

BUSINESS IN A SNAPSHOT



Introduction

Federice Estates EST. 2020 Ltd commenced in 2018 as an agribusiness, specialising in cocoa supply chain and products for the world market. Currently, it operates in East Sepik Province with plans to eventually expand into West Sepik Province by 2025. Its focus is small-holder cocoa producers and increasing annual cocoa dry bean production to 100,000 metric tons in the Greater Sepik Region (GSR) by 2030.

By 2025, it will own and operate a semi-automated production line in Wewak, producing; cocoa powder, cocoa butter, cocoa nibs and cocoa husks. It will also produce high-end chocolates. The factory production capacity is 20kg/hr, with monthly (25-day) output of about 33.6 metric tons (mt) after allowing for wastage (moisture and husks). Yearly production output is about 403mt. The factory's scale-up of production capacity is expected in 2030 in line with its overall aim to boost annual production.

The objective of the factory is, establishing a readily available market for rural and dispersed small-holder cocoa farmers in the GSR. To enable this, Federice Estates EST. 2020 Ltd operates a dedicated Field Services team headed by one of the Directors. The Field Services work directly with Partner Farmers of Federice Estates EST. 2020 Ltd whose dry cocoa beans are purchased by the factory and their production is being targeted to increase.

The full involvement of the business in the PNG cocoa supply chain from cocoa farming and production to manufacturing and shipment to overseas markets.



4a. post-harvest and quality management



3. Farm and crop management



2. Nursery hubs to cocoa farms



1. Farmer Cooperative Societies



4b. post-harvest and quality management



5. Transportation to a buying point



6. Buying point – quality control and management



9. An overseas buyer – manufacturer of consumer products



8. Semi-finished products for overseas buyers



7. 300kg/hr cocoa processing line for dry cocoa beans

A still life composition featuring cocoa beans in a burlap sack, cocoa powder, and cocoa butter on a wooden surface. The background is a soft, out-of-focus light grey.

