

# BUILDING RESILIENCE IN THE COCOA SUPPLY CHAINS AND GOVERNING RISKS

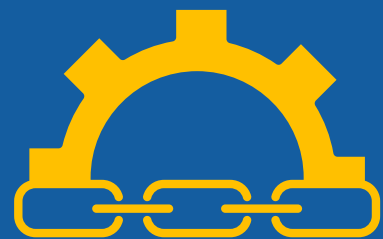
**9 - 10 SEPTEMBER 2025**

2-DAY WORKSHOP & JOHOR PORT TOUR

Workshop conducted in Johor Bahru, Malaysia by  
an experienced practitioner and MACIN Services

## Suitable for

- Cocoa Traders & Exporters
- Procurement Teams
- Quality Assurance & Compliance
- Logistics/Supply Chain Managers
- Associations/Consultants



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# Building Resilience in the Cocoa Supply Chains and Governing Risks

## Objective of the Class

This two-day workshop is designed to equip cocoa industry professionals with a deep understanding of the end-to-end cocoa supply chain, focusing on risk identification, mitigation strategies, and resilience-building measures. Participants will gain insights into international trade obligations, transfer of risks, quality management, regulatory requirements and effective claims management processes, with contextual grounding in the Hague-Visby Rules.

**Small Class of up to 15pax.**

## Who should attend?

**New entrants or PLCs in charge of Supply Chain**

### Cocoa Traders & Exporters

- Individuals and companies involved in buying and selling cocoa beans.
- Staff responsible for negotiating contracts, managing logistics, and mitigating supply chain risks.
- Parties who need to understand and apply the correct Incoterms to minimize contractual ambiguities and optimize shipping and insurance arrangements for international trade

### Procurement Teams

- Teams overseeing supplier relationships, contract negotiation, sustainable procurement, and managing sourcing compliance in line with evolving regulations and traceability expectations

### Quality Assurance & Compliance

- Staff tasked with ensuring product quality through accurate sampling, traceability, and adherence to FCC (Federation of Cocoa Commerce) and international standards

### Logistics/Supply Chain Managers

- Middle managers & Operations teams overseeing the physical movement, security, and storage of cocoa goods, especially those managing multimodal global transportation and port logistics

### Associations/Consultants

- Stay current and offer guidance on best supply chain practices



# Building Resilience in the Cocoa Supply Chains and Governing Risks

## KEY TAKEAWAYS FOR PARTICIPANTS

- By the end of the program, participants will be able to:
- Understand the general obligations of sellers and buyers in cocoa trade contracts.
- Apply “transfer of risks” principles to safeguard commercial interests.
- Implement robust insurance claims management processes specific to cocoa trading.
- Recognize and apply best practices in warehousing, cargo handling, fumigation, and inspection.
- Assess and mitigate risks in pre-shipment, container stuffing/unstuffing, and storage.
- Strengthen operational resilience and compliance

## Highlight – Port Visit & Immersive Session

- A key feature of this program is Day 2’s field immersion, where participants will go beyond the classroom to experience the operational realities of the cocoa supply chain.
- Guided Port Tour: Witness live port operations
- Back in classroom session with the FCC Superintendent

## PROGRAMME FEES

### 2 Day Programme - SGD1140 per person

- \*Includes 2 night accommodation - with breakfast
  - Check-in 8 Sep, Check-out 10 Sep
- \*2-way transfer from Singapore to Johor by licensed minibus
- Course materials
- Lunch on 9 & 10 September
- Dinner on 9 September

### No accommodation required - SGD990 per person

- Same as above but excludes hotel stay

\*Indicate during registration. (Note no further discount even if you are not taking the bus)

**We will require a minimum of 10 pax to run the class.**  
**Curriculum subject to changes**

# Building Resilience in the Cocoa Supply Chains and Governing Risks

**Day 01 : Classroom Sessions**

## Logistics & Supply Chain Risk Management



Vishwadeep Mishra

**9 September, 2025**

- **Components of a Standard Contract - Terms and Clauses**
  - Designing governing clauses and terms for robust contract management processes (Quality terms, Payment Terms, Fumigation Terms, Packing Terms, Insurance Terms and Arbitration Terms)
- **Applying the right INCOTERMS 2020**
  - Detailed understanding of seller/buyer obligations, risk transfer, carriage/freight costs, insurance, proof of delivery, import/export clearance, packaging/marketing, cost responsibilities, and notices.
- **Value Recovery through efficient Cocoa Insurance Claims**
  - Insights into Institute Cargo Clauses (A,B,C), claims management processes, notice of claims and claim calculation timelines.
- **The Hague Visby Rules – Introduction and Relevance**
  - Gaining a preliminary understanding of the Hague Visby rules, their applicability on Bill of Ladings, contract of carriage, carrier's responsibilities and shipper's responsibilities.
- **Exploring reduction of MOSH/MOAH contamination levels in Cocoa Supply chains**

# Building Resilience in the Cocoa Supply Chains and Governing Risks

**Day 02 – Guided Port Tour and Hands-On Live Experience**

## Best practices on Warehousing and Quality Management



Nicolas De Bleser

**10 September, 2025**

- **Pre-shipment, risk mitigation and regulations in APAC**
  - Understanding proper storage and protection measures for cocoa and documentations required for voyage
- **Best unstuffing practices**
  - Understanding various procedures to ensure cargo quality and compliance to regulations
- **Best storage practices and warehouse monitoring**
  - Key guidelines to maintain cargo quality through secure, clean and well-monitored warehousing practices
- **FCC analysis, disputes and risks managed by an FCC superintendent**
  - Critical quality assessment and risk mitigation processes managed by FCC superintendents from pre-shipment to dispute resolution
  - [LIVE SESSION] Participants will engage in a live session of performing the Cut Test under the supervision of the course lead

# Building Resilience in the Cocoa Supply Chains and Governing Risks

## Your Workshop leaders



**Vishwadeep  
Mishra**

Agri-Commodities |  
Procurement & Supply Chain  
| Commercial Management

9 Years of experience in  
Trading, origination to global  
procurement operations and  
multi-geography supply chain  
management in over 6  
countries and 7 different  
commodities.

Vishwadeep is certified from  
ICC Paris – in the application  
of Incoterms 2020 rules with  
extensive experience in  
international trade and global  
supply chain management



**Nicolas de  
Bleser**

Founder of MACIN (Marine &  
Cargo Inspection Services  
partner of GIM Services |  
Appointed FCC Superintendent

Founded MACIN (Marine &  
Cargo Inspection Services)  
partner of GIM Services in  
2016. Within two years,  
MACIN became the leading  
provider of cocoa bean  
inspection services, covering  
unstuffing, stuffing, warehouse  
audits, and CMA/SMA.

Today, MACIN remains the  
market leader in cocoa  
inspections and are expanding  
into other sectors such as metals,  
concentrates, fruits, and  
fertilizers.

## REGISTER NOW



**Enquiries**

**SecretariatDL@cocoaasia.org**

**Organised By**



**Partners**

