

United Nations Conference on Trade and Development

**MULTI-YEAR EXPERT MEETING ON COMMODITIES AND DEVELOPMENT**

**21-22 April 2016, Geneva**

**Internalizing the cocoa value chain in producing countries**

By

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The views expressed are those of the author and do not necessarily reflect  
the views of UNCTAD.



# **INTERNATIONAL COCOA ORGANIZATION**

**8th Multi-Year Expert  
Meeting on  
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**Dr. Jean-Marc Anga**

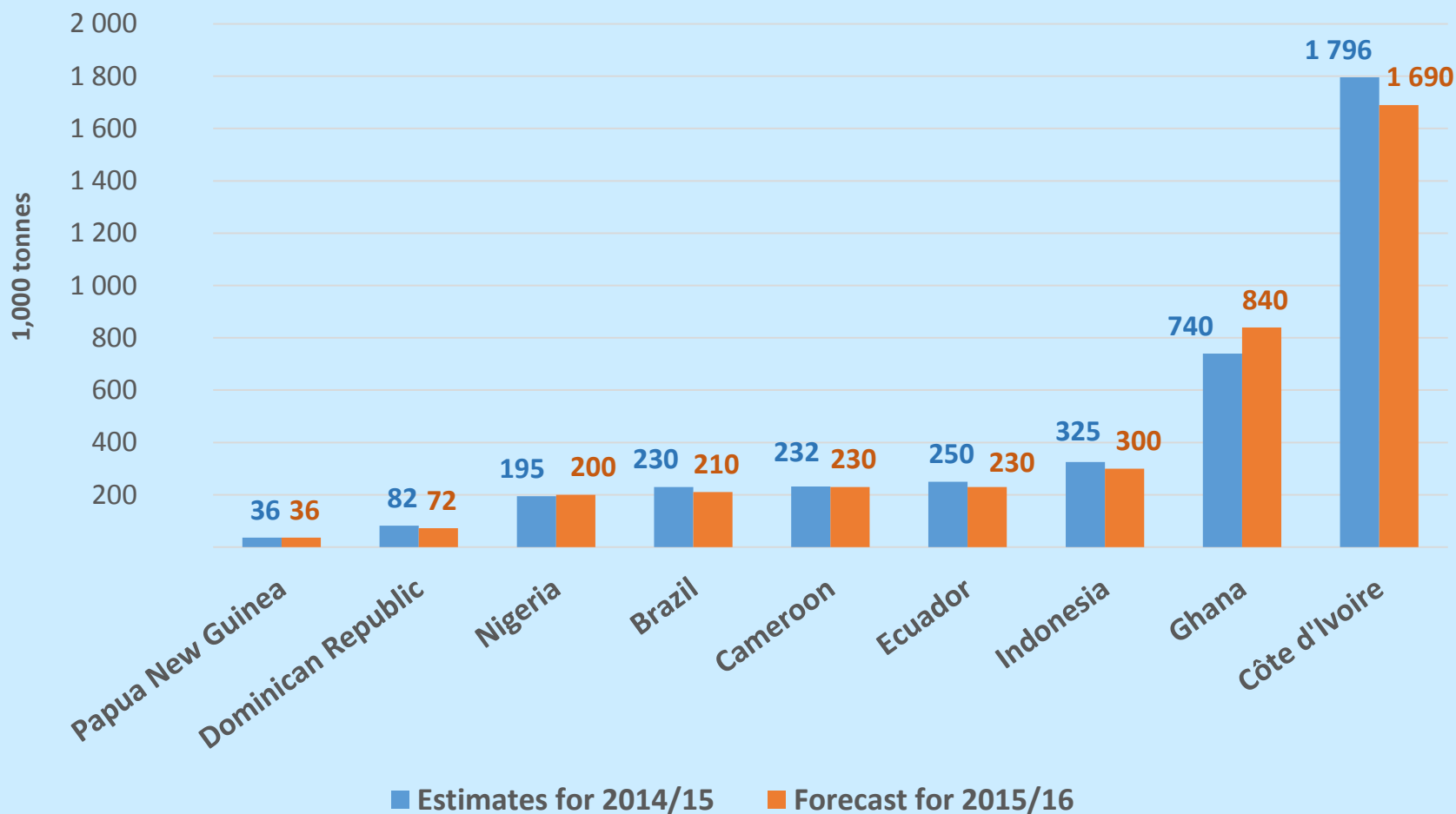
***Executive Director  
International Cocoa Organization  
(ICCO)***

