

UNIFACTO COCOA LTD



The UNIFACTO Story

More value where cocoa grows.



PREMIUM COCOA BEANS. COCOA MASS. CHOCOLATE.

From Ikom, Nigeria, to Perugia, Italy.

Origin. People. Craft. Partnership.

An origin worth developing.

Our ambition is to connect the potential of Nigerian cocoa with the people, skills and commercial relationships that can help it earn recognition.

UNIFACTO begins in the cocoa-growing communities around Ikom, in Cross River State, Nigeria. Our work brings together farmer relationships, practical support and processing at origin, with a clear ambition to develop cocoa for premium markets.

The relationship begins before harvest. Seedlings, inputs, growing guidance and financial support help participating farmers engage with the programme. Pod procurement then connects that work to fermentation, drying and quality assessment.

We see these activities as parts of one business. The quality of the cocoa, the strength of the farmer relationship and the capability of the local team, all matter to the partner who eventually buys the beans.

Our Tree-to-Bar ambition connects this work with product development and production in Perugia, Italy. Cocoa mass, nibs and selected chocolates bring the origin closer to customers and create a practical link between the farmer, the maker and the market.



Quality. Partnership. Growth.

The principles that connect our work at origin with our international ambitions.

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From the farm to the buyer's brief.

From Ikom, we source cocoa across 13 communities, with collection-centre logistics connecting farmer support, pod procurement and post-harvest work.

01 Support the growing season

Seedlings, inputs, agronomic guidance and financial support form part of the relationship with participating farmers.

02 Coordinate harvest and collection

Collection teams organise pod deliveries at community collection centres, record procurement and coordinate transport to processing.

03 Manage fermentation by batch

Bag-in-heap and wooden-box fermentation offer two valid methods for developing flavour, supported by batch records and technical follow-up.

04 Dry, sort and protect the beans

Drying, sorting, handling and storage practices prepare the cocoa for assessment and protect the work invested in each batch.

05 Evaluate the proposed lot

Physical assessment and sensory feedback help establish suitability for the intended application.

06 Agree supply and logistics

Specifications, documentation, quantities, packaging and export arrangements are defined for the proposed transaction.



Cocoa pods on a fruiting tree.
Photo: Otuo-Akyampong Boakye.
CC BY-SA 4.0 (cropped).



Ilan Lugassy with local officials
at a cocoa farm in the Ikom
region, Nigeria.

Origin involvement gives us places to observe, learn and improve, from the farmer relationship through to the buyer's evaluation.

A relationship that starts before harvest.

Our support combines the resources needed to cultivate cocoa with practical guidance and an organised route into procurement.



Seedlings and essential inputs

Seedlings support farm renewal and future production. Agricultural inputs address cultivation needs, giving participating farmers practical support for the next crop as well as a relationship for the current one.

Growing and harvesting guidance

Advanced growing protocols become practical field guidance: cultivation, tree management, harvesting discipline and attention to cocoa quality. Field follow-up helps farmers raise problems early and apply what they learn.



Sara leads a discussion with producers during cocoa-seedling distribution.

Financial support

Support for participating farmers helps address seasonal farm needs under agreed arrangements. Clear terms and records are part of maintaining trust between the farmer and the company.

A continuing conversation

Farmer mobilisation, collection coordination and feedback keep the relationship active. Support, expectations and responsibilities are discussed with farmers as part of a continuing supply partnership.

Value in the payment. Value in the support.

Fair, competitive cocoa payments combine with practical services that free farmers to focus on cultivation, tree management and harvest.

UNIFACTO COCOA LTD
QUALITY. PARTNERSHIP. GROWTH.

Responsible Cocoa Begins with Fair Farmer Partnerships

From direct farmer engagement to premium processing, UNIFACTO is building a traceable and sustainable cocoa value chain for international markets.

PREMIUM PROCESSING

FARM INSPECTION

COMMUNITY ENGAGEMENT

DIRECT FARMER PARTNERSHIP

FAIR & TRANSPARENT PRICING

DIRECT FARMER ENGAGEMENT

PREMIUM PROCESSING

TRACEABILITY & SUSTAINABILITY

UNIFACTO COCOA LTD
QUALITY. PARTNERSHIP. GROWTH.

