



DARHEINOAM

FEASIBILITY STUDY ON AFRICA COCOA EXCHANGE (AfCX) Appendix I

VALUE CHAIN AND SECTORAL REGULATORY ANALYSIS COUNTRY REPORTS CÔTE D'IVOIRE COUNTRY REPORT

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Prepared for
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By
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CÔTE D'IVOIRE

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» Table of Contents

Notice and Acknowledgment	2
Table of Contents	3
Acronyms	4
1. Value Chain Structure and Profile of the Actors	6
1.1 Introduction	6
1.2 Cocoa marketing	6
2. Domestic Flows	16
3. Data Tables	19
4. Value Chain Actor Profiling	20
4.1 Cocoa production	20
4.2 The producer	28
4.3 Cooperatives	31
4.4 Structures and programmes offering services and support to cooperative societies in cocoa-producing regions	33
4.5 Pisteurs	37
4.6 Buyers and dealers	38
4.7 Exporters	39
5. Crop Cycle	41
5.1 Cocoa cycle calendar	41
6. Quality and Storage	43
6.1 Quality	43
6.2 Storage	58
7. Finance	61
7.1 Land management and tree renewal	62
7.2 Input financing	63
7.3 Other financing	63
7.4 Insurance and risk management	63
8. Prices and Terminal Markets	64
8.1 Price trends	64
8.2 Pricing and sales methods	66
8.3 Futures markets	71
9. Sectoral Regulatory Analysis	73
9.1 National policy	73
9.2 Laws and reforms	73
Appendices	90
Data tables	91
Bibliography	106

» Acronyms

• 2QC	Quantité, Qualité, Croissance [Quantity, Quality, Growth]
• ACM	Autres Crédits Mobilisables [Other Available Loans]
• ADM	Archer Daniels Midland
• AFD	Agence Française de Développement [French Development Agency]
• ANACACI	Association Nationale des Coopératives de Côte d'Ivoire [National Association of Cooperatives of Côte d'Ivoire]
• ANADER	Agence Nationale d'Appui au Développement Rural [National Rural Development Support Agency]
• ANAPROCI	Association Nationale des Producteurs de Côte d'Ivoire [National Association of Producers of Côte d'Ivoire]
• APBEF	Association Professionnelles des Banques et Etablissements Financiers [Professional Association of Banks and Financial Institutions]
• ARCC	Autorité de Régulation du Café et du Cacao [Coffee and Cocoa Regulatory Authority]
• ARSO	African Organisation for Standardisation
• ARRE	Autorité de Régulation du Système de Récépissé d'Entreposage [Regulatory Authority for the Warehousing Receipt System]
• ASPN	Avance Sur Produits Nantis [Advance on Pledged Products]
• BA	Bulletin d'Analyse [Analysis Report]
• BCC	Bourse du Café-Cacao [Coffee-Cocoa Exchange]
• BCEAO	Central Bank of West African States
• BV	Bulletin de Vérification [Verification Report]
• CAC	Cadre d'Action Mutuelle [Joint Action Framework]
• CIF	Cost, Insurance and Freight
• CAISTAB	Caisse de Stabilisation et de Soutien des Produits Agricoles [Agricultural Produce Stabilisation and Support Fund] or Caisse de Stabilisation de soutien des prix des produits agricoles [Agricultural Produce Price Stabilisation and Support Fund]
• CCC	Conseil du Café Cacao [Coffee and Cocoa Board]
• CDS	Comité De Suivi [Monitoring Committee]
• CIM	Comité Inter Ministériel [Inter-Ministerial Committee]
• CIMP	Comité Inter Ministériel des Matières Premières [Inter-Ministerial Committee on Commodities]
• CIRES	Centre Ivoirien de Recherches Economiques et Sociales [Ivorian Centre for Economic and Social Research]
• CMA	Cocoa Merchants' Association of America
• CNRA	Centre National de Recherche Agronomique [National Agricultural Research Centre]
• CNS	Comité National de Surveillance [National Supervisory Committee]
• CSSPPA	Caisse de Stabilisation et de Soutien des Prix des Produits Agricoles [Agricultural Produce Price Stabilisation and Support Fund]
• CV	Confirmation de Vente [Confirmation of sale]
• CO2	Carbon dioxide
• COOPEX	Coopératives Exportatrices [Exporting Cooperatives]
• CSR	Corporate Social Responsibility
• DO	Document d'Opérationnalité [Operating Document]
• DS	Document de Stratégie [Strategy Paper]
• DUS	Droit Unique de Sortie [Single Exit Duty]
• FAO	United Nations Food and Agriculture Organization
• FCA	Franc de la Communauté Financière Africaine [African Financial Community Franc]
• FCC	Federation of Cocoa Commerce
• FDPCC	Fonds de Développement et de Promotion des activités des Producteurs [Fund for the Development and Promotion of Producers' Activities]
• FGCC	Fond de Garantie des Coopératives Café-Cacao [Coffee-Cocoa Cooperative Guarantee Fund]
• FIMR	Fonds d'Investissement en Milieu Rural [Rural Investment Fund]
• FIRCA	Fonds interprofessionnel pour la Recherche et le Conseil Agricole [Interprofessional Agricultural Research and Consultancy Fund]
• FOB	Free On Board
• FRC	Fond de Régulation et de Contrôle [Regulation and Control Fund]