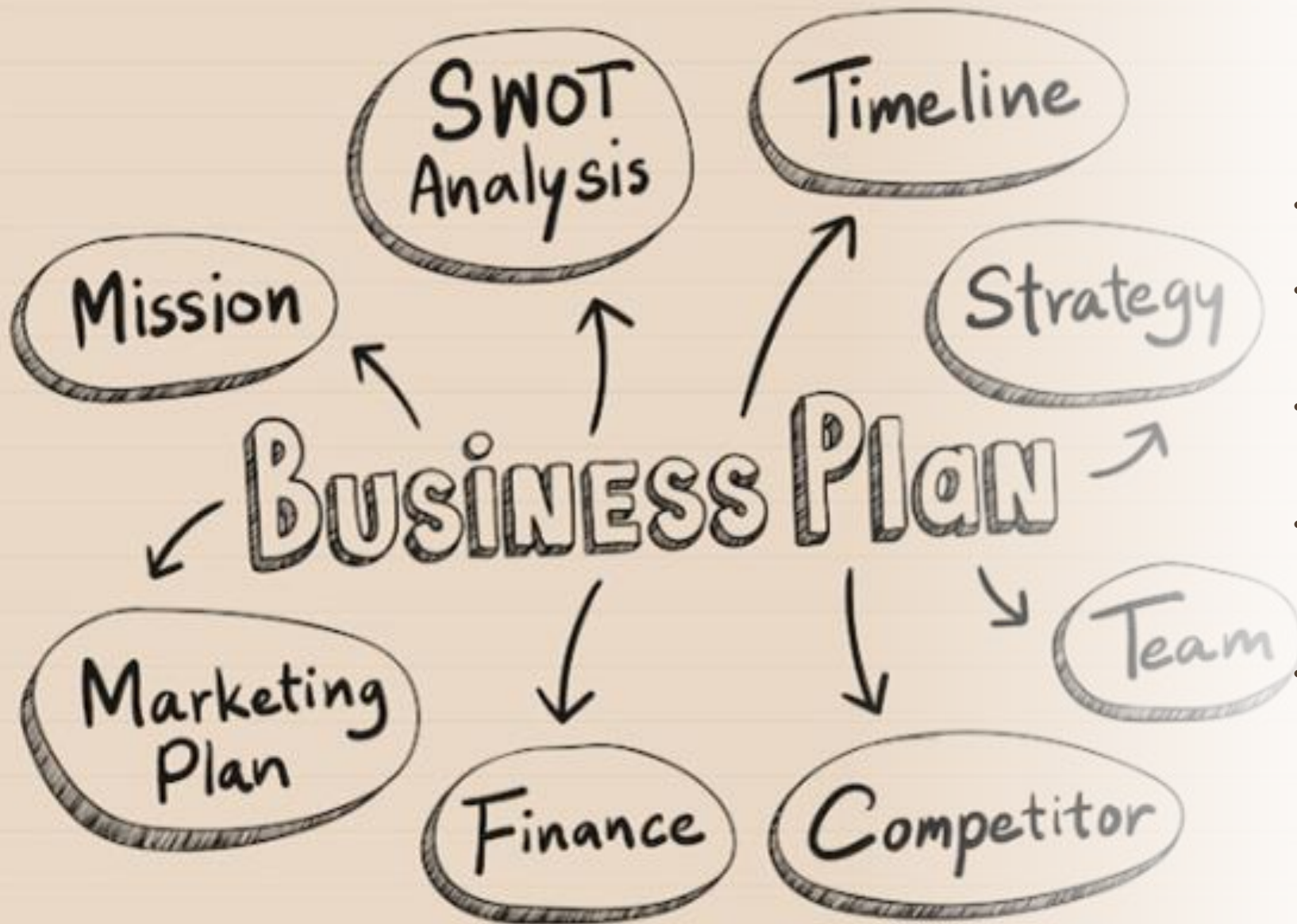
Products & Services

- Products from the factory in Wewak are in two categories.
- First, are ingredients for overseas manufacturers of confectionery products, cosmetics, food and beverages and pharmaceutical industries. The ingredients are; cocoa powder, cocoa butter, cocoa nibs and cocoa husks.
- Second are high-end chocolates.
- To ensure consistency of quality and supply of raw commodity to the factory, the Field Services is building partnerships to collaborate with Partner Farmers in the GSR.
- The Field Services is arranging Partner Farmers into Cooperative Societies, providing relevant training in managing the Cooperative Societies. Besides that, Field Services will also address crop cultivation, pests and diseases, yield, soil and fertility management as well as environmental sustainability.
- An electronic database is being developed and will be ready for roll-out in 2025. A pilot database for Angoram district is in place with 600 farmers. The database will be roll out to the GSR and updated constantly for traceability requirements



Products and Target Markets

- Our products are ingredients for the manufacturing of end-user products or consumer products in four markets:
 - 1) Confectionery – cocoa is used as a base and flavor enhancer by manufacturers of chocolates, candies, baking, sweet products, etc.
 - 2) Pharmaceuticals – cocoa butter is used as a lubricant for many applications in the pharmaceutical industry
 - 3) Cosmetics and body care – cocoa is one of the most popular cosmetic ingredients for beauty and skin care products
 - 4) Foods and beverages – cocoa is used as a flavor enhancer and emulsifier



Seeding 'Ideas Into Life'

- Federice Estates EST. 2020 Ltd has a detailed Business Plan.
- Together with the Business Plan, it has a 5-year (2025 to 2030) financial model and cash flow analysis to back business investment decisions.
- Federice Estates EST. 2020 Ltd must collaborate effectively with more than 10 partners who are backing the business to grow.
- Keep a sharp focus on the Partner Farmers and their Cooperative Societies. This partnership and collaboration will be through Field Services of Federice Estates EST. 2020 Ltd.
- The Field Services team needs more manpower in 2025 and moving forward to 2030.



Our Strengths

- Our dedication to cocoa production and processing is unmatched in PNG. We have in-depth local knowledge of our region – the GSR (East & West Sepik Provinces).
- We are a highly dedicated team backed by a visionary Co-founder and Director, Field Services, who is a local and has been associated with cocoa for more than 40 years since 1982
- We are specialists and our business assets and resources are sharply focused in ensuring growth
- Our business is built on business systems, such as cloud-based technologies and applications
- We have developed a database that hold farmer information and data including social indicators
- We have a business plan to guide decision-making and investments
- We have more than 10 national and international partners backing our business and supporting our focus in cocoa production and processing in the GSR.



Our Partners

- Partner Farmers and their Cooperative Societies in the GSR
- United Nations Food & Agriculture Organisation (FAO), EU-STREIT Program,
- BNG Trading Company Limited,
- Pacific Trade Link,
- PNG Investment Promotion Authority,
- PNG Cocoa Board
- East Sepik Chamber of Commerce & Industry
- Australian Customs Professionals, QLD, Australia
- Bank South Pacific (BSP)
- Credit Bank
- SmartBiz Pacific
- Plantinium Accounting
- Masalai Communications
- The Sheds, Brendale, QLD, Australia
- Wattle Run, QLD, Australia

Why Partner With Us?

Cocoa has been the mainstay of the life of Emmanuel Federice since 1982 while growing up in a family-run small-holder cocoa farm in Angoram district, East Sepik Province. He is the driving force for Federice Estates EST. 2020 Ltd.

He has invested in his own cocoa plantation and bud wood garden since 2019

He has an innovative model to value-add to the cocoa supply chain in PNG
EU-funded STREIT Program's Innovation Fund has provided approximately USD1.5 million of grant funding to procure machines and equipment for a cocoa products and chocolate factory in Wewak.

Contact Coordinates

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