With fermentation and drying handled by UNIFACTO, farmers can concentrate on the essential work on the farm: cultivation, tree management and harvest.

Cocoa payments

We pay farmers on fair, competitive terms linked to local market conditions and the agreed supply arrangement. The aim is to recognise the care invested in growing and harvesting quality cocoa.

Collection and logistics

Community collection and coordinated transport connect farmers with processing. These arrangements reduce the effort required to organise onward movement of cocoa pods.

Post-harvest labour

UNIFACTO takes responsibility for fermentation and drying. Farmers are relieved of these processes and their labour demands, while centralised post-harvest work and larger batches support consistency.

Facilities and tools

Centralised post-harvest processing frees participating farmers from investing in expensive fermentation and drying facilities, tools and materials for cocoa supplied through this model.

Support across the season

Seedlings, inputs, guidance and financial support sit alongside procurement. Any incentives or additional support are defined by the relevant programme and its agreed terms.

Local people. Clear responsibilities.

Community employment is part of the operating model. The roles connect farmers, collection centres, field teams and management.



People and working relationships within the UNIFACTO programme.

Resident Procurement Officers

They are UNIFACTO's operational representatives at community level. They coordinate collection centres on cocoa pod deliveries and farmer mobilisation, connecting local activity with field operations and management.

Collection Center Secretary

The secretary coordinates centre activity, verifies farmer and delivery information, maintains stock and procurement documents, and reports cocoa pod inflow. Daily records and transaction review support traceability, accountability and prevention of procurement irregularities.

Employment that builds practical capability.

Processing, administration and logistics add further areas of work. As operations develop, transport, maintenance and other local services can also benefit from demand.

Opportunity to earn, learn and progress.

Meaningful participation includes paid work, practical knowledge, a voice in decisions and a path to greater responsibility.



Women contribute to cocoa handling and quality.



Women receiving cocoa seedlings.

Women in the cocoa economy

Our commitment is to expand women's access to paid work and responsibility in collection administration, procurement support, processing and quality. Fair recruitment, practical training and opportunities to supervise work are priorities.

Access for women farmers

Women farmers should have access to seedlings, inputs, financial support and growing guidance, understand payment terms and participate in decisions. Accessible information and a direct relationship with field teams help turn that commitment into opportunity.

Skills that can grow

Practical training connects daily tasks with knowledge of cocoa handling, records and quality. As the programme develops, these skills can create routes for younger people and existing team members to take on greater responsibility.

Our ambition is for experience gained today to open further opportunities tomorrow.

Fermentation shapes the flavour.

Flavour begins with genetics and harvest. Fermentation is a decisive stage in developing that potential, with two installed methods offering different flavour directions.

01 / BAG-IN-HEAP

Balance and cocoa character

Bag-in-heap fermentation produces a balanced flavour profile with moderate bitterness and astringency, highlighting cocoa, spicy and woody notes.



Ebere monitors cocoa in the wooden fermentation boxes.

02 / WOODEN BOXES

Complexity and brightness

Wooden-box fermentation allows more complex, bright profiles, with acidity and complementary attributes expressed at different intensities.



Atu carries out pH measurement as part of process monitoring.

Observe, adapt and record

Pulp pre-conditioning, the turning schedule and total fermentation duration are adjusted to actual conditions and the target flavour profile. Monitoring follows temperature and pH progression, smell and colour of the fermenting cocoa mass. Batch identity, dates and observations are recorded to maintain traceability through each process.

Connect the process with sensory feedback.

Physical and sensory evaluation inform how each batch developed, guiding further adjustments and review.

Protecting the work already invested.

Drying, sorting and storage continue the quality process. The condition of the beans needs attention through each handover.



The team turns and handles cocoa on protected drying beds.

Control the drying speed

Covered drying and direct sunlight provide complementary options. A slower initial stage allows acidity and moisture to move out of the bean's core. Faster drying then brings the beans to the target moisture content for stability during storage and transport.

Moisture and physical checks

Moisture measurement, sorting and inspection establish the condition of the beans against the lot specification agreed with the buyer.

Storage and preparation

Bagging, identification, suitable storage and checks before release protect dried cocoa. Records keep each lot connected to its processing history and quality review.

Consistency through centralised post-harvest work.

Shared facilities, larger batches and coordinated measurements, records and feedback help maintain consistency.