• GAP	Good Agricultural Practice
• GVC	Groupe à Vocation Coopérative [Cooperative Group]
• HA	Hectare
• ICCO	International Cocoa Organization
• ICF	Initiative Cacao et Forêts [Cocoa and Forest Initiative]
• IDH	The Sustainable Trade Initiative
• ILO	International Labour Organization
• IMF	International Monetary Fund
• ISO	International Organization for Standardization
• JNCC	Journée Nationale du Cacao et du Chocolat [National Cocoa and Chocolate Day]
• LID	Living Income Differential
• LTD	Lettre de Tierce Détention [Collateral Management Certificate]
• MINADER	Ministry of Agriculture and Sustainable Development
• MINAGRI	Ministry of Agriculture and Animal Resources
• MINEF	Ministry of Water and Forests
• MINEDD	Ministry for the Environment and Sustainable Development
• MPD	Ministry of Planning and Development
• NGO	non-governmental organisation
• OFI	Olam Food Ingredients
• OHADA	Organisation pour l'Harmonisation en Afrique du Droit des Affaires [Organisation for the Harmonisation of Business Law in Africa]
• OIPA	Organisation Interprofessionnelle Agricole [Interprofessional Agricultural Organisation]
• OPA	Organization of Agricultural Producers
• OTA	Ochratoxin A
• PAA	Port Autonome d'Abidjan
• PAN	Plan d'Action National [National Action Plan]
• PARFACI	Projet d'Appui à la Relance des Filières Agricoles de Côte d'Ivoire [Support project for the revival of Côte d'Ivoire's agricultural sectors]
• PASP	Port Autonome de San-Pedro [Autonomous port of San Pedro]
• PDIC	Programme de Développement Intégré de la Chaîne de valeur [Integrated Value Chain Development Programme]
• PIF	Programme d'Investissement Forestier [Forestry Investment Programme]
• PPPP	Public Private Partnership Platform
• PND	Plan National de Développement [National Development Plan]
• PNIA	Programme National d'Investissement Agricole [National Agricultural Investment Programme]
• PMEX	Petites et Moyennes entreprises Exportatrices [Small and medium-sized exporting companies]
• PSAC	Programme d'Appui au Secteur Agricole [Agricultural Sector Support Programme]
• PTF	Partenaires Techniques et Financiers [Technical and Financial Partners]
• PVAM	Programme de Vente Anticipé à la Moyenne [Average Forward Sales Programme]
• REDD+	Reducing emissions from deforestation and forest degradation in developing countries
• SAIGIC	Système Autonome Intégré de Gestion des Informations Commerciales [Autonomous Integrated Commercial Information Management System]
• SDG	Sustainable Development Goals
• SYDORE	Système de Gestion des Données Régionales [Regional Data Management System]
• SPREF	Stratégie de Préservation, de Réhabilitation et d'Extension des Forêts [Strategy for the Preservation, Rehabilitation and Extension of Forests]
• WCF	World Cocoa Foundation
• WRS	Warehouse Receipt System

01 Value Chain Structure and Profile of the Actors

1.1 INTRODUCTION

In Côte d'Ivoire, the authorities have a saying: “When construction’s going well, everything’s going well”, meaning that the construction of new buildings is an indication or proof of a booming economy. In commodities, by the same token, when marketing is going well, everything is going well. Good marketing organisation has a positive impact on production. Cocoa benefits from well-organised marketing. If Côte d'Ivoire is now producing enough cocoa, this is partly thanks to marketing. The proof is that whenever other approaches have been tried – e.g. the liberalisation of marketing – instead of the rigorous orthodoxy of well-supervised marketing, there have been abuses (see note regarding 2QC).

