



**INVEST IN
COCOA
WITH INGEMANN**



ingemann

Fine Cocoa

Invest in Cocoa with Ingemann

As a response to an increased interest from investors to go into cocoa production, due to the attractive features in terms of profitability, return on investment, market opportunities as well as environmental sustainability and job creation, Ingemann has developed a unique model which encompasses all of its accrued experiences. The model solves the challenges associated to running a farm but allows for the investor to benefit from the upsides.

It is a turn-key solution where the investor trust Ingemann to implement and run a farm as a subcontractor. The minimum project size is 100ha as a standalone project, no maximum.

1. Design of the plantation

Ingemann will design the plantation in line with best practices.

2. Supply of trees

Upon finalizing the designs Ingemann will supply grafted trees from its own nursery, using award winning genetics with high productivity.

3. Implementation

With Ingemann's management on the farm, the team will implement all activities on the farm, including:

- Hiring and administration of staff
- Planting and management of plantain
- Planting and management of the cocoa trees
- Sourcing, logistics and application of all inputs (fertilizers etc)

4. Post-harvest

Once the plantation goes into production the team will design and manage the construction of the necessary post-harvest infrastructure. It will ensure the implementation of quality oriented processes applying best practices.

5. Training of staff

Upon finalizing the initial 5 years management contract Ingemann will ensure to train the local staff.

6. Guaranteed access to market

For the full duration of the commercial contract of 20 years, Ingemann guarantees the access to market for 100% of the farms production as well as technical assistance for the plantation and in the post-harvest processing.

7. Administration and reporting

The funds will be managed by Ingemann administration on behalf of the investor. A full set of documentation will be made available for the accounting of the local LLC of the investor. Biannually Ingemann will provide a technical report of the activities carried out, the state of the plantation as well as the programming for the coming period.

The initial management contract is for 5 years which will carry the project through its critical phase of establishment. After the 5 years the investor can renew the management contract with Ingemann or seek alternative management models. Either way, Ingemann commits to support with technical assistance for the duration of the commercial contract as well as a contractually guaranteed access to market. In this respect, the management contract is not as such linked to the commercial contract but is a service hired separately.

Getting Started

First step for the investor is create a local LLC which will serve as the local counterpart for Ingemann and the owner of leased land. In parallel an adequate piece of land has to be identified, either through buying or renting. Once in place the investors' signs a contract with Ingemann for the 10 or 20 years and the project can begin.

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