Quarterly Newsletter – Q3 2026

Better Yield, Better Life for Small-Scale Farmers!



Welcome to the Q3 2026 edition of the Springboard Nigeria Newsletter.

Q3 was a quarter of growth, partnership and preparation as we entered the 2026/2027 cocoa season. From preparing to aggregate more than 1,000 tonnes of cocoa and distributing improved cocoa seedlings to farmers, to expanding value addition, engaging young people through AgroReach and strengthening strategic partnerships, the quarter reflected our continued commitment to one goal: helping small-scale farmers build more prosperous and resilient livelihoods.

As the new cocoa season begins, we are also navigating a changing market, with cocoa prices easing from the exceptional highs of recent seasons. Our response remains clear: better quality, stronger market access, greater value addition and deeper investment in our farmers.

Here is what shaped our quarter: **Growing. Connecting. Creating Value.**

Q3 IMPACT SNAPSHOT

✓ **2026/2027 Cocoa Season:** Targeting the aggregation of more than **1,000 tonnes** of high-quality, exportable cocoa from our farmer network.

✓ **2026 Cocoa Planting Season:** More than **300,000 improved hybrid cocoa seedlings** distributed to farmers to replace ageing trees and establish new farms.

✓ **Creating More Value Beyond The Farm:** Our new products **Milk and Dark Chocolate Dipped Plantain Chips** advanced our value addition efforts, creating new markets for agricultural produce and more opportunities to retain value within Nigeria.

✓ **AgroReach E-Learning LaunchPad:** More than **250 students** engaged at Federal Polytechnic, Ado-Ekiti, and Ajayi Polytechnic, Ikere-Ekiti, expanding access to agribusiness learning opportunities.

✓ **Farmer Identification: farmer ID cards distributed**, strengthening identification, engagement and traceability across our farmer network.

✓ **Farmer Stakeholder Engagement:** Lead Farmers from across Springboard Farmers Cooperative gathered at Springboard headquarters in preparation for the 2026/2027 cocoa season.

✓ **Global Exhibition:** Springboard Nigeria participated in the **Africa Food Systems Forum 2026 in Kigali, Rwanda**, showcasing our farmer-centred agribusiness model and engaging with investors, partners and other stakeholders.

✓ **Partnership & Field Engagement:** An on-ground visit by **elea** provided firsthand insight into Springboard's farmer activities and strengthened opportunities for continued collaboration.

✓ **Global Knowledge Exchange:** Springboard team members participated in the **LIF Lab Conference in Kenya**, connecting with organisations and stakeholders working across sustainable livelihoods and agricultural development.

2026/2027 COCOA SEASON: NEW SEASON, NEW MARKET REALITIES



The 2026/2027 cocoa season is underway as farmers prepare for another cycle of production amid changing global market conditions. With cocoa prices moderating from the exceptional highs of previous seasons, market stability remains important for farmer incomes and continued investment in cocoa production. At Springboard, we are targeting the aggregation of more than **1,000 tonnes of high-quality, exportable cocoa beans** from our farmer network while strengthening quality, traceability and market access.

With our Central Fermentation Unit moving into full operation, we also aim to improve cocoa quality and consistency while increasing our capacity for value addition and creating more value from the cocoa produced by our farmers. As the season unfolds, we remain committed to working with our farmers and partners to navigate changing market realities and build a more resilient cocoa value chain that creates greater and more sustainable value for farmers.







"As we enter the 2026/2027 cocoa season, our focus is on maintaining the highest quality standards across every stage of the cocoa journey. With our target of aggregating over 1,000 tonnes of exportable cocoa and the Central Fermentation Unit moving into full operation, we have an opportunity to improve consistency, strengthen quality control, and produce cocoa that meets the standards of premium markets. Most importantly, this means supporting our farmers to produce

quality cocoa that creates greater market value." **— Ismail Zakariya,** Quality Control Officer, Springboard Nigeria

FARMERS AND MANAGEMENT PREPARE FOR THE NEW COCOA SEASON



During the quarter, Lead Farmers from across Springboard Farmers Cooperative met with the Springboard management team to prepare for the 2026/2027 cocoa season. The meeting provided an opportunity to review the previous season, discuss challenges and agree on areas for improvement. One of the key issues raised was Springboard's inability to purchase all the cocoa produced by cooperative members during the previous season. Farmers and management discussed how to improve cocoa aggregation, communication, quality and market access in the new season. The meeting also allowed Lead Farmers to share the concerns and expectations of farmers from their different communities.