It should be noted that two new concepts have appeared in the coffee-cocoa sector: sustainability with regard to production, and traceability with regard to marketing. We will be looking later at traceability.

Marketing is governed by rules and procedures. While anyone can produce coffee and cocoa, not everyone is allowed to enter the marketing circuit without prior authorisation. In other words, legal and regulatory considerations are fundamental.

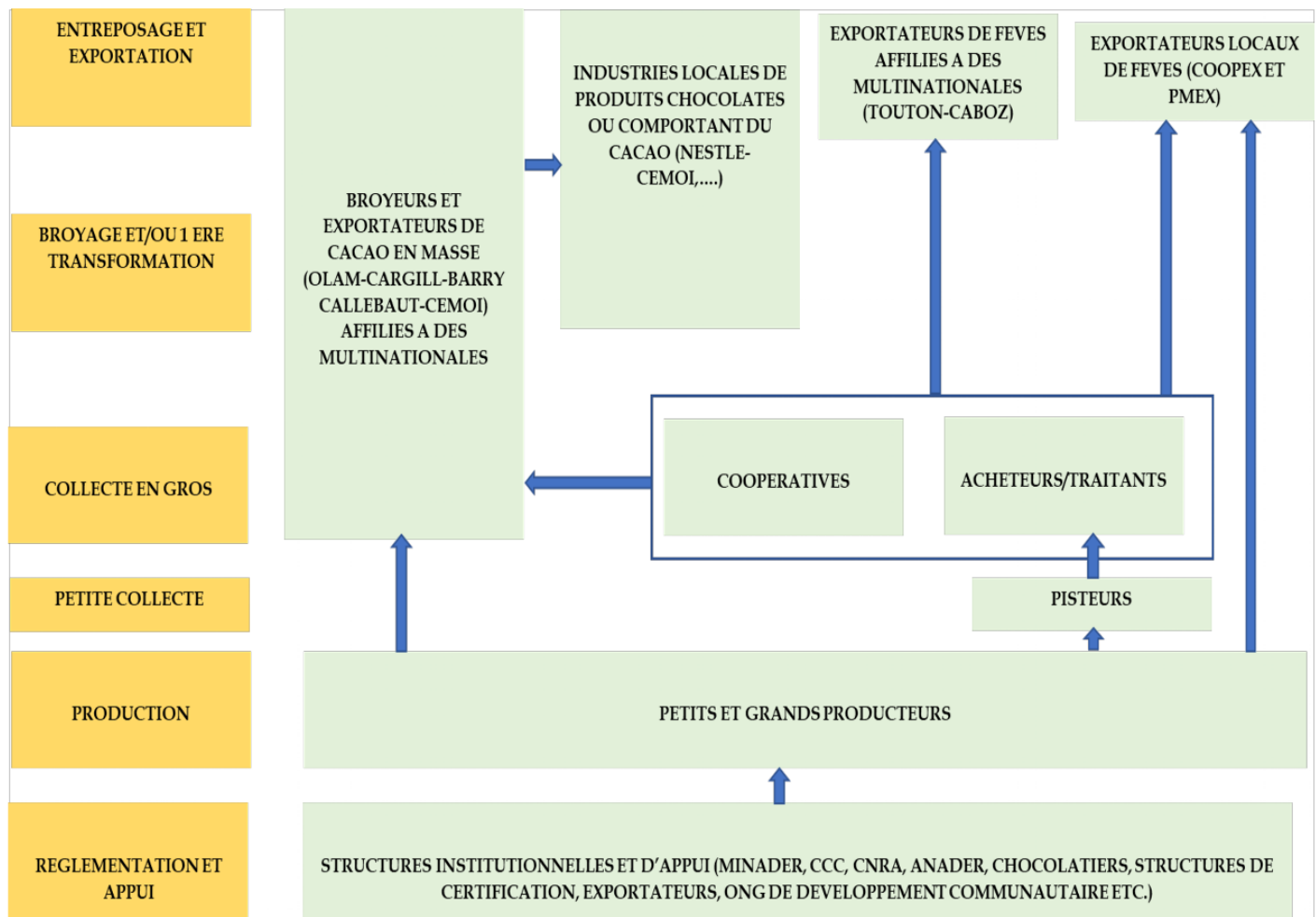
1.2 COCOA MARKETING

It comprises two divisions: domestic and export marketing.

