

# 2<sup>nd</sup> Meeting Task Force Living Income

17.04.2026



**Forum Nachhaltiger Kakao**  
German Initiative on Sustainable Cocoa



# Anti Trust Statement

GISCO's set of fundamental principles includes strict respect for, and compliance with, all relevant national and international laws and conventions, particularly compliance with current antitrust regulations under European and national competition law.

In order to ensure compliance with antitrust law, sensitive business information must not be discussed. Nor must there be any agreements regarding prices, sales control, production volumes, market sharing, boycott calls and/or calls for non-cooperation with third parties, regardless of the reasons for such agreements.

As a consequence, there must be no discussion of current or future prices, profit margins, discounts, the timing and level of envisaged price increases, costs, capacities, customers, suppliers, product or marketing plans, sales forecasts, borrowing terms or any other information that is sensitive from an antitrust point of view.

The discussion and exchange of information that is relevant in terms of competition is not only prohibited during sessions but also during informal conversations at which competitors are present.



# Feedback on Actionpoints

## Please provide written feedback on the following points:

### Workstream 1:

- Please give your feedback on priority areas we want to focus on for developing inputs for political dialogue processes (max. 3), [\(slide 4\)](#)
- Please give your feedback if there are important actors to add to the overview of stakeholders for political dialogue processes, [\(slide 5-7\)](#)
- Please give feedback on prioritised countries for political dialogue: **option 1, 2 or 3**, [\(slide 8-9\)](#)
- Please provide feedback on the mapping of existing dialogue formats and their relevance for the topic of living income [\(slide 10\)](#)

### Workstream 2:

- Please provide feedback on the internal barriers stopping GISCO members from implementing holistic Living Income Strategies and whether GISCO can address these barriers [\(slide 18\)](#)
- Please make suggestions on how GISCO can promote implementation of living income strategies and procurement practices. Ideas for formats from the taskforce meeting will then be discussed with GISCO members in the General Assembly. [\(slide 19\)](#)



Please give your feedback on priority areas we want to focus on for developing inputs for political dialogue processes (max. 3)

#### Identified focus areas

1. Transparency in farm gate price setting/ stabilisation funds (civil society; industry 2; BMZ)
2. Need for holistic cocoa sector development strategies (industry 1)
3. Small farmsizes
4. Landrights (Industry 1 + civil society)
5. Climate change adaptation (industry 1 but proposal to change to „future risks of cocoa production; (industry, BMZ)

|                                                                                                                                      | Civil Society                                                                                                 | Industry                                                                                                                                                                                                                                                                                                   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |
|--------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| BMZ                                                                                                                                  |                                                                                                               | Ferrero                                                                                                                                                                                                                                                                                                    | Cargill                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| <b>Transparency in farm gate price setting / stabilisation funds</b><br><br>Potentially add:<br><b>Response to spreading of CSSV</b> | As priorities for political dialogue, Group D identified primarily <b>1. Transparency and 4. Land rights.</b> | Our suggestion is to focus on the topics <b>2, 4 and 5</b> (2. Need for holistic cocoa sector development strategies, 4. Landrights, 5. Climate change adaptation), but would like to broaden <b>number 5 to “future risks of cocoa production”</b> (e.g. soil, diseases. genetics, support adaptation...) | I am interested to understand the angle <b>that Topic 1</b> could take as a group discussion and what potential influence there is there, but am not sure it would be a GISCO focus; <b>at minimum an ISCO and would actually say more of an ECA-level</b> , to get senior business stakeholder dialogue.<br><br>Would/could future risks of cocoa production become a cross-cutting priority of the various TF's if indeed there is a lot of overlap Or just to ensure that the Environment TF were sufficiently considering the <b>production risk/resilience angle?</b> |

Please give your feedback if there are important actors to add to the overview of stakeholders for political dialogue processes



### Organisations that can provide expert knowledge/ data

- LICOP
- WCF
- GIZ + IDH/ RBO Initiative
- Solidaridad
- KIT/ Wageningen University
- University Bern
- University Vienna
- Voice Network
- Fairtrade
- Producer organisations
- Local trade unions
- Industry (traders/ market perspective)
- ISCOs
- International Institute for Tropical Agriculture
- Local Consultative Members: ALISOS; IDEF, INADES
- Civil Society Platforms in Producing Countries – GCCP & PICD
- Südwind Institut
- ÖFSE (with University Vienna)

#### Industry (Ferrero)

Depending on what we want to achieve, we might need to narrow it down. Also, we would add some expert knowledge from someone closer to the field like **IITA – International Institute for Tropical Agriculture, Solidaridad** and **IDH/RBO initiative**, Living Income Community of Practice.

