RSCE – Second Roundtable Meeting for a Sustainable Cocoa Economy

Dr. Karsten Keunecke
Port of Spain, Trinidad and Tobago, March 2009

BDSI
Association of the German Confectionery Industry
Dr. Karsten Keunecke
Managing Director
RSCE – Second Roundtable Meeting for a Sustainable Cocoa Economy

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Port of Spain, Trinidad and Tobago, March 2009
Sustainability -
an important challenge for all stakeholders in the chocolate economy
Production of cocoa beans worldwide
Harvest 2007/2008 = 3,704,800 tons

Africa total
2,647,200 t

Caribbean, Central- and South America total
458,700 t

Asia and Oceania total
598,900 t

Harvest year: 1 October - 30 September

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Production of cocoa beans
Figures for 2007/2008 in 1,000 tons

Ivory Coast 1,382
Ghana 729
Indonesia 495
Nigeria 190
Cameroon 185
Brazil 171
Ecuador 113
Papua New Guinea 49
Dominican Republic 45
Colombia 38
Mexico 32
Malaysia 31
Others 240
Harvest year: 1 October - 30 September

Cocoa processing worldwide
Figures for 2007/2008 total = 3,755,800 tons

Caribbean, North Central and South America total 837,300 t

Europe and Switzerland total 1,450,900 t

Other Europe and Russian Federation total 57,300 t

Asia and Oceania total 803,600 t

Africa total 562,000 t
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Cocoa processing
European Union and Switzerland

total 1,450.9 t (Figures in 1,000 t)

Harvest year:
1 October - 30 September
Europe’s share of world cocoa consumption
appr. 50 %

Germany’s share
appr. 13 %

(Germany: expressed in bean equivalent)

Harvest year:
1 October - 30 September
Cocoa suppliers of Germany
Net-imports 2007 in 1,000 tons

- Ivory Coast: 160,0 (46,3%)
- Ghana
- Guinea: 8,4 (2,4%)
- Nigeria
- Indonesia: 6,9 (2,0%)
- Togo
- Sierra Leone: 8,8 (2,5%)
- Ecuador: 17,1 (5,0%)
- Others: 7,6 (2,2%)

Total: 345,6 tons
Production of Chocolate and Chocolate Confectionery

Data in 1,000 tons

- 1975: 318
- 1980: 349
- 1985: 361
- 1990: 516
- 1993: 618
- 1994: 625
- 1995*: 782
- 1996: 820
- 1997: 802
- 1998: 749
- 1999: 698
- 2000: 720
- 2001: 731
- 2002: 751
- 2003: 771
- 2004: 856
- 2005: 860
- 2006: 925
- 2007: 973

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One important part industry has to play:

See to a sustainable consumption
One important part industry has to play:

- See to a sustainable consumption
- To achieve that we need:
  - A wide range of high quality products that the consumers will buy over and over again
Market-, legal- and consumer requirements:

Such products can only be produced with high quality raw materials / cocoa products

- High level standards with respect to quality aspects
- Legal limits for pesticides, ota/aflatoxin, FFA etc.
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Industry is eager to provide excellent products
• Good manufacturing practice (GMP)
• Regulatory safety requirements
• HACCP programs are applied in all production sites
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- HACCP programs are applied in all production sites

Strict standard certification programs i.e. ISO 9000 f. / 22000
- General product liability i.e. allergens
To provide a positive image of cocoa and chocolate products through public relations and generic promotion:

- Which i.e. Germany has implemented for more than three decades
The importance of R & D:

Research plays a vital role in improving product quality and the quality of our raw materials.
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  but

  Findings and results of all research efforts have to be transferred into every day practice.
Global Cocoa Network

<table>
<thead>
<tr>
<th>Confectionery</th>
<th>Private</th>
<th>Global</th>
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<tbody>
<tr>
<td>Confectionery/Chocolate Associations</td>
<td>US, Japan, Brasil, Australia</td>
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<tr>
<td>CAOBISCO with its national Associations, i.e., BDSI, AIDIT, L’Alliance 7</td>
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<table>
<thead>
<tr>
<th>Cocoa</th>
<th>Regional</th>
<th>Global</th>
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<tbody>
<tr>
<td>ECA - European Cocoa Association</td>
<td>Predominantly Cocoa Processors</td>
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<tr>
<td>FCC - Federation of Cocoa Commerce</td>
<td>Predominantly Cocoa Traders</td>
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<tr>
<td>ICA - International Confectionery Association</td>
<td>International Manufacturers</td>
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<td>WCF - World Cocoa Foundation</td>
<td>Sustainable Cocoa Economy</td>
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<td>GIG - Global Industry Group</td>
<td>Child Labour</td>
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<tr>
<td>ICI - International Cocoa Initiative</td>
<td>NGO’s, Industry, Trade Unions Child Labour</td>
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<tr>
<td>ICCO - International Cocoa Organisation</td>
<td>30 Governments of Cocoa Producer and Consumer Countries Market Transparency &amp; Sustainable Cocoa Economy</td>
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<td>COPAL - Cocoa Producer Alliance</td>
<td>Inter-Governmental Organisation of Producing Countries</td>
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<td>ILO - International Labour Organisation</td>
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Benefits for cocoa producing countries:

- Extension services are desperately needed to improve cocoa quality
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- Better and higher yields will improve farmer incomes and thus enable better living conditions
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- Extension services are desperately needed to improve cocoa quality
- Better and higher yields will improve farmer incomes and thus enable better living conditions
- School education and health standards will help to provide a sound basis for a sustainable cocoa economy
Our mutual goal: A sustainable cocoa economy

Sustainability

Economic Benefits

Social Benefits

Environmental Benefits
Thanks for your attention!