Domestic marketing begins at the farm gate, which may be the settlement or village where the producer stores his produce once all the post-harvest operations are completed. Here, well-dried cocoa beans stored in sacks await the next buyer. The producer is therefore the first link in the domestic marketing chain.

Historical background

The structure of domestic marketing has changed over time. Before liberalisation in the 90s, domestic marketing had come to be shaped by certain activities and infrastructures. These included checks carried out in the field by agents of both the Caisse de Stabilisation and coffee hulling companies. Checkpoints manned by these agents were set up at the different stages of the domestic marketing circuit: produce was transported from the farm gate to the collection centre (the first checkpoint), and thence, to the marketing centre (second checkpoint); the third checkpoint was the coffee hulling plant, and the fourth check (roadside control) was carried out on entering the ports of Abidjan and San Pedro; finally, the fifth check was carried out when the produce was received in the ports. Today, these checks are no longer carried out in the same way, nor are they now implemented by agents of the regulatory body, the Conseil du Café et du Cacao.

Diagram 1: Value chain structure

Current domestic cocoa-marketing channels

There are essentially three stages: farm-gate to collection centre to buying centre or packaging plant; buying centre/packaging plant to processor warehouse; processor warehouse – export warehouse.

Farm gate to collection centre

This is the first stage in the domestic marketing chain. It begins at the point where the cocoa is stored by the producer to await a buyer. This place, symbolically referred to as the “farm gate”, may be the settlement, the village, or even – literally – the farm gate. Once purchased from the farmer, the produce comes under the control of the buyer, who transports it to his warehouse at the collection centre; this completes the first stage of marketing. The collection centre may be the same village where the purchase was made, and the buyer may be a pisteur (small trader) or a cooperative.

Collection centre to buying centre

Cocoa purchased at the farm gate is transported from the collection centre to the buying centre, a lively commercial centre where most of the operators working in the field are based: buyers, producers’ cooperatives, buyers’ cooperatives, exporters-buyers, exporters’ buying stands, and sometimes packaging plants. Each of the operators present at the buying centre must have the equipment necessary for his specific activity, i.e. a storage warehouse, produce weighing scales or pallet scales, moisture meter, etc.

This is a particularly important stage in the present system, in that it is here that the Conseil Café-Cacao agents make their first appearance. Here the cocoa, previously purchased from the producer, is prepared for delivery to an exporter or to a processing plant.

Buying centre to exporter's/processor's warehouse

From this point, buyers have 3 options: 1) deliver the produce to the exporter with whom they have a business relationship. Exporters are generally based in the port cities of Abidjan and San Pedro; 2) resell the cocoa to an exporter acting as buyer, and based in the buying centre; 3) resell the cocoa to a processor. All these options are available to the initial buyer. However, the presence of exporter-buyers alongside buyer cooperatives is a source of some concern. Product buyers resent the presence of exporter-buyers in an area hitherto devoted or reserved to them, while producer cooperatives resent trading by buyer cooperatives - i.e. cooperatives of non-producers - which are competing with them in the field. These malfunctions were highlighted in reports on cocoa and coffee marketing in 2015-2016 and 2017-2018. However, the CCC argued that current legislation, and the OHADA treaty on cooperatives, did not prohibit the in situ presence of these two wholly-legal bodies.

Packaging warehouse to export warehouse

This stage is the responsibility of the exporter. The cocoa received from the buying centres is cleaned to remove impurities, and sorted. The cocoa is then packed in export sacks and stored in batches in the export warehouse, ready for export. At this stage, the exporter can entrust his batched cocoa to a third-party collateral holder, receiving a collateral management certificate through which he can obtain financing from his bank.

