



# looking for a living income



> \$ 2,00

Estimated annual profits of companies / Farmer income a day

# Supply chain



**smallholder**



**trader / grinder**



**manufacturer**



**retail**



**consumer**



**beans**

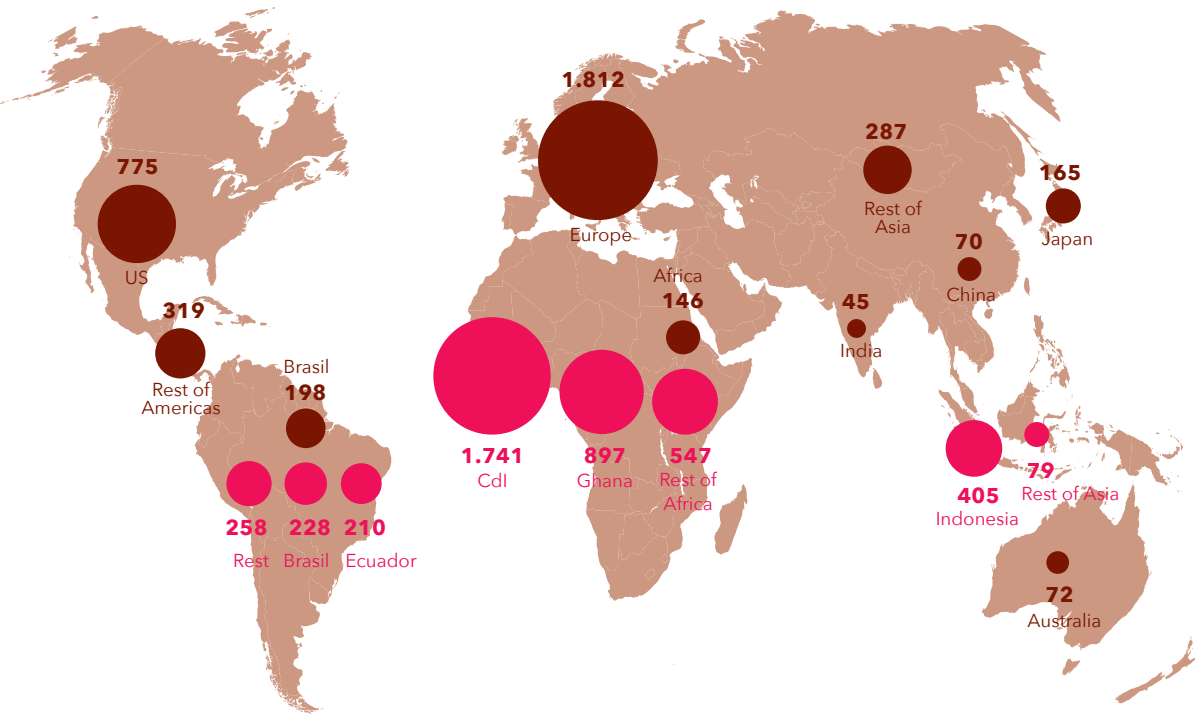


**powder liquor butter**



**chocolate products**

## Production / Consumption



## Market concentration

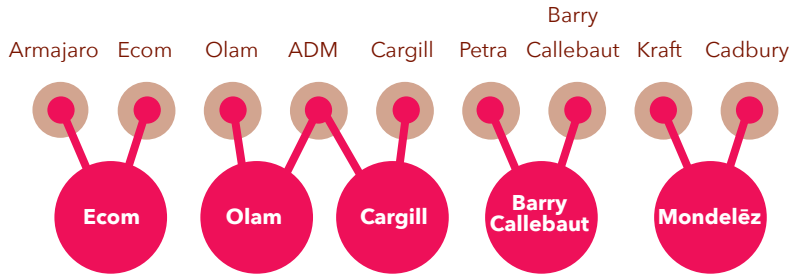