"Meetings like this give us the opportunity to discuss what worked, what did not work, and how we can improve in the new season. As farmers, we want to work closely with Springboard to ensure that more of our cocoa can be purchased and sold to good markets." — **Elder Adeyanju Emmanuel,** Springboard Farmer, Itele Cluster







2026 PLANTING SEASON: NEW SEEDLINGS, NEW GROUNDS

The 2026 planting season marked another important step in our efforts to strengthen cocoa production and support farmers in renewing and expanding their farms. During the quarter, more than **300,000 improved hybrid cocoa seedlings** were distributed to farmers. The seedlings are supporting the replacement of ageing and unproductive cocoa trees. Beyond increasing farm productivity, the initiative represents an investment in the long-term sustainability of our farmers and the future of the cocoa value chain.

"The new hybrid seedlings give our farmers an opportunity to replace old trees with improved planting materials. We are not only supporting production today, but also investing in the future productivity of these farms." **— Seye Ajayi,** Head of Farmers' Cooperative



CREATING MORE VALUE BEYOND THE FARM



For Springboard, value addition is not simply about creating new products. It is about creating stronger markets for what our farmers grow and retaining more of the value generated from agriculture within Nigeria. Our value-addition efforts continued during the quarter with Plantain Chips, TIWA Chocolate, Cricket Bread, and the development of our new **Milk and Dark Chocolate Dipped Plantain Chips**. These products reflect our commitment to buying, selling and adding value to agricultural produce while creating new market opportunities and strengthening the connection between agricultural production, processing and consumers.

As we continue to expand value addition, our goal is to create more demand for crops produced by our farmers while building commercially sustainable products that can reach both Nigerian and international consumers.

"Value addition allows us to look beyond the raw commodity and ask how we can create products that meet consumer needs while generating greater value within the agricultural value chain. With products like our new Milk and Dark Chocolate Dipped Plantain Chips, we are creating additional markets for crops produced by our farmers, helping to increase demand and create more opportunities for farmers to benefit from the value created beyond the farm." **— Oluwafemi Daniel,** Chocolatier, TIWA Chocolate







STRENGTHENING PARTNERSHIPS THROUGH FIELD ENGAGEMENT



Our partnership with **elea** received further momentum during the quarter through an on-ground partner visit and field engagement. The visit provided an opportunity to demonstrate our work directly within the communities and farms where our interventions are taking place. Through field visits to communities including **Isarun, Onipanu and Imafon**, the elea team gained firsthand insight into our farmer engagement, operations and the realities of agricultural production, creating room for deeper understanding and continued collaboration.

"We value our partnership with Springboard greatly because we share the same passion for impact and eagerness to create meaningful results. Visiting local farming communities, I was particularly impressed by how holistically Springboard works and how deeply its approach is rooted in the local context. Hearing the team and farmers sing "better yields, better life" together left a lasting personal impression on me." **— Arian Schul,** elea Foundation





SPRINGBOARD TAKES NIGERIAN COCOA AND CHOCOLATE TO KIGALI

Springboard participated in the Africa Food Systems Forum 2026, held in Kigali, Rwanda, from 31 August to 4 September 2026. At our exhibition stand, we showcased a range of Springboard cocoa and chocolate products, giving participants from across Africa and beyond an opportunity to experience products made from cocoa grown by our farmers in Nigeria.

The response was exciting. Our products sold out within the first two days of the exhibition, and the feedback from customers and visitors was very encouraging. Participants particularly appreciated the opportunity to experience Nigerian cocoa not only as a raw commodity, but as locally processed, finished products. The Forum also gave us an opportunity to connect with potential customers, investors, development partners and other agrifood businesses. For us, the experience in Kigali reinforced something we strongly believe: there is a growing market for quality cocoa and chocolate products made in Africa, and Nigeria has an important role to play in *that opportunity.*





"Seeing our chocolate and cocoa products sell out within two days was exciting for us. More importantly, the feedback showed that people are interested in quality products made from cocoa grown and processed in Nigeria. It encourages us to continue investing in value addition and creating more value from what our farmers produce." **— Helen Lawrence-Afere,** Co-Founder & COO, Springboard Nigeria

AGROREACH E-LEARNING LAUNCHPAD ENGAGES 250+ STUDENTS

The AgroReach E-Learning LaunchPad continued its expansion during Q3, reaching students at **Federal Polytechnic, Ado-Ekiti, and Ajayi Polytechnic, Ikere-Ekiti**. More than **250 students** participated in the initiative, gaining exposure to digital learning opportunities designed to help them explore agribusiness and develop relevant skills.



The growing participation reinforces the interest of young people in agriculture and the importance of making accessible learning opportunities available to them.

"The AgroReach session opened my eyes to opportunities in agriculture that I had not considered before. I now understand that agribusiness goes beyond farming and that there are different areas where young people can build careers and businesses." **— Ogidan Ruth Aduragbemi,** Ajayi Polytechnic, Ikere-Ekiti State









FARMER ID CARDS: STRENGTHENING IDENTIFICATION AND TRACEABILITY



During the quarter, **over 60 farmer identification cards were distributed** to members of our farmer cooperative as part of our continued efforts to strengthen farmer engagement and traceability. The initiative provides farmers with formal identification within our system and supports more efficient record management, communication, service delivery and access to opportunities across the value chain. As traceability becomes increasingly important in global cocoa markets, strengthening farmer identification and farm-level data will also support Springboard's efforts to build a more transparent and responsible cocoa supply chain.