Processor's warehouse to export warehouse

In the case of a processing plant, the cocoa beans received are cleaned before being processed. The processed semi-finished or finished product is stored in an export warehouse, or in the warehouse of a third-party collateral holder, in return for a collateral management certificate through which financing can be obtained from the bank.

NB: The latter stages (from processor's warehouse to exporter's warehouse) are not broken down within the value chain, since they are in-house operations.

Once the cocoa reaches the exporter's warehouse, domestic cocoa marketing comes to an end, giving way to export marketing.

The main marketing players

Many people are involved in domestic marketing, but very few are real players. To be a player, you either need an authorisation, as is the case for cooperatives, product buyers and exporters, or you need to make a contribution that influences the course of marketing; banks, collateral managers, transporters and insurers fall into this category. By their very nature, cocoa producers require no authorisation to sell their products.

Producers

Many farmers sell their produce to buyers who come to them, thus constituting the first link in the value or marketing chain. Their real numbers far exceed the number of registered farmers - since they also include tenant farmers, sharecroppers, etc. Some producers have formed cooperatives to market their cocoa.

Producer cooperatives

Cooperative status has changed dramatically in recent years. The early cooperative groups (GVCs) gradually gave way to cooperatives as umbrella organisations. With the entry into force of the OHADA Treaty, cooperatives were required to be legally-constituted bodies complete with a board of directors. They became known as cooperative societies.

By 2021, 800 such cooperatives were marketing cocoa. However, cooperative status does not automatically entail the right to trade in cocoa; to do so, cooperatives are required to apply for a code from the Conseil du Café-Cacao, which is only issued once certain documents have been presented and approved.

Cooperative status brings with it a number of tax breaks, including the non-payment of taxes on industrial and commercial profits, as well as exemption from the 2% duty payable on delivery of their produce. These advantages particularly appeal to buyers' cooperatives.

Buyers' cooperatives

Keen to benefit from the advantages granted to producers' cooperatives – in particular the non-payment of taxes on industrial and commercial profits, as well as exemption from the 2% delivery duty – buyers have formed cooperatives, since cooperative membership is free and is not the exclusive prerogative of coffee/cocoa producers. Buyers' co-operatives benefit from an additional advantage: the Conseil du Café-Cacao provides them with an operating code for no charge, as long as the buyers forming the co-operative are approved beforehand.

Buyers

Cocoa buyers are mostly Lebanese migrants who are well versed in trade. They are based in the towns, sub-prefecture and departmental capitals where their companies are domiciled. From their headquarters, they operate a network of pisteurs [trackers], who are responsible for collecting cocoa on their behalf. To do this, they provide the pisteurs with funds, vehicles and collecting equipment.

Buyers are the wholesalers in the value chain, insofar as they pool cocoa batches from several settlements and villages in their warehouses. As required by the conditions of their accreditation, buyers operate rented or self-built warehouses, and own purchasing equipment and, depending on their portfolio, delivery vehicles.

The accreditation process is governed by decrees that define the procedures. Several stages are involved. It should be noted that the accreditation of buyers is part of a series of accreditations – buyers, processors, exporters, third-party collateral holders, etc. – processed by an Approvals Commission. The procedure is described below.

In around mid-June, the CCC's Directorate General proceeds to establish the Approvals Commission, comprising a chairperson, a secretariat and several committees. These include:

- Committee 1: exporters, processors and third-party collateral holders;
- Committee 2: buyers and service providers;
- Committee 3: packaging plants, warehouses and storage plants;
- And so on.

The committees are in turn divided into sub-committees focusing on specific professions or activities. Committee 1, for example, has sub-committees for exporters, for processors and for third-party collateral holders.

The stages in the accreditation procedure are as follows:

- A press release published at the beginning of the season gives the starting date for accreditation, with the list of documents to be submitted in support of applications, and a deadline for applications;
- Applications are submitted to and registered by the Commission's secretariat;
- Applications are forwarded to the CCC's legal department for an initial review;
- Files are returned to the secretariat, which forwards them to the Commission's chairperson;
- Applications are then forwarded by the Chairperson to a technical sub-committee;
- The sub-committee analyses the applications using a software application, and returns them to the Commission;
- The Commission submits a list of successful applications to the Director General;
- The Director General of the CCC approves the files in accordance with Article 36 of the 2011 Order;
- Notifications are sent to applicants at the end of the approval procedure regarding their application.