Amount of players / marketshare

**2 Couverture Processors** / marketshare **70-80%**

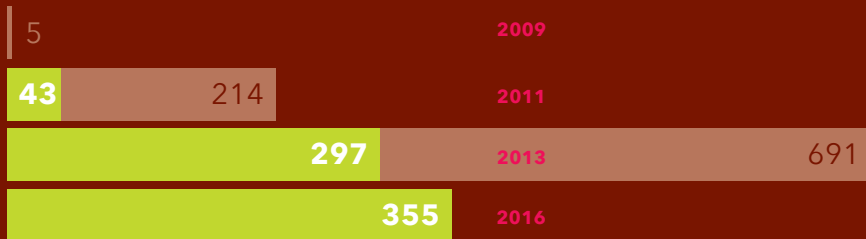
**8 Traders & grinders**

**60-80%**

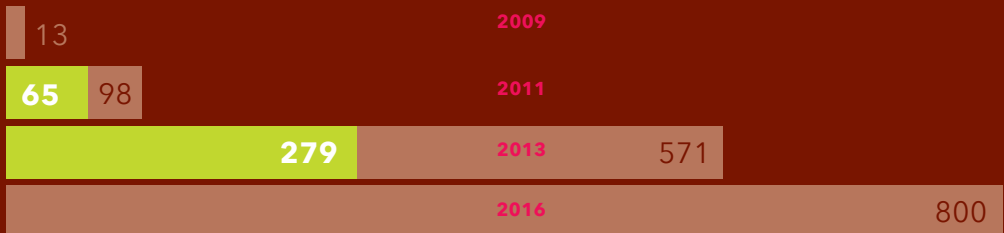
**6 Manufacturers** **40%**



## UTZ Certified



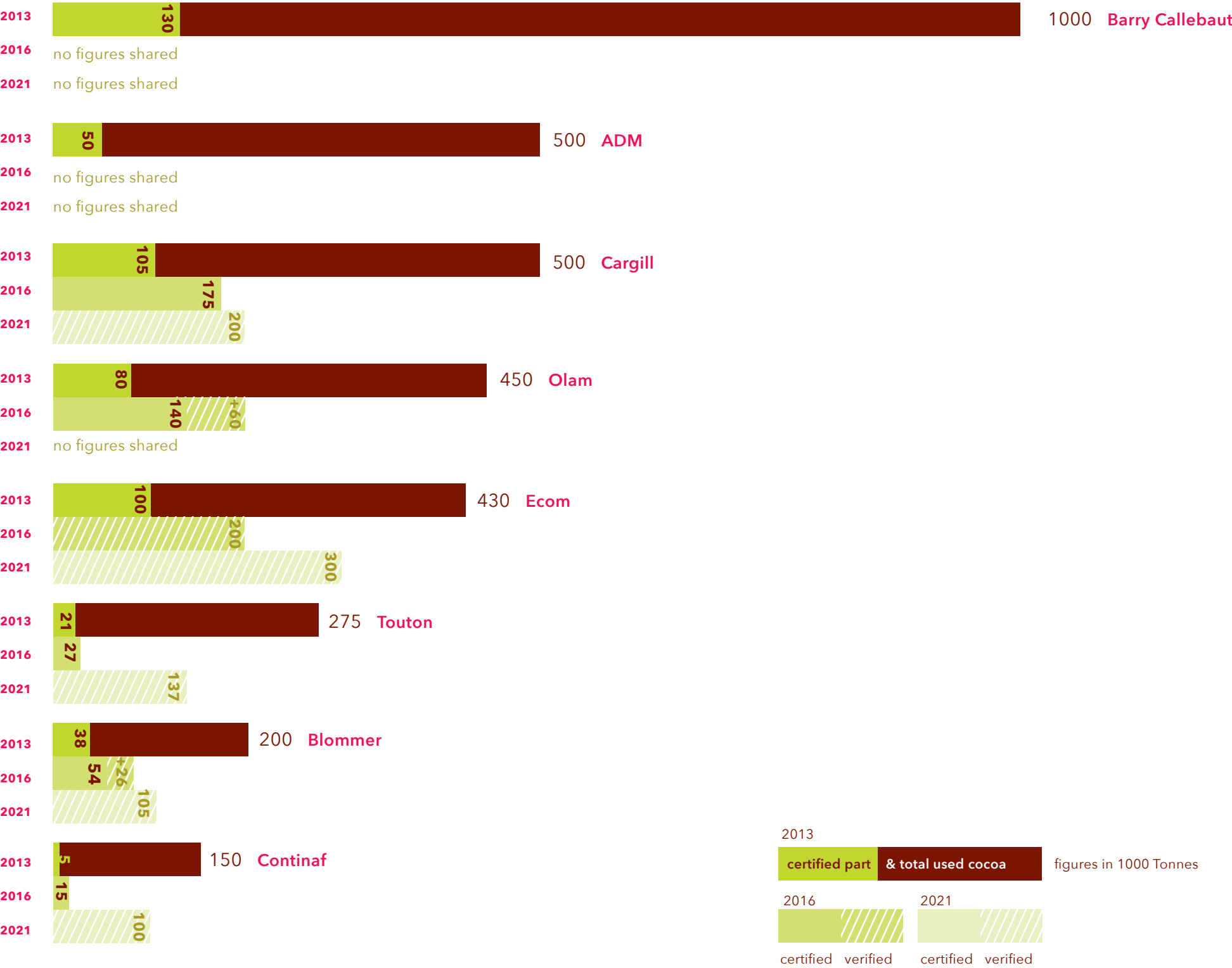
## Rainforest Alliance



## Fairtrade

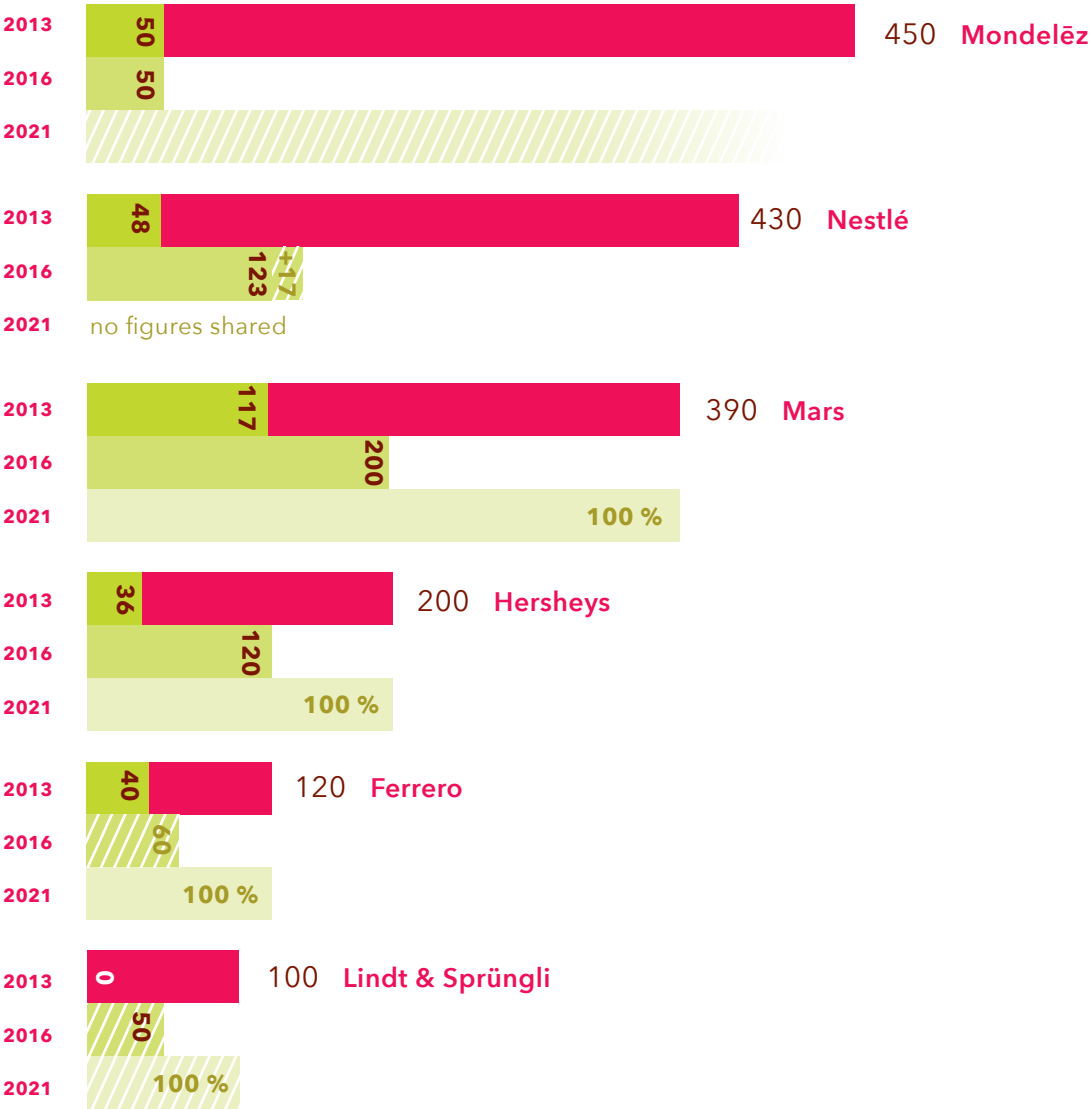


Traders & grinders: used cocoa / certified cocoa / commitments





Chocolate producers: used cocoa / certified cocoa / commitments



2013



figures in 1000 Tonnes

2016



certified verified

2021



certified verified



Produced as certified



Adjusted for double / triple certification



Sold as certified

Value Distribution	Sells	Buys	Value Added	Profit	final sale
Farmers income weighted	\$ 1.874	\$ 664	\$ 1.210	\$ 1.210	6,6%
Inland Transport	\$ 1.971	\$ 1.874	\$ 97	?	0,5%
Taxes/MarketingBoard	\$ 2.745	\$ 1.971	\$ 774	?	4,2%
International Transport	\$ 2.793	\$ 2.745	\$ 48	?	0,3%
Costs port of arrival	\$ 2.993	\$ 2.793	\$ 201	?	1,1%
International Traders	\$ 3.038	\$ 2.993	\$ 45	\$ 15	0,2%
Processors & Grinders	\$ 4.434	\$ 3.038	\$ 1.395	\$ 211	7,6%
Manufacturer*	\$ 10.858	\$ 4.434	\$ 6.425	\$ 870	35,2%
Retail& Taxes	\$ 18.917	\$ 10.858	\$ 8.058	\$ 473	44,2%

