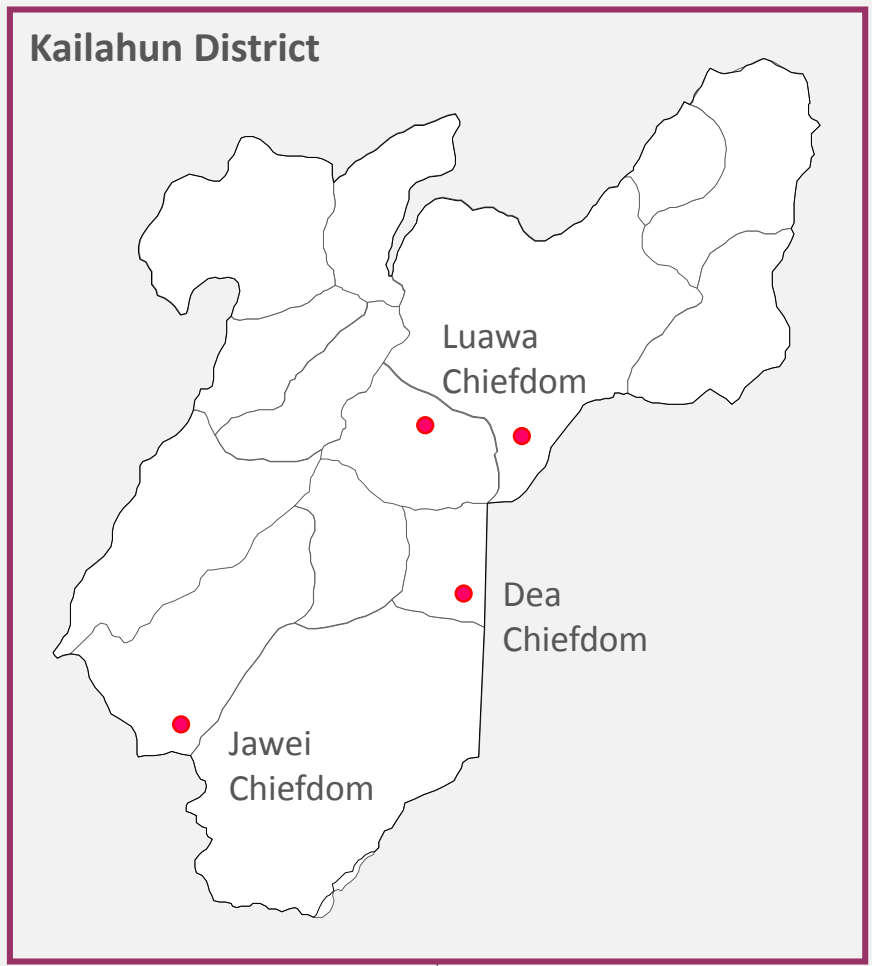
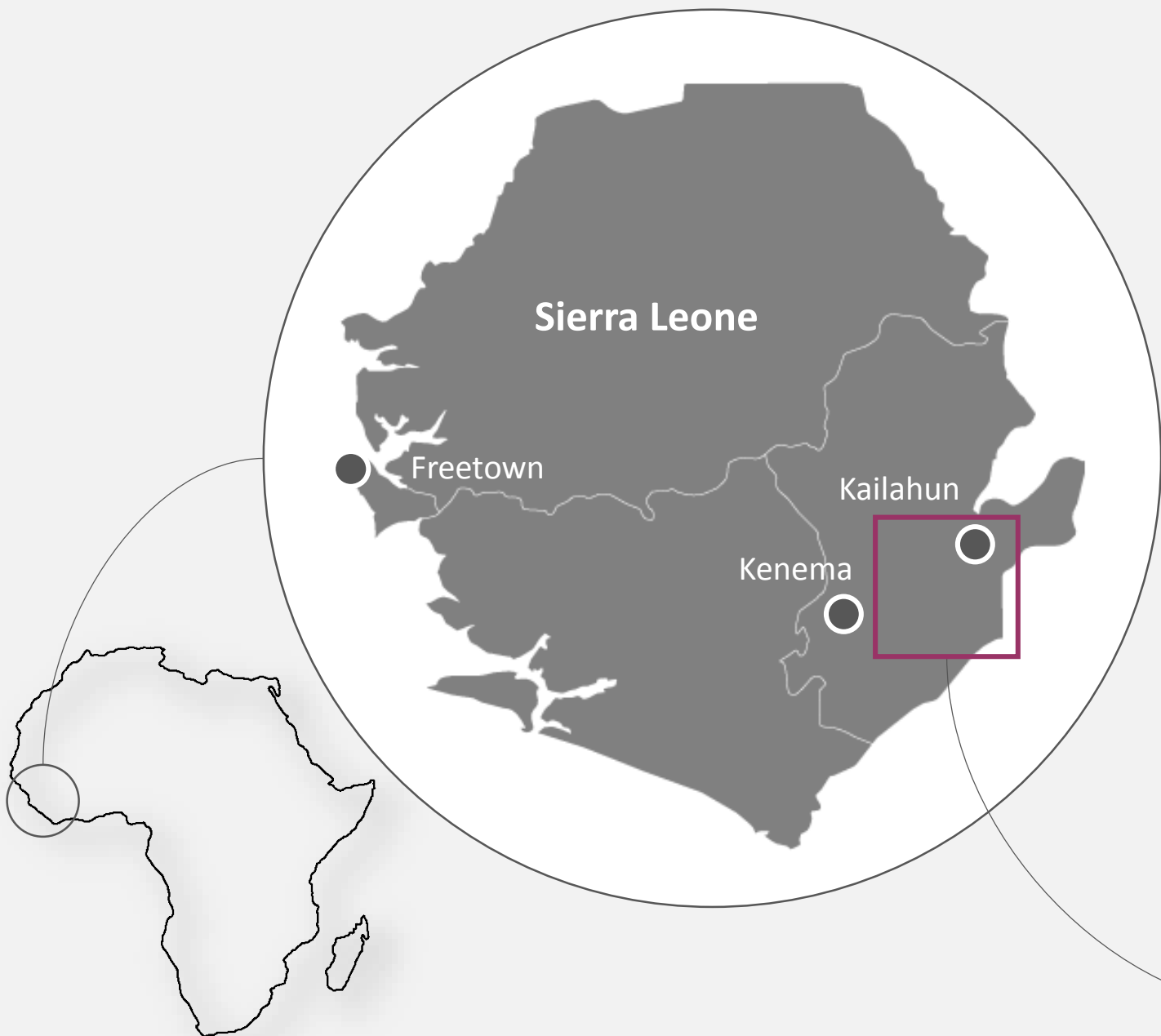
Certification and Farm Mapping
(under organic and fair trade standards)