Buyers approved in accordance with the procedure described above receive a product buyer's card. They are monitored in the field by monitoring committees (CDS) made up of:

- Prefect;
- CCC Regional Director;
- Regional Director of Agriculture;
- Gendarmerie Brigade Commander.

Exporters

Exporters play a major role in the marketing system. Their profession is regulated by decrees.

The approval procedure is as described above. The number of approved exporters varies from one season to the next. As a precautionary measure, and especially in view of the abuses recorded during the 2015–2016 crisis, due in part to an overly-large number of exporters, the CCC is limiting the number.

Processors

Processors are licensed in the same way as the other professions. Their numbers are very small because of the investment required to set up a plant. The term “Processors” covers both grinders (first-stage processing) and processors (second-stage processing).

Banks and financial institutions

Banks play an important role in cocoa marketing, by providing financing for operators. Alongside the major banks, whose numbers are slowly growing, there are numerous financial institutions helping smaller operators, and particularly cooperatives.

Third-party collateral holders

Third-party collateral holders act as “custodians” of produce on behalf of banks. As such, they act as a link between banks and operators in financing transactions.

Carriers

Carriers play an important role in the value chain, but are not licensed because their activity is not cocoa-specific. However, they are required to respect certain conditions regarding the good condition of their vehicles when transporting cocoa.

Warehouse keepers

Warehouse keepers are to be found at various points in the marketing chain, particularly in ports. As the condition of the warehouse can have an impact on produce quality, they are subject to approval. Each season, the CCC publishes a list of approved warehouses, including lighterage warehouses.

The marketing system

The farm gate

Three types of operator work at farm-gate level: the pisteur, the producers' cooperative and the buyers' cooperative. Produce buyers are approved by the CCC on an annual basis.

The pisteur. Travels to the farm-gate to collect cocoa direct from the farmer. He first checks whether the cocoa on offer meets the quality standards laid down by decree at the start of the season. If it does, he then weighs the cocoa.

As required by law, he is obliged to pay a guaranteed minimum price and to issue the producer with a Purchase Receipt, which he does before taking possession of the cocoa and loading it onto his lorry. The Purchase Receipt that he issues to the producer is the cocoa's identity card and must be used to trace the product. For that reason, it is required to include the following information: the weight of the cocoa, the number of sacks, the quality, the name of the producer and the place of purchase. Given the importance of the Purchase Receipt for monitoring the marketing process, the CCC pays particular attention to the ordering of books of Purchase Receipts by buyers. As a result, the Purchase Receipt plays a key role in marking the start of the value chain, with serial numbers that are carefully tracked using the SYDORE software program. The stub of the purchase receipt remains in the purchase book.

The buyers' cooperative. The cooperatives act in exactly the same way as the pisteurs. Indeed, they could be termed "pisteurs in disguise". They buy cocoa directly from the farmers and store it in their warehouses before delivering it to the buyer at the buying centre.

The producers' cooperative. The cooperative has representatives in the villages. It is these representatives who collect the cocoa that the members want to make available to the cooperative on a deposit/deferred-payment basis. If the payment is made too late, the cooperative is weakened, and its members sell their produce to the pisteurs for cash. This often happens during the main harvest, which coincides with the start of the new school year, when producers are under heavy pressure for money.

The buying centre.

This is where buyers, cooperatives and even some exporters operate storage facilities. Three levels of transaction take place here: 1) the pooling of cocoa collected from farms, which takes place in a buyer's warehouse or in a cooperative warehouse; 2) the delivery of stored cocoa to downstream operators; 3) the direct sale of stored cocoa to other operators in the buying centre itself.

- Cocoa purchased at the farm gate is pooled at the buyer's warehouse or at the cooperative warehouse at the buying centre. When new cocoa enters the warehouse, the information on the accompanying Purchase Receipt is entered in a Purchase Register. The Purchase Receipts for all purchases made on each day of activity are recorded in the Purchase Register.
- Delivery takes place when the buyer considers that he has sufficient quantities to make a delivery. He prepares the delivery, which volume depends on the payload of the lorry he has available or the lorry he intends to hire. Once the lorry is available, he loads the cocoa for delivery to an exporter or processor. Prior to loading, he prepares the sacks and checks the cocoa for moisture content and impurities. Finally, he completes a bill of lading, using the data in the Purchase Register. He then enters the data from the bill of lading into the CCC's SYDORE (Regional Operations System) computer program. If there is a match between the data in the Purchase Register and on the SYDORE program, the bill of lading is issued. This bill of lading accompanies the cocoa shipment until it enters the exporter's packing plant or the processing plant.
- Direct sale or transfer occurs when the buyer or the cooperative realises that there is nothing to be gained by making a long-distance delivery to a port-based exporter or processor. The sale is then made, at the buying centre, to an exporter-buyer or to an exporter's forwarding agent.