Per tonne of sold cocoa



value  
added

6.6%



value  
added

6.3%



value  
added

7.6%



value  
added

35.2%



value  
added

44.2%

## Long term cocoa price

7500

5000

2500

1850

1860

1870

1880

1890

1900

1910

1920

1930

1940

1950

1960

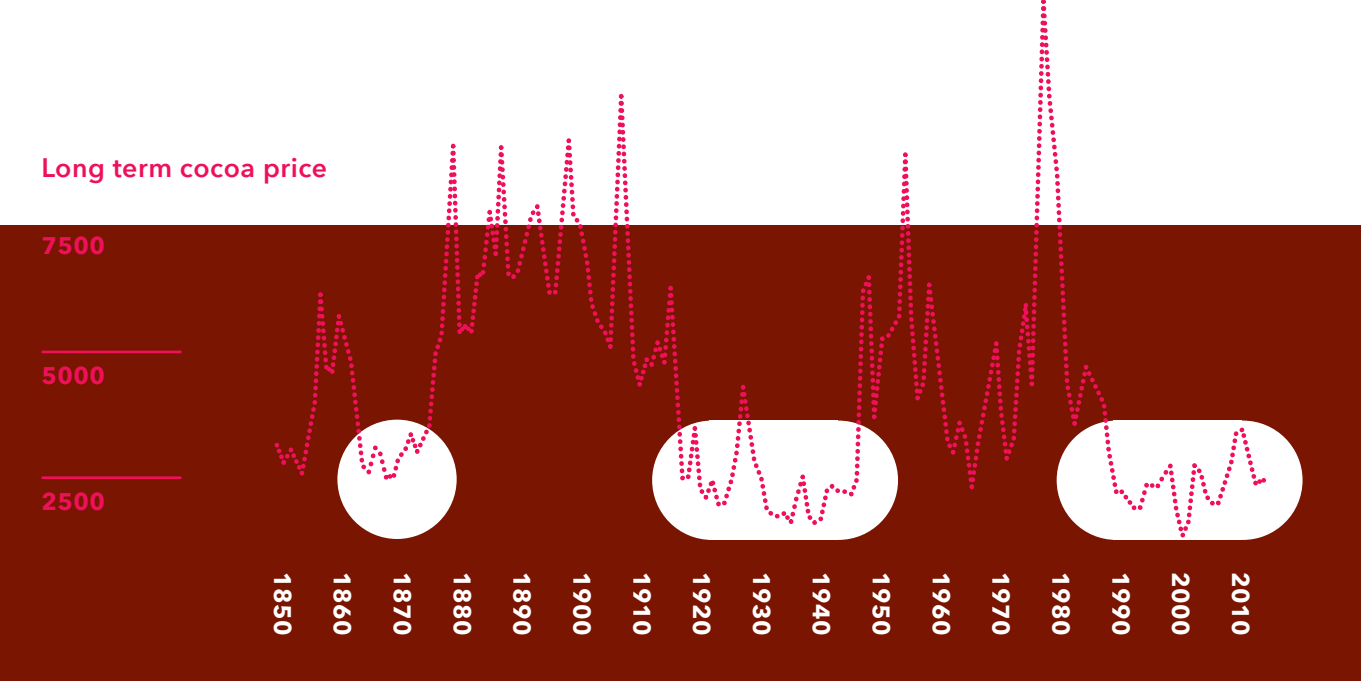
1970

1980

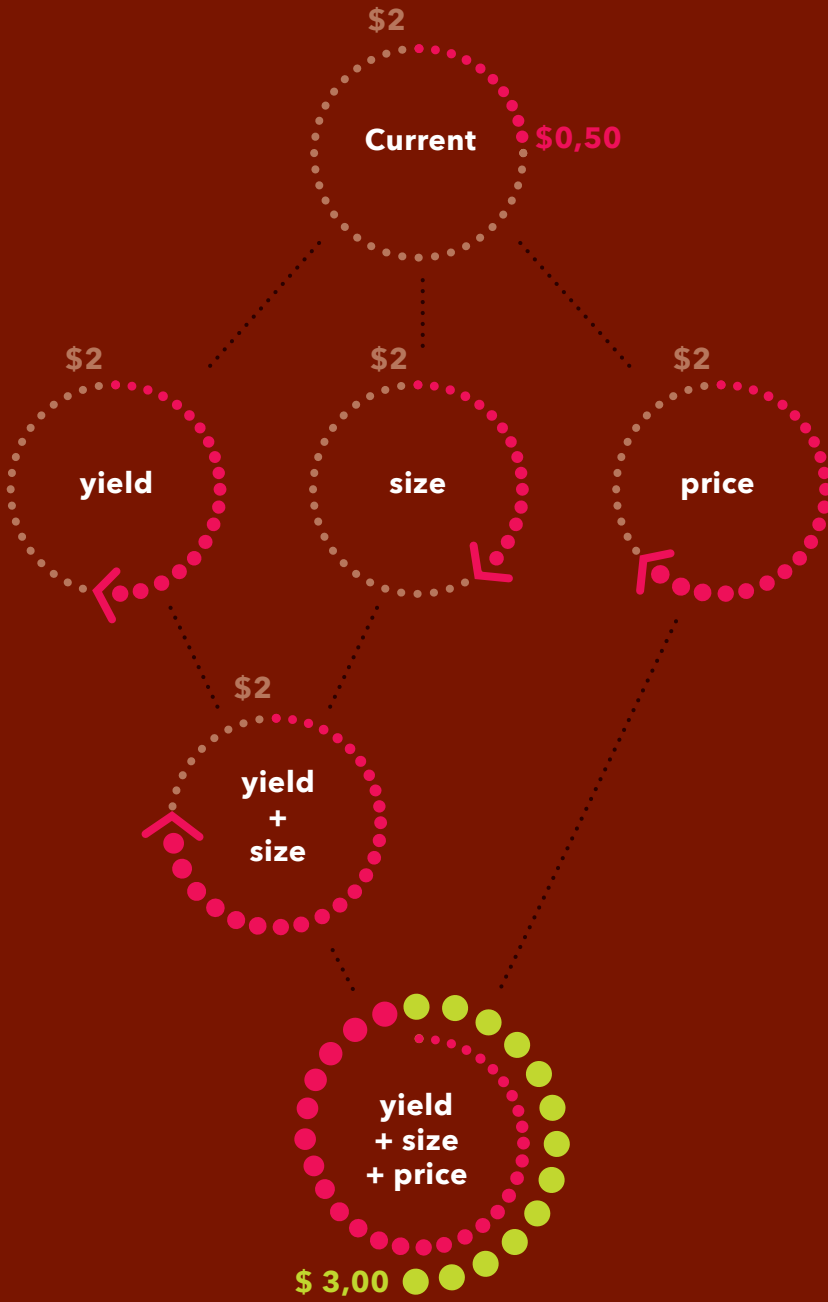
1990

2000

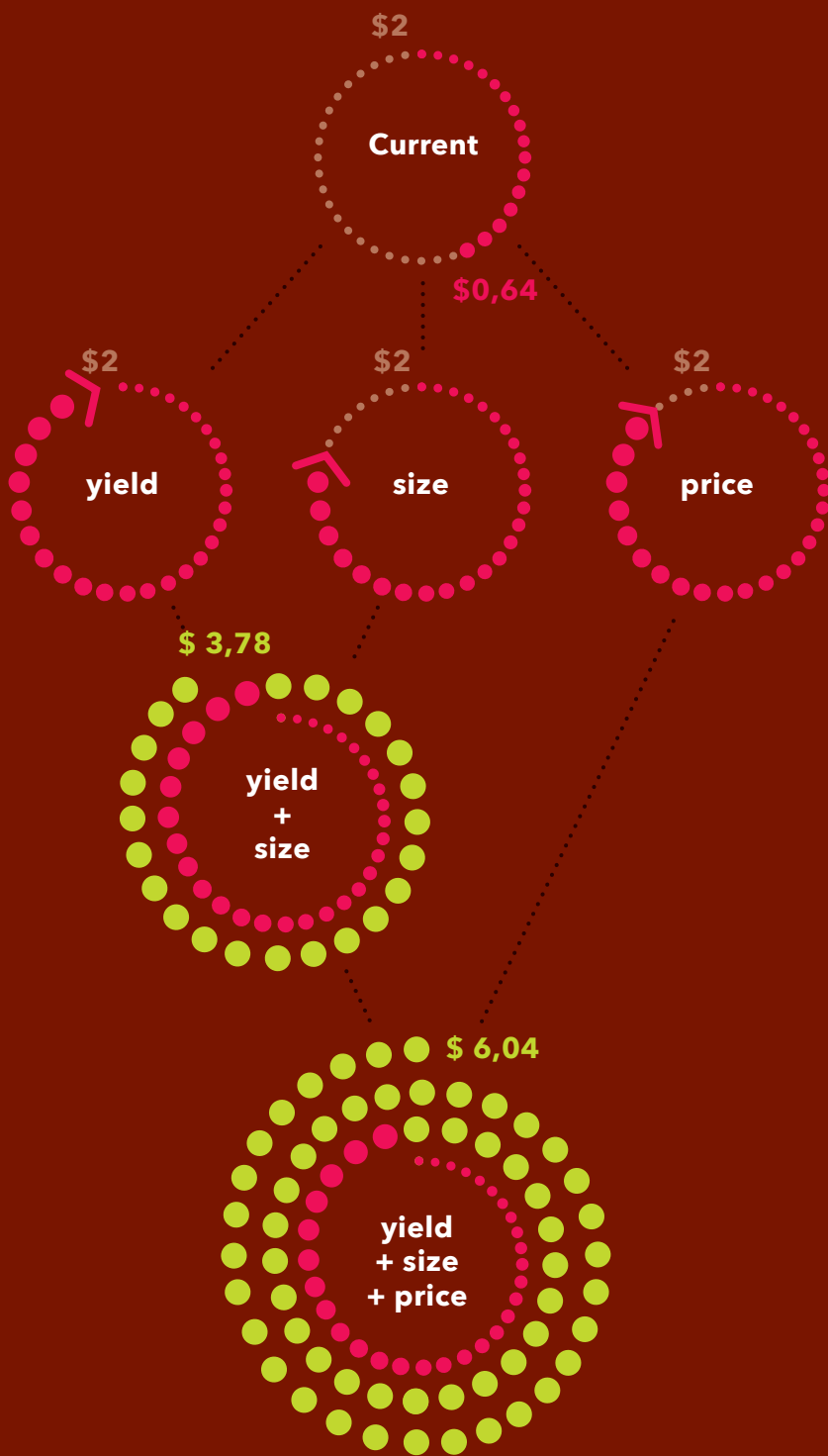