#### Industry (Cargill)

Agree with above feedback that we will likely want to narrow a little. One thing we perhaps did not touch on in the first call (or I can't remember if we did) is **the new guidance and discourse on CS3D (e.g. LICoP/Shift and Fairtrade Advocacy)**, which might bring up some recommendations or stakeholders that we could discuss. I am yet to dig into the documents, though..

#### CIVIL SOCIETY:

Care should be taken to involve producer organizations, civil society actors, and, for example, **local trade unions**, in order not to overlook the realities on the ground.

# Relevant stakeholders for political dialogue



## Potential Spokespersons for GISCO

- GISCO Board Members
- German Ministries
- Intermediary organisations through studies
- Other GISCO members
- 

### CIVIL SOCIETY:

There was a suggestion to indirectly address the governments of Ghana and Côte d'Ivoire, for example **through intermediary organizations** or **by commissioning studies on topics that are important to GISCO.**

### BMZ :

Potential spokespersons for GISCO – depends on the dialogue format - I suggest this can also be other members including companies and civil society

# New: Relevant stakeholders for political dialogue



## Organisations that can provide expert knowledge/ data

- LICOP
- WCF
- GIZ + IDH/RBO Initiative
- KIT/ Wageningen University
- University Bern
- University Wien
- Voice Network
- Fairtrade
- Producer organisations
- Local trade unions
- Industry (traders/ market perspective)
- ISCOs
- International Institute for Tropical Agriculture
- Local Consultative members: ALISOS, IDEF, INADES C-I
- Civil society platforms Côte d'Ivoire and Ghana
- Südwind Institut
- ÖFSE (with University Vienna)

## Potential Spokespersons for GISCO

- GISCO Board Members
- Other GISCO Members (industry, civil society)
- German Ministries
- Address governments through intermediary organisations/ commissioning of studies

## Political actors to be addressed

### Cote d'Ivoire and Ghana

- Conseil du Café Cacao
- COCOBOD
- Côte d'Ivoire Ghana Cocoa Initiative
- Ministries of Agriculture
- Interprofessional Agricultural Organisation (OIA) for Coffe-Cocoa
- Living Income Working Group of CCC

## Other relevant actors to consider

- ICCO
- EU
- ILO
- FAO
- ECA
- WCF
- Chambers of Foreign Trade (Germany and EU)

additions by Industry; civil society, and BMZ



## Please give feedback on prioritised countries for political dialogue: option 1, 2 or 3

### Option 1: Focus on Westafrica (preferred option)

- Côte d'Ivoire and Ghana
- + additional option: Nigeria or Cameroon

### Option 2: Focus on main producing countries supplying the German market

- Côte d'Ivoire (**64,1%**)
- Ecuador (**11,2%**)
- Ghana (**8,9%**)

### Option 3: Focus primarily on Côte d'Ivoire due to GISCO's presence on the ground + relevance for Germany

| BMZ                                                                                               | Civil Society                                                                | Industry                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                                                                                                                                                                                                                                                          |
|---------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                                                                                                   |                                                                              | Ferrero                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Cargill                                                                                                                                                                                                                                                  |
| <b>Option 3:</b> focus primarily on Côte d'Ivoire due to GISCO presence and relevance for Germany | <b>Option 1:</b> Côte d'Ivoire and Ghana with no further country recommended | Since the other Task Forces were also asked to focus on countries, we discussed that all task forces (except Monitoring) should align <b>on West Africa</b> and that the decision on <b>whether to add Cameroon or Nigeria</b> should be made by the industry group as a whole. We further discussed the importance of these countries to the German confectionery industry; finding that it is more or less equal. Another point we found important when taking this decision is <b>if GIZ already has existing good contacts to these countries.</b> | We would prefer <b>Côte d'Ivoire and Ghana only</b> but see the value in Cameroon as we have legacy there. <b>(Option 1)</b> Cargill does not have a direct presence in Nigeria and would not be that useful for us/we would not have much value to add. |