The cooperative. The cooperative is not approved in the same way as cocoa buyers are, but it does receive a code at the start of the season which enables it to carry out its marketing activities (see conditions for obtaining the code). Unlike the buyer, the cooperative does not buy the cocoa from the producer but receives cocoa from its members. Other than that, the cooperative is subject to the same product quality and transaction information requirements as the buyer. It must record the quantities collected from its members in a register, enter the relevant data on SYDORE and issue a bill of lading in accordance with the register.

The exporter-buyer. Some operators have felt the need to set up in producing areas. They benefit from the same conditions as exporters. When they have a weighbridge at the entrance to their warehouse, the CCC regards them as exporters in their own right.

At the plant entrance.

Loads of cocoa arriving at the plant have to wait their turn to be received. This can take days, depending on how busy it is. When a lorry is accepted for unloading, it undergoes the following operations:

- The bill of lading is handed over;
- The lorry is weighed on the weighbridge to obtain the gross weight;
- Some cocoa sacks are unloaded from the back of the lorry;
- Moisture and impurity levels are checked.

NB: On receipt at the plant, a threefold check is performed: CCC agents at the weighbridge check the weighing process, and inform the SAIGIC. Quality inspectors check the unloading process; they then carry out laboratory analyses and provide the results. Finally, checks are performed by the processor's agents when the lorry is unloaded. They also perform laboratory analyses. If their results do not agree with those of the quality inspectors, the processor/grinder can request a counter-analysis. The results of the counter-analysis under the aegis of CCC agents are regarded as definitive.

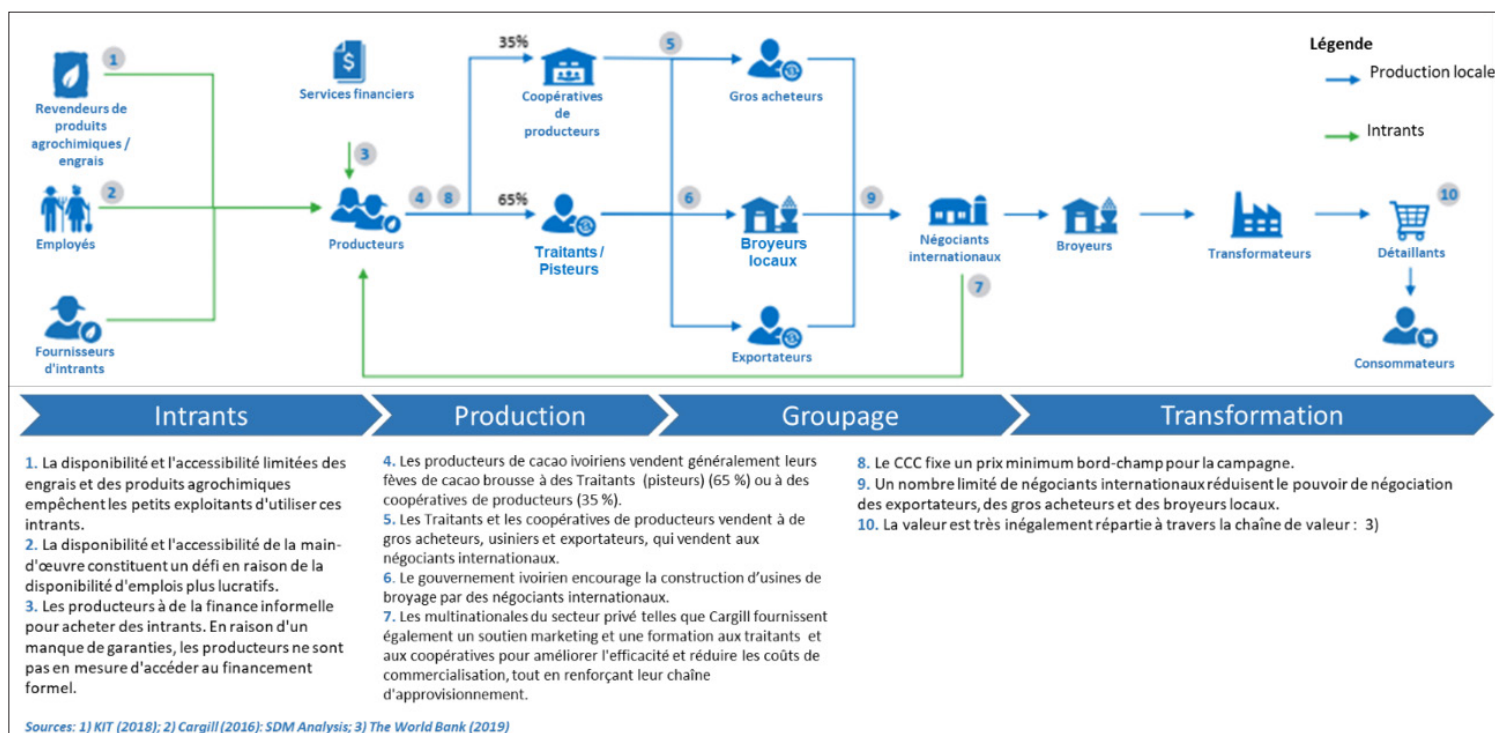
All product inspection and reception operations at the entrance to packaging and processing plants are described in this study in Section 6: Quality and Storage.