Let the cocoa speak through evaluation.

A premium proposition becomes meaningful when the buyer can assess the sample, understand the lot and give precise feedback.



Freshly cut cocoa beans from batch 139.

A shared language for quality

Our quality and flavour evaluation follows the Cacao of Excellence guidelines. A common method makes feedback comparable and useful.

Physical assessment

Moisture, bean size, appearance, cut-test findings, defects and foreign matter describe the physical quality of each proposed lot.

Sensory fit

Cocoa intensity, acidity, bitterness, astringency, complementary notes and off-flavours help establish a sample's suitability for its intended application.

Feedback with a purpose

Buyer feedback guides further sampling and priorities for fermentation, drying and product development.



Practical training and technical exchange.

Technical reference: Cacao of Excellence - Quality Evaluation & Protocols.

The records behind the relationship.

Our sustainability work connects community engagement, farm information, procurement records and batch documentation with the requirements of the proposed supply.



Sharing cultivation and harvest guidance with farmers.

Farm and collection records

Farmer identification, farm mapping, delivery details and stock records connect the source of cocoa with community procurement. Clear records and transaction review support integrity and accountable handovers.

Rainforest Alliance programme

Our work includes programme requirements, farm mapping and supporting management systems. Certification status, holder, validity and supply scope are confirmed through the relevant documents during buyer qualification.

Batch identity and quality

Processing and quality documentation follow the cocoa through fermentation, drying and assessment. These records connect the proposed lot with its sourcing and processing history for buyer review.

EUDR and destination needs

We work with buyers on geolocation, traceability and the information needed for due diligence. Certification and EUDR assessment are distinct; evidence must relate to the actual sourcing and supply arrangement.

Shared goals. Practical action.

Our community programme connects the cocoa business with relevant United Nations Sustainable Development Goals: livelihoods, farming, opportunity and decent work.



Marilyn leads awareness on child labour risks and responsible working practices.



Women lead community awareness on workers' rights and responsible working practices.

Fair cocoa payments, practical support and local employment belong to the same story. Women contribute as farmers, employees, trainers and community leaders.

Official SDG icons: United Nations. No United Nations endorsement is implied.



No Poverty

Fair cocoa payments, seasonal financial support and reduced post-harvest costs are intended to strengthen farmer livelihoods and the value of the supply relationship.



Zero Hunger

Seedlings, agricultural inputs and training support farm renewal and productivity. Our contribution focuses on sustainable agriculture and the capabilities of participating farmers.



Gender Equality

Nigerian women lead training and community engagement. We support women's access to farm resources, paid work, practical skills and greater responsibility.



Decent Work and Economic Growth

Child Labour Monitoring and Remediation System (CLMRS) activities address child and forced labour risks. Local employment, practical training and clear responsibilities support our commitment to decent work.

Responsible cocoa. Lasting partnerships.

Responsible production, land stewardship and collaboration guide how we develop the business and plan its next stage of growth.



Cocoa seedlings for farm renewal and future production.

Care that carries forward.

The focus is practical: manage cocoa carefully, renew the farming base and build relationships that support responsible development. Environmental priorities guide phased expansion.

Official SDG icons: United Nations.
No United Nations endorsement is implied.



Responsible Consumption and Production

Centralised fermentation and drying, careful handling and traceable lots support responsible cocoa production and help reduce avoidable quality losses.



Climate Action

Our development priorities include more resilient cultivation, farm renewal and careful use of inputs. Climate adaptation is a focus for agronomic planning and phased estate rehabilitation.



Life on Land

The development plan prioritises rehabilitation. Replanting and new planting follow technical assessment, environmental validation and approval, with land stewardship guiding each phase.



Partnerships for the Goals

Relationships with farmers, communities, technical specialists and commercial partners connect local knowledge with quality development, market access and long-term opportunity.

Community commitment, in practice.

From seedlings to awareness activities, our programme brings people, practical support and responsible working relationships into the cocoa story.



Community members and the UNIFACTO team raise awareness of child labour, forced labour and workers' rights.



Seedling distribution connects support with farmers.

Local relationships. Lasting value.

Seedling distribution gives farmers access to planting material, while field teams share guidance and maintain relationships beyond the point of sale. Women's participation in training, procurement and community engagement helps widen that connection. These everyday interactions give practical meaning to our commitment to people and responsible cocoa.

