Outlook for global supply and demand

3rd World Cocoa Conference
22-25 May 2016, The Dominican Republic

Laurent Pipitone - ICCO
Trend in supply & demand
World cocoa production (gross) 2015/16: 4.039 million tonnes

Latin America: 17% (674,000 tonnes)
Africa: 73% (2.968 million tonnes)
Asia & Oceania: 10% (397,000 tonnes)
World cocoa production: Top 12
(thousand tonnes)

- Côte d'Ivoire: 1796 thousand tonnes
- Ghana: 800 thousand tonnes
- Indonesia: 740 thousand tonnes
- Ecuador: 320 thousand tonnes
- Cameroon: 325 thousand tonnes
- Brazil: 230 thousand tonnes
- Peru: 83 thousand tonnes
- Dominican Republic: 82 thousand tonnes
- Colombia: 51 thousand tonnes
- Papua New Guinea: 36 thousand tonnes
- Mexico: 28 thousand tonnes

Source: ICCO
Latin America & the Caribbean: production rising....

Africa: 73%

Lat. Am. & Carib: 17%

Asia: 10%

International Cocoa Organization (ICCO) | May 2016
Main factors influencing cocoa production and farm profitability

Business environment
• Ease of doing business
• Regulations and taxation
• Infrastructures
• Qualified labour availability
• Policy support to the cocoa sector

Agronomic factors
• Farming system used (from agroforestry model to intensive, productivity-orientated model, often without shade of any kind (full-sun),
• Level of farm crop diversity
• Variety of the cocoa used: yield, resistance to pests and diseases, quality traits
• Age of the trees
• Level of husbandry – Good Agricultural practices
• Use of inputs (labour, use of phytosanitary products and fertilizers)
• Weather condition
• Presence of pests and diseases

Economic factors
• Price of cocoa beans
• Cost of labour & other inputs
World cocoa grindings
2015/16: 4.179 million tonnes

Europe and Russia:
38%
(1.583 million tonnes)

Asia & Oceania 21%
(877,000 tonnes)

Americas: 21%
(870,000 tonnes)

Africa: 20%
(850,000 tonnes)
World cocoa grindings: Top 15
(thousand tonnes)

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<tr>
<th>Country</th>
<th>2015/16 Estimate</th>
<th>2014/15 Estimate</th>
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Source: ICCO

Forecast for 2015/16
Estimates for 2014/15
Production surpluses / deficits: as many deficits as surpluses...
Cocoa bean prices and stocks

- 18 July 1977: max US$18,000 per tonne
- 24 Nov 2000: min US$1,000 per tonne
- Now: US$3,000 per tonne
Cocoa consumption - from 1981 to 2014
Consumption of chocolate - from 2001 to 2020
“Chocolate Library” – Selfridges, London
Thank you for listening

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