2010

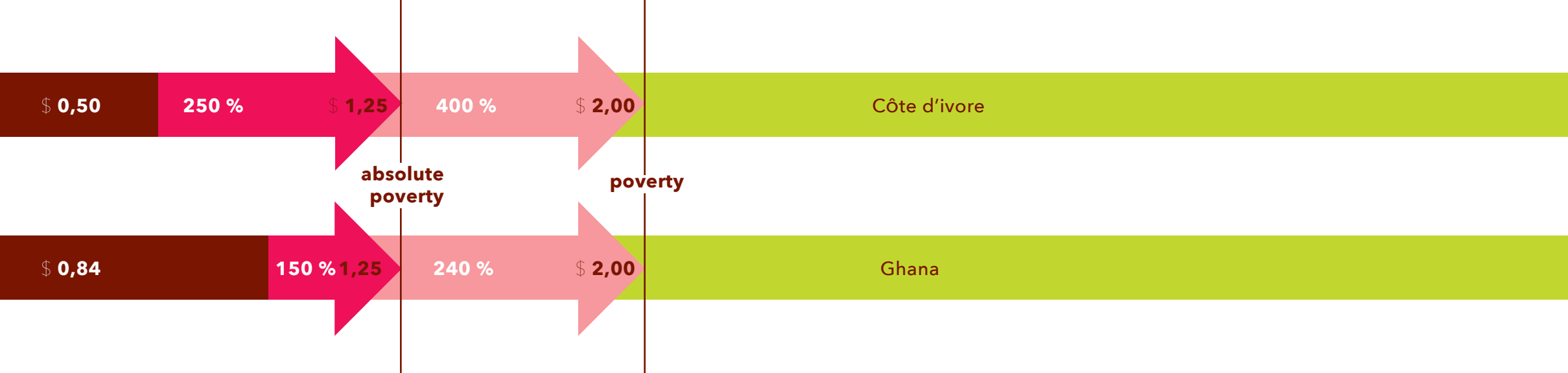


## Côte d'Ivoire



Ghana





\$ 0,50

250 %

\$ 1,25

400 %

\$ 2,00

Côte d'Ivoire

absolute  
poverty

poverty

\$ 0,84

150 %

240 %

\$ 2,00

Ghana



