

## Partnership Overview

This partnership establishes sustainable social enterprises that help smallholder farmers improve their working conditions, livelihoods and job opportunities. Demand for quality coconut sugar is strong and growing. However, growth in the Indonesian coconut sugar supply is slowing due to a range of challenges in the supply chain, such as lack of productive trees. Elevate provide training on coconut sugar production, as well as finance for smallholders. Elevate also work to improve kitchens and processing practices, and develop dwarf trees that improve productivity and decrease the risk of injury to climbers.

## Shared Value

Elevate will sell its coconut sugar supply primarily to Unilever as a key ingredient in their popular sweet soy sauce product. Despite sourcing from multiple locations, Unilever is currently unable to source an adequate supply of coconut sugar in order to meet market demand for its product. Investment in this supply chain benefits the incomes of nearly 2,000 coconut climbers and communal kitchen cooks (potentially doubling their incomes). There will be health benefits to 200 (mostly female) sugar cooks through kitchen upgrades, and safety benefits to climbers through the introduction of dwarf palms.

### Elevate

Elevate implements innovative approaches to poverty alleviation by creating social businesses that address market gaps in distribution or supply chains. The firm aims to catalyse market opportunities that provide both financial and social returns, supporting new local supply chains and last mile distribution (i.e. the movement of people and goods from a transportation hub to a final destination), while addressing the market requirements of major multinational or regional corporations. Elevate will be the social operator, managing most aspects of the initiative.



### Department of Foreign Affairs and Trade (DFAT)

DFAT's expertise in development contributes to building stronger, more inclusive private sector growth in the Asia-Pacific region. DFAT does this through sharing its deep knowledge of business, political and regulatory environments, access to professional networks and catalytic funding. The BPP is designed as an entry point for new partners, Australian and overseas entities, to work with DFAT to deliver social impact and commercial returns in the region. The BPP actively promotes initiatives that drive women's economic empowerment.



### Location



Country  
**Indonesia**  
Region  
**South East Asia**

### Total Funding

\$1,325,061



DFAT Contribution	Private Sector Contribution
\$500,000	\$825,061

### Beneficiaries



Up to 2,000 producers

### Sector



Agriculture

### Shared Value Proposition



Redefining productivity in the value chain