“Having an identification card makes me feel more connected to the organisation and gives me a sense of belonging as a Springboard farmer. It also makes it easier to identify me and keep track of the support I receive.”**— Iyabo Adeyemi,** Springboard Farmer, Isarun Cluster





SPRINGBOARD AT THE LIF LAB CONFERENCE IN KENYA



Our commitment to learning and knowledge exchange extended beyond Nigeria during Q3, as members of the Springboard team participated in the **Livelihood Impact Fund (LIF) Lab Conference in Kenya**. Timothy Gbaiyegun, Seyi Jonathan and Seye Ajayi, alongside our CEO, Lawrence Afere, represented Springboard at different sessions of the conference, engaging with organisations and stakeholders working across livelihoods, agriculture and sustainable development. Their participation provided an opportunity to exchange experiences, learn from approaches being implemented in other contexts and bring new perspectives back to our work with farmers and rural communities in Nigeria.

"Participating in the LIF Lab Conference provided an opportunity to learn from organisations working across different contexts while also sharing some of the experiences from our work with farmers and communities in Nigeria." — **Timothy Gbaiyegun,** Monitoring and Evaluation, Springboard Nigeria





LOOKING AHEAD

As we move into Q4 and deeper into the 2026/2027 cocoa season, our priorities are clear: aggregate more quality cocoa from our farmer network, strengthen traceability and quality systems, expand market opportunities, deepen value addition and continue investing in the farmers at the heart of Springboard. Q3 has shown us once again what is possible when farmers, our team, customers, investors and development partners work towards a shared vision. We are grateful to everyone who continues to walk this journey with us.

Together, we are building a future where farming creates prosperity—and where more of the value created from what our farmers grow remains with farmers, their communities and Nigeria.

Thank You

None of this would be possible without your continued support.

Together, we are proving that when small-scale farmers thrive, entire communities rise. Let's keep building a future where agriculture works for everyone.

Kindly click here to visit our YouTube channel to learn more about the Springboard's journey.

With gratitude,

Helen Lawrence-Afere
Co-Founder & COO
Springboard Nigeria

Better Yield, Better Life

DID YOU MISS OUR PREVIOUS NEWSLETTER? READ HERE!



Second Quarterly Newsletter, 2026

From empowering young agripreneurs through digital learning and strengthening farmer cooperatives, to advancing climate-smart agriculture and celebrating collective achievements at...

https://springboardnig.com/2026/07/26/second-quarterly-newsletter-2026/



Springboard First Quarter Newsletter, 2026

At Springboard, we believe that lasting impact must extend beyond favourable market conditions. It means building systems that support farmers...

https://springboardnig.com/2026/04/22/springboard-first-quarter-newsletter-2026/



Springboard Fourth Quarter Newsletter 2025

Our shared focus remains clear: rural wealth creation, value addition, and sustainability. As we approach 2026, our strategy will continue...

Springboard

https://springboardnig.com/2026/01/23/springboard-fourth-quarter-newsletter-2025/

News Letter, News Updates



Springboard Third Quarter Newsletter, 2025

Greetings from the Springboard Team, We're excited to share with you the progress and developments across our departments over the...

https://springboardnig.com/2025/10/15/springboard-third-quarter-newsletter-2025/

Farmers, News Letter, News Updates

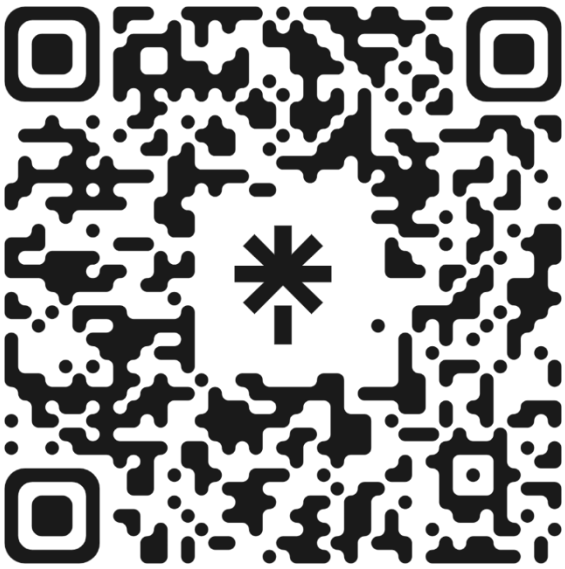


Springboard Second Quarter Newsletter, 2025

We welcome you to the second edition of our 2025 newsletter! Hope your spirit is enlightened as you read this...

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