Technical and Financial Service Delivery

Community Development



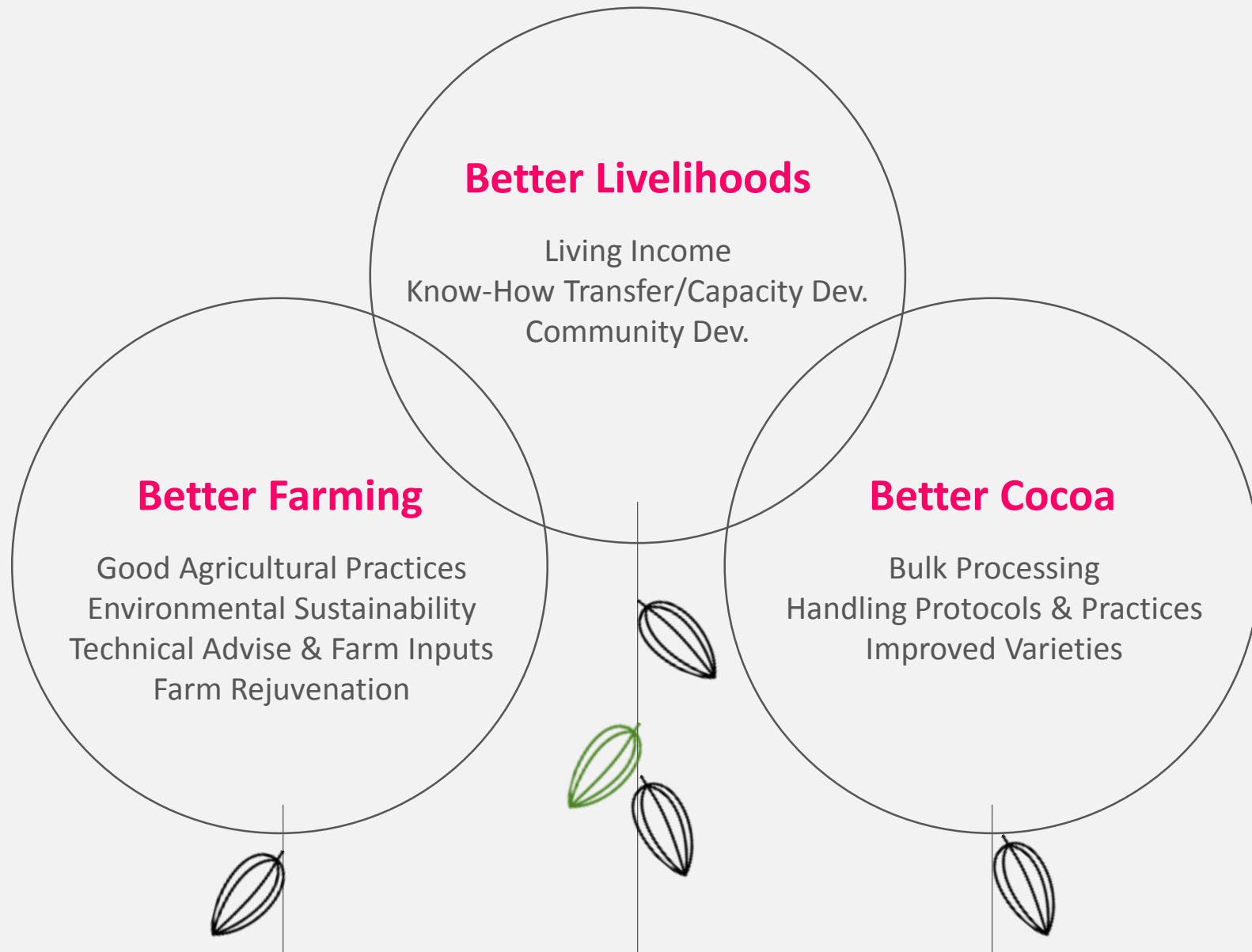
Incorporation/Office:	October 2018/Kenema, Eastern Province
Own Production Sites:	13 in 4 Clusters: Dea, Jawei, Luawa Chiefdoms
Host Communities:	10 (with approx. 1,500 smallholder families)
Staff/Farm Laborers:	12 staff/50-500 (2018-23)
Affiliated Producers:	400 (in 2019/20); 1,200 (by 2023/24)
Partners:	Strategic Alliance with <i>Deutsche Welthungerhilfe e.V.</i>



Trading Structures are not sustainable!

- The trading system is poorly regulated
- Producers are not organized, and not certified
- Independent, non-affiliated mobile buying agents dominate the market (i.e. market fragmentation)
- Trade relationships are characterized by power imbalances
 - Buyers dictate prices
 - “On-the-spot purchases” dominate trade relationships
 - Producers are locked into “Blind Loan Agreements”





- **Proximity**
We work with our communities
(buying, drying & processing on the community level)
- **Stability**
We are in for the long-run
- **Support**
We provide technical assistance, capacity development and know-how transfer through trainings; we form producer associations and provide loans and farm support; we establish tool banks
- **Fair Pricing**
We are transparent in our pricing and help farmers to make a living income
- **Traceability**
We know where our cocoa comes from
- **Premium Focus**
We ensure optimum quality through strict handling protocols, rigorous evaluation, and benchmarking, as well as organic certification