One origin. A broader expression.

From premium fermented beans to cocoa mass and selected chocolate formulations, the range connects our work at origin with a wider world of customers.



Cocoa beans: the starting point for evaluation.

Premium fermented beans

For specialty cocoa importers, bean-to-bar makers and processors seeking to evaluate a Nigerian origin. Discussion begins with flavour, physical quality, documentation and the intended use.

Roasted beans, nibs and mass

Roasted cocoa beans and nibs offer further ways to explore the origin. Our 100% cocoa mass, also known as cocoa liquor, provides a cocoa ingredient for chocolate makers and other professional applications.

Selected dark chocolates

The Perugia range includes 72% dark chocolate with coconut sugar and a classic formulation with white sugar and soy lecithin. Chocolate makers, distributors and brands can discuss recipes, formats and supply around a defined brief.

The useful question is where this cocoa can create value in your product and your market.

Nigerian origin. Italian craft.

Our activities in Perugia extend the cocoa story into product development and production, bringing origin knowledge closer to the finished product.



Product tasting and evaluation.



Chocolate samples in moulds.

A practical bridge to the market

Perugia adds a downstream dimension to UNIFACTO: cocoa mass, nibs and selected chocolate recipes that customers can evaluate in a useful format. It creates opportunities to discuss ingredient performance, flavour, presentation and commercial positioning together.



Chocolate processing and preparation.

A conversation that returns to origin

Product feedback can inform the next discussion on beans, fermentation and drying in Ikom. The purpose is a closer relationship between the people preparing cocoa at origin and those developing products for the customer.

The essence of the cocoa.

100% cocoa mass carries the cocoa into the next stage of creation: a concentrated ingredient for makers who want to shape their own recipe.



100% cocoa mass

Made from cocoa beans, cocoa mass contains cocoa solids and the cocoa's own butter. It gives chocolate makers a base for formulation and gives professional users a way to explore the origin in their own products. The mass range includes callet and mini-bar formats.

Nibs and professional applications

Roasted nibs provide cocoa texture for suitable chocolate, pastry and other food applications. Sample evaluation establishes flavour and fit; the intended recipe, format, packaging and handling requirements guide the supply discussion.

Cocoa with a finished expression.

Selected formulations give buyers a way to experience the origin as chocolate, and a starting point for a focused product conversation.



Made to be experienced.

The product story becomes tangible in the sample: flavour, texture and suitability for the customer's intended use.

72% dark chocolate with coconut sugar

Cocoa mass, coconut sugar and cocoa butter come together in a formulation created for customers seeking this distinctive recipe. The product is part of our Perugia development and production activities.

A classic 60% dark formulation

A further recipe combines cocoa with white sugar, soy lecithin and natural vanilla. It offers another formulation for customer evaluation alongside the coconut-sugar chocolate.

From sample to programme

Callets, mini-bars and selected bar presentations create routes for evaluation and product development. Final recipes, pack formats and supply terms are agreed for the customer and destination.

The people behind the vision.

Nigerian leadership, international execution and European representation connect the company's community roots with its wider ambitions.



Chief Christopher Agara

CHAIRMAN

An entrepreneur, lawyer and investor, Chief Christopher Agara brings more than three decades of experience across agriculture, enterprise and institutional development. His leadership provides strategic direction and deep relationships in Cross River State, supporting community engagement and long-term investment. His wider contribution to education and community opportunity informs UNIFACTO's commitment to farmer prosperity, employment, local processing and value retained in Nigeria.



Ilan Lugassy

MANAGING DIRECTOR / CEO

Ilan Lugassy leads UNIFACTO's strategy, operations and international development. His business and project-development experience spans Nigeria, Africa, Europe and Latin America. He connects work at origin with post-harvest systems, quality, traceability and buyer relationships, coordinating management, technical specialists and commercial partners. His focus is practical execution: strengthening farmer partnerships, developing products and building a sustainable business across the cocoa value chain.



