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Cargill calls for value chain collaboration to unlock Indonesia's cocoa growth potential

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Company highlights farmer productivity, responsible sourcing, local processing and innovation as strategic priorities while reinforcing long-term commitment to Indonesia's cocoa sector

At the 9th Indonesia International Cocoa Conference (IICC), Cargill highlighted productivity, responsible sourcing, and innovation as important priorities for strengthening Indonesiaâ??s cocoa sector and connecting it with evolving market needs across Asia Pacific and beyond.

Held from 22â??24 July 2026 in Yogyakarta, IICC brings together stakeholders from across Indonesiaâ??s cocoa value chain to discuss the opportunities and challenges facing the sector. Through a keynote address, panel discussion, and exhibition, Cargill emphasized that sustained collaboration among farmers, government and industry players will be important to supporting the sectorâ??s long-term development.

Consumer preferences in Asia show promising opportunities for the development of chocolate and cocoa products. Cargillâ??s latest APAC IngredienTracker points that Asian consumers show strong familiarity with chocolate and cocoa ingredients across confectionery, desserts, bakery, and dairy. In Indonesia, 76 per cent of consumers prefer to buy locally grown food all or most of the time and 91 per cent prefer food and beverages produced in a socially and environmentally responsible manner. Together, these trends support closer links between local cocoa production, processing, a focus on responsible sourcing, and product innovation tailored to Indonesian and wider Asian preferences.

Speaking at IICC 2026,Â Kashan Rashid, Vice President & Managing Director, Cargill Food Southeast Asia, Australia and New Zealand, said, â??Indonesia has a powerful cocoa story and an even stronger opportunity ahead. For Cargill, the country is central to our cocoa growth strategy in Asia Pacific. We remain focused on supporting Indonesiaâ??s next chapter through farmer partnerships, investment in more responsible sourcing, local processing and customer-led innovation.â?

As an important cocoa origin located close to growing Asian consumer markets, Indonesia is well positioned to connect local supply with responsible sourcing insights and practices, processing and innovation for regional and global customers. To translate this potential into sustained growth, the Indonesian cocoa sector needs to align around a focused set of priorities: improve farm productivity, expand reliable farm-level traceability and responsible sourcing practices, increase local value creation through processing and innovation, and maintain access to key export markets.

Reiterating Cargillâ??s support for Indonesian cocoa farmers

Indonesian cocoa farmers are central to building a more resilient and responsible cocoa supply chain from farm to market. Through the Cargill Cocoa Promise, Cargill works with farmers, customers, and local partners to support Indonesian farmer capability and community wellbeing. In 2026,Â more than 7,800 participating farmers in the Rainforest Alliance certification program received approximately Rp38.8 billion in premium payments. Over the past five years, Cargill has also supported the establishment of eight community nurseries, provided 96,000 cocoa seedlings, distributed 44,000 shade trees, and supported 52 Village Savings and Loan Association groups. Across the programâ??s covered supply base, Cargill also applies first-mile traceability, farm mapping, and deforestation-risk assessments, alongside farmer training and coaching on good agricultural practices.
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â??The future of Indonesiaâ??s cocoa industry will be shaped by collaboration across the value chain to support farmers, strengthen responsible sourcing practices and connect Indonesian cocoa with regional and global markets,â??
Â KashanÂ added.

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