## Decision on additional country apart from Côte d'Ivoire and Ghana

**GLZ is present in both Nigeria and Cameroon with GLZ colleagues working in Cameroon and Nigeria on cocoa.**

### **1.) Cameroon:**

GLZ presence via the EU Sustainable Cocoa Initiative (implemented in Ghana, CIV and Cameroon). Further information:

[The Sustainable Cocoa Initiative - International Partnerships](#)

### **2.) Nigeria:**

GLZ presence via the EU VACE TARED Project: Further information: [Nigeria Partners EU, Germany on €18.3m Value Chain Project For Cocoa, Dairy, Others - AgroCentric | AgroCentric](#)

## Please provide feedback on the mapping of existing dialogue formats and their relevance for the topic of living income



### Industry

We suggest starting **with methodology-oriented formats** and proceed to the more political ones later.

**Most relevant ones: EU Cocoa Talk, CCC LI WG and World Cocoa Foundation.**

### BMZ:

Political dialogue formats of the German Government - **in the margins of** bilateral government negotiations

**+ World Cocoa Conference 2027**

### GISCO

Participation in the next **ICCO WG Markets and Prices** on 30<sup>th</sup> April:

This third session will bring together Working Group members to discuss Good Purchasing Practices (GPPs) in the cocoa sector, with insights from private sector speakers. It will also address good governance and conclude with a discussion on a **draft roadmap** to be submitted to the International Cocoa Council.

**Participation: BMLEH; GISCO Secreteriat, Hershey, ECA declined, VOICE Network**



## Please provide feedback on the internal barriers stopping GISCO members from implementing holistic Living Income Strategies and whether GISCO can address these barriers

1. Need for segregated LI Strategies / Smart Mix
2. Lack of Information/ Transparency
3. **Dependency on Customer Demand (Cargill)**
4. **Lack of collective effort (Ferrero, Cargill)**
5. **Harmonized Methodologies (Ferrero, Cargill)**
6. **Scalable Approaches (Cargill)**

| BMZ                                                                                                                                                                                                                                                                                                                                                                       | Civil Society                                                                                                                                                                                                                                                                                                    | Industry                                                                                                                                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                                                                                                                                                                                                                                                                                                                                                                           |                                                                                                                                                                                                                                                                                                                  | Ferrero                                                                                                                                             | Cargill                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| <p><b>Follow Up questions on 3 and 6</b></p> <p><b>On scalable approaches:</b> is it possible to find out for which measures this is the case to understand why scalability is an issue?</p> <p><b>On lack of customer demand:</b> while chocolate prices have been increased and cocoa prices have gone down already - let's focus on adjusting purchasing practices</p> | <p>According to Group D's assessment, there should be <b>no more barriers now</b>, as <b>Fairtrade's Grow Further Living Income concept</b>, implemented with Lidl, demonstrates that it is feasible. The instruments, tools, activities, and measures of Grow Further can provide a framework for guidance.</p> | <p>We believe the biggest lever GISCO could tackle is on the barriers "<b>lack of collective effort</b>" and "<b>harmonized methodologies</b>".</p> | <p>Barriers <b>are willingness/ability</b> to invest and then <b>clarity/confidence on what to invest in</b> (i.e. scalable approaches), which then indeed links to the Ferrero feedback on lack of <b>collective effort and harmonised methodologies</b>. For us also as a trader; <b>dependency on customers and limited demand</b>. Harmonised also doesn't just been within GISCO, it means ISCO level, this is essential.</p> <p><b>Answer to civil society:</b> we do not see transformative FT demand currently or in the near future and therefore do not believe that this should be the only solution that the TF recommends or indeed that will be of realistic interest to some members</p> |



Please make suggestions on how GISCO can promote implementation of living income strategies and procurement practices. Ideas for formats from the taskforce meeting will then be discussed with GISCO members in the General Assembly.