Dr. Claudio Mascialino

INTERNATIONAL CORPORATE AMBASSADOR - EUROPE

An engineer and entrepreneur, Dr. Claudio Mascialino brings experience in automotive technologies, energy and industrial innovation. He holds a PhD from the University of Surrey, with research on solar-pond desalination and irrigation. As a co-founder and Board President of H2 Energy, he combines technical knowledge with product-development experience. His UNIFACTO role supports European relationships, international representation and the company's wider development ambitions.

Claudio profile: H2 Energy / University of Surrey. Portrait: Bluebasic Engineering.

6,000 hectares. Building the next chapter.

An agricultural development programme in Cross River State designed to connect cocoa-estate renewal, farmer participation and future supply growth.

6,000

HECTARES | APPROXIMATE SCOPE

Etung & Ikom

Phased programme within the Cross River State cocoa concession framework.



Field engagement within UNIFACTO's existing cocoa network.

The programme concerns State-owned cocoa estates under the Cross River State concession framework. AA Universal Agro Industries Ltd is the concessionaire and project sponsor; UNIFACTO COCOA LTD provides the operating and implementation platform.

Renewing the cocoa base

Rehabilitation of recoverable estates is the first development priority. Improved seedlings, pruning, crop care and agronomic follow-up create a route to restoring productive potential. Replanting or new development follows technical assessment and approval.

Growing community opportunity

Farmer and existing allottee participation is central to implementation. Planned expansion can create further work in nurseries, field operations, procurement, processing and local services, with opportunities for women and younger people to build skills and responsibility.

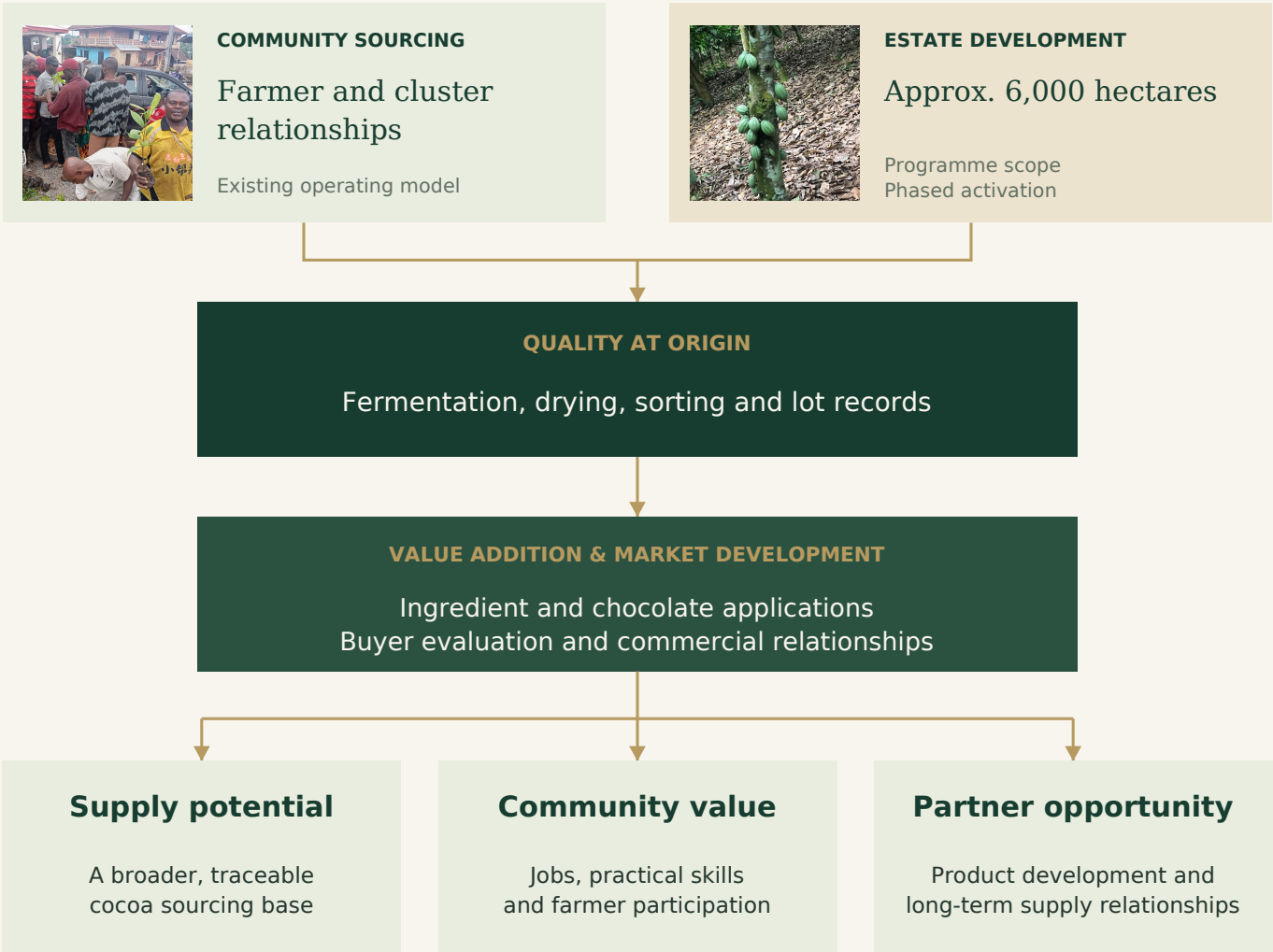
Phased development. Measurable progress.