## **Internalizing the cocoa value chain in producing countries**





## Cocoa production by countries



# COCOA VALUE CHAIN: KEY FACTS



While chocolate sales worldwide represents about US\$112 billion, the market value of cocoa beans at farm-gate is estimated at US\$9 billion, with cocoa smallholders who account for about 95% of the global output still living mostly with less than 1US\$ per capita per day

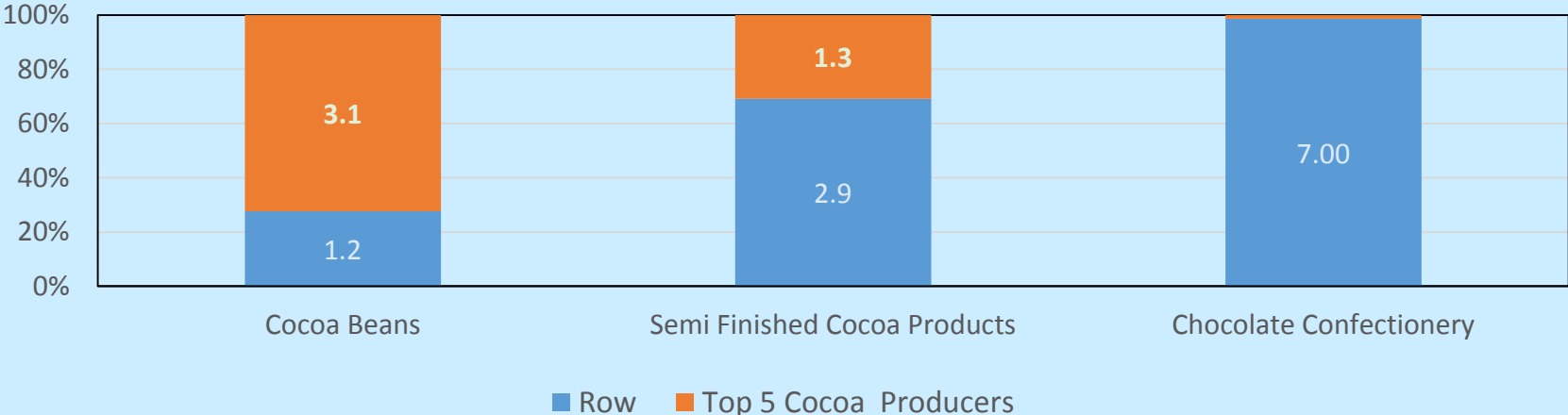
Cocoa processing sector is highly concentrated:  
8 multinational companies control nearly 70% of the global market

Chocolate manufacturing is equally highly concentrated  
6 manufacturers control 40% of the market worldwide

US\$7 billion is the estimated consumption tax collected from  
chocolate confectionery products worldwide

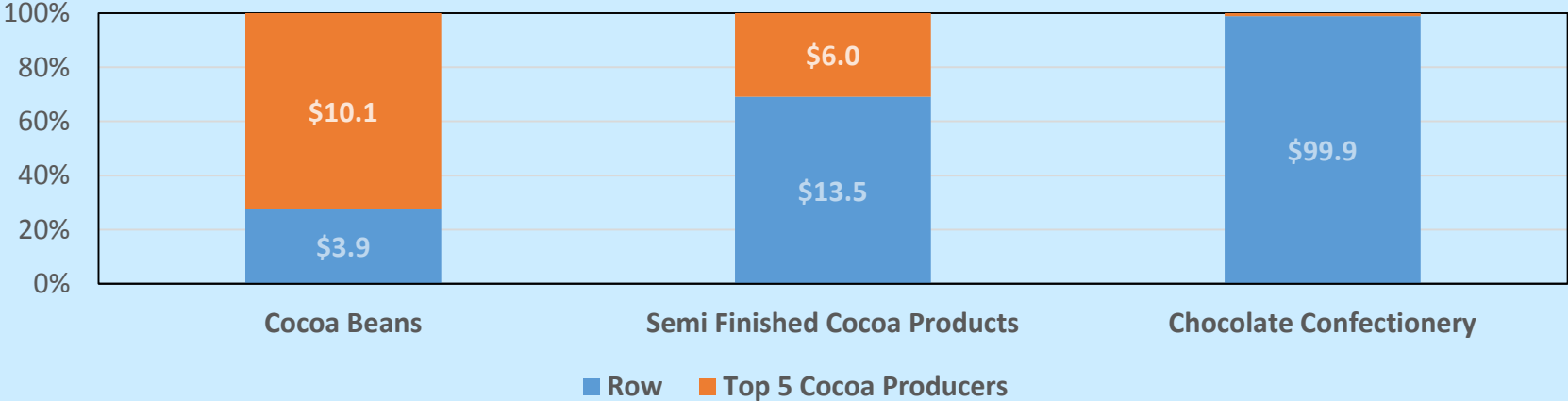
### Volume distribution (million of tonnes) within the Cocoa Supply Chain