| BMZ                                                                                                                                                                                                                                                                                                                                                                                                                                       | Civil Society                                                   | Industry                                                                                                                                                                                                                                                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                                 | Ferrero                                                                                                                                                                                                                                                             | Cargill                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| <p><b>Smart mix inventory – collect different measures and cluster them</b> (similar to what was done within the monitoring) with short description, example and possibly advantages and disadvantages.</p> <p>Could the traders explain how they work and what they provide programmes for their clients to source responsibly in a <b>workshop/presentation?</b> (Big traders as well as small specialised ones should be invited)?</p> | <p><b>Grow Further Living Income Programme by Fairtrade</b></p> | <p><b>Traceability/knowning which farmers are in one’s supply chain</b> is of great importance to achieve stable improvements. Unfortunately, there is a 10% turnover in farmers every year. Better traceability and/or loyalty programmes could improve this”.</p> | <p>Whatever GISCO does, I feel to get it to resonate <b>it needs to be ISCO level harmonised ‘approved solutions’</b> and claims guidance. We as a trader <b>would/could not action GISCO guidance or recommendations differently from DISCO</b> for example, in terms of our customer offerings and solutions for a Dutch customer vs a Belgian vs a German.</p> <p>We need <b>harmonised guidance and recommendations</b> for it to resonate with customers and indeed internally for our sustainability and commercial colleagues.</p> |

# Which of these services / formats do you find useful to advance on living income?



## Accountability

GISCO Roadmaps  
/ DISCO  
Actionplans

Monitoring  
system

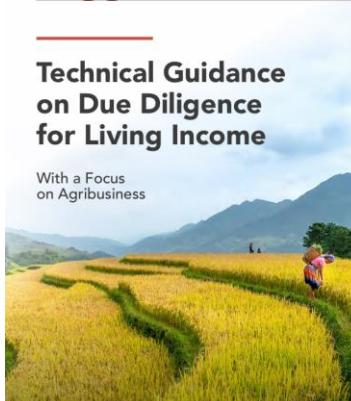
## Implementation/ Best practices

Projects

Member Group  
specific WG

Practical  
Guidance

### Suggestion:



-  *ISCO aligned*
-  *Partially ISCO aligned*
-  *GISCO/ ISCO specific*



# Technical Guidance on LI Due Diligence

|                                                                                                                   |    |
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| Executive Summary                                                                                                 | 6  |
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| Key definitions                                                                                                   | 15 |
| The risks and opportunities for business                                                                          | 15 |
| How to use this guidance                                                                                          | 16 |
| What is human rights due diligence?                                                                               | 18 |
| The structural and systemic determinants of the lack of living income                                             | 20 |
| 2. Human rights due diligence for living income                                                                   | 22 |
| A. Identify and assess                                                                                            | 23 |
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| Guidance point B2: Review purchasing practices, adopt approaches to sharing risk and establish criteria for price | 48 |
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| Guidance point B5: Lean into living income                                                                        | 68 |
| C. Track effectiveness                                                                                            | 71 |
| Guidance Point C1: Track performance and effectiveness through meaningful KPIs                                    | 72 |
| D. Communicate                                                                                                    | 80 |
| Guidance point D1: Communicate progress and learnings with stakeholders, including farmer organisations           | 81 |
| 3. Conclusion                                                                                                     | 85 |

- Contains recommendations for LI Strategies and Procurement
- Contains recommendation on supplier engagement
- Contains recommendations on collaborative approaches
- Contains recommendation on KPI development