Implementation is phased around land survey and handover, technical and environmental validation, community engagement, financing and approvals. People, equipment, quality systems and market relationships develop together as milestones are achieved.

Programme area describes development scope; productive acreage expands through phased activation.

From development to enduring value.

Two complementary sourcing routes feed a shared ambition: dependable cocoa quality, stronger supply relationships and more value created at origin.



Why early partnerships matter

Buyers and strategic partners can help shape the quality brief, sample evaluation and product applications as development progresses. The aim is a broader sourcing base linked to repeatable processing, customer requirements and long-term commercial programmes.

Available lots, volumes and delivery plans are confirmed for each agreed supply programme.

Sources: UNIFACTO Master Plan and 6,000-Hectare Cocoa Development Plan. Illustrative tree photo: p. 3.

Several ways to build together.

We welcome partners who can help connect cocoa quality at origin with a clear market opportunity.



Premium cocoa beans.



Cocoa mass and selected chocolates.

- 01 Strategic origin partnership**

Develop the positioning of UNIFACTO's Nigerian cocoa, align the quality brief and build relationships with the right customers.
- 02 Offtake and recurring supply**

Move from evaluation to an agreed supply programme, with specifications, volumes, pricing and delivery responsibilities defined together.
- 03 Specialty distribution**

Work with importers and distributors that can introduce the cocoa to suitable chocolate makers and provide useful market feedback.
- 04 Product co-development**

Explore cocoa mass, chocolate or other applications with partners who bring processing capability, formulation knowledge and access to customers.
- 05 Customised cocoa programmes**

Discuss flavour, processing and documentation priorities for a specific use. Technical trials and evaluation establish which adjustments are practical.

A shared commercial purpose gives the partnership a reason to last.

Working with UNIFACTO.

We welcome buyers and strategic partners who share an interest in distinctive cocoa, lasting relationships and opportunities to create value together.

01 / UNDERSTAND YOUR GOALS

Whether you are sourcing cocoa or exploring a strategic partnership, we begin with your products, markets and objectives. Together, we identify the quality, supply or development priorities that matter to your business.

02 / EXPLORE THE PRODUCT

Where relevant, we agree on suitable samples, product information and an evaluation approach. Your team can assess the cocoa, formulation or application against the requirements that matter to you.

03 / SHAPE THE OPPORTUNITY

Together, we review feedback and identify the right opportunity: recurring supply, specialty distribution, product co-development or a wider strategic relationship. We agree the priorities and next steps that can move it forward.

04 / AGREE THE PROGRAMME

We develop the commercial framework together, including specifications, quantities, pricing, payment, logistics and each party's responsibilities. A suitable trial or phased programme provides a practical basis for building the relationship.



Community engagement at origin.

A clear basis for discussion

- Origin and product information
- Technical specifications and assessment
- Relevant traceability documents
- Supply, logistics and partnership priorities

More value where cocoa grows.

A distinctive origin becomes a lasting proposition through the people who grow it, the care given to it and the partners willing to develop it.



Processing at origin.

Let's explore the fit.

Tell us about the cocoa you need and the market you serve. We would welcome a discussion about quality, sample evaluation and a suitable long-term partnership.

Ilan Lugassy

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