0.10



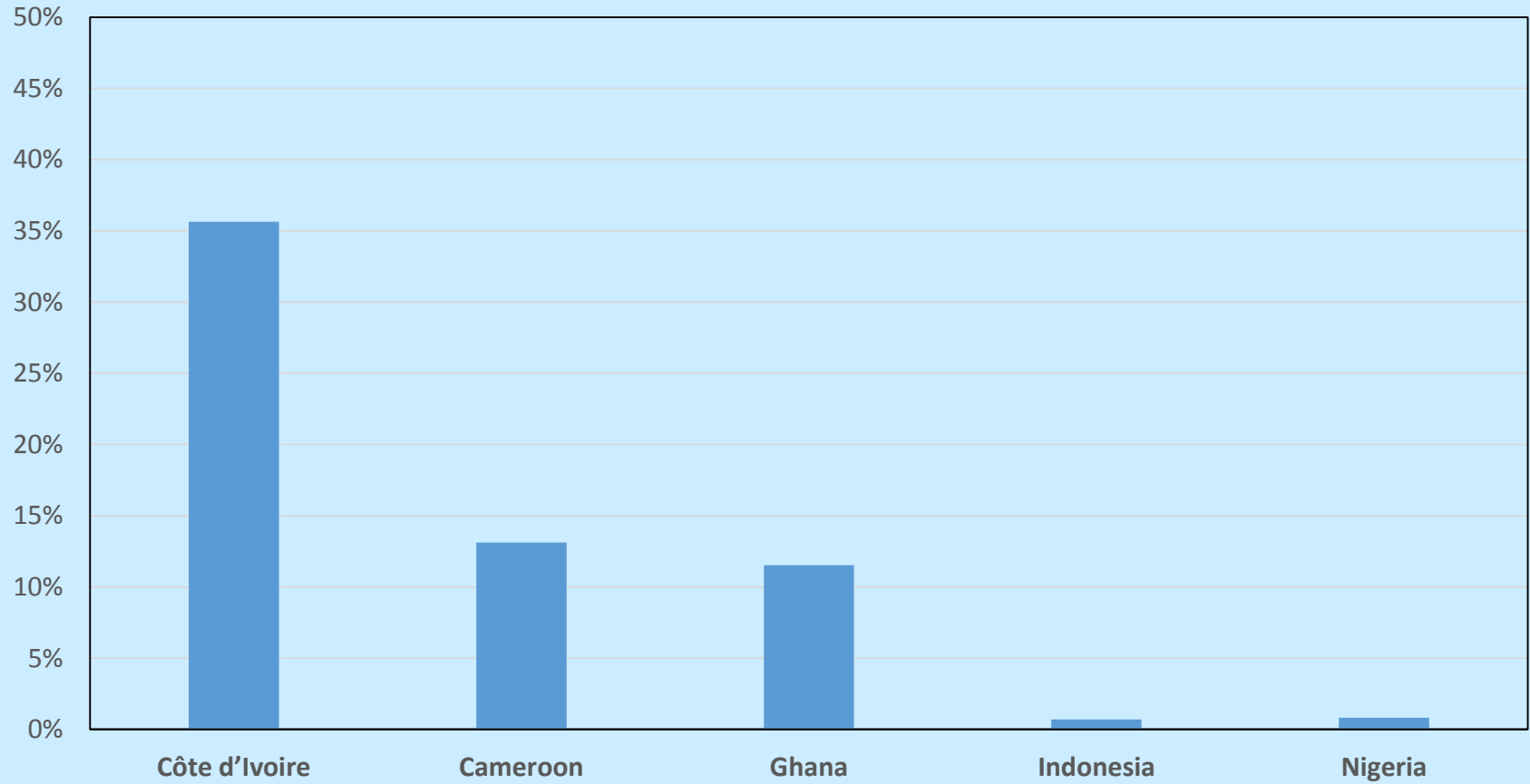
### Value distribution (billion of \$US) within the Cocoa Supply chain

\$1.1





## Cocoa export dependency





## Policy Implications

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Producing countries, by internalizing a larger share of the value of the chain will be better off as:

1. Public finances will become more resilient to the volatility (“boom and bust effect” of commodity prices);
2. The countries’ reserves of foreign currencies will improve;
3. More employment opportunities will be created; and;
4. Their economic growth will become more sustainable in the longer term.



***THANK YOU***



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