**...but** sector alignment/ harmonised methodologies are not really covered

# Which of these services / formats do you find useful to advance on living income?



## Joint Learning

Members  
Information

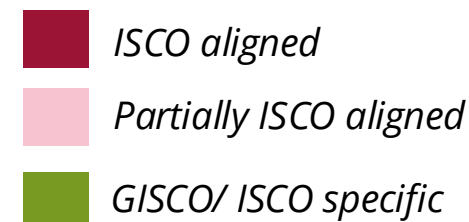
Reports/  
Studies

(G)ISCO  
Webinars

## Exchange and Collaboration

Dialogue  
Formats

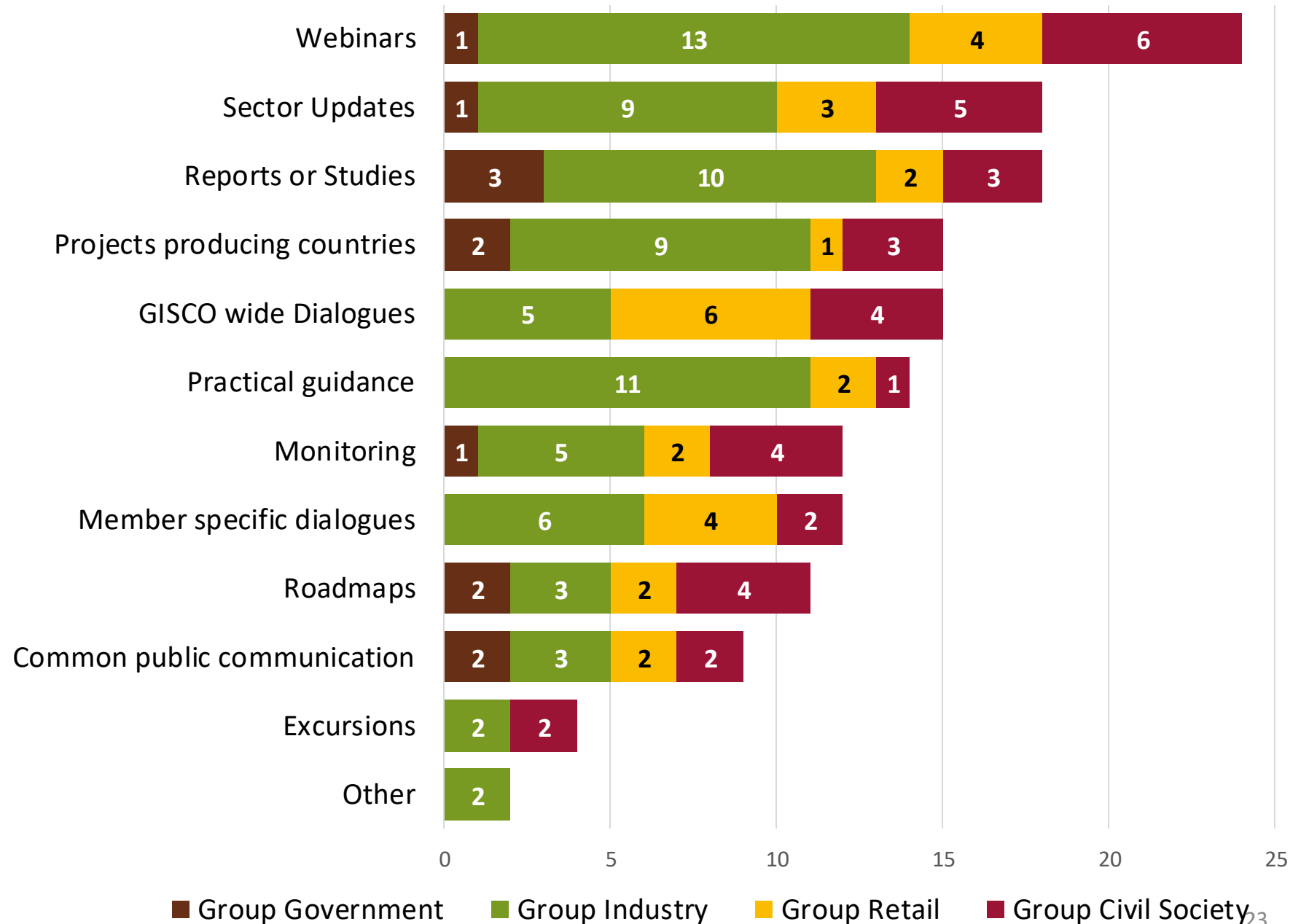
Events (in  
person)





## Services / Formats that support members to reach GISCO Goals

(max. 5)





# How can we affect change among GISCO members with our existing formats?



...



# How can we affect change among GISCO members with our new formats?