Representation of players in the value chain

Marketing shares of cooperatives and pisteurs/dealers

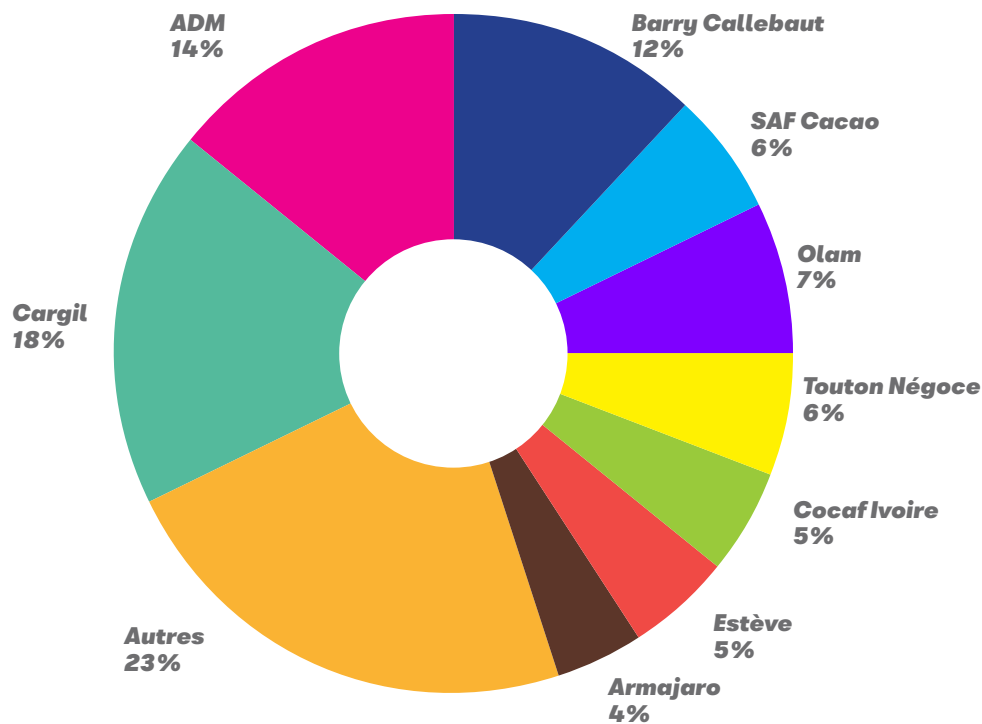
A diagram of the value chain is shown below. The cooperatives market around 35% of production, while pisteurs/dealers market the remaining 65%.

Diagram 2: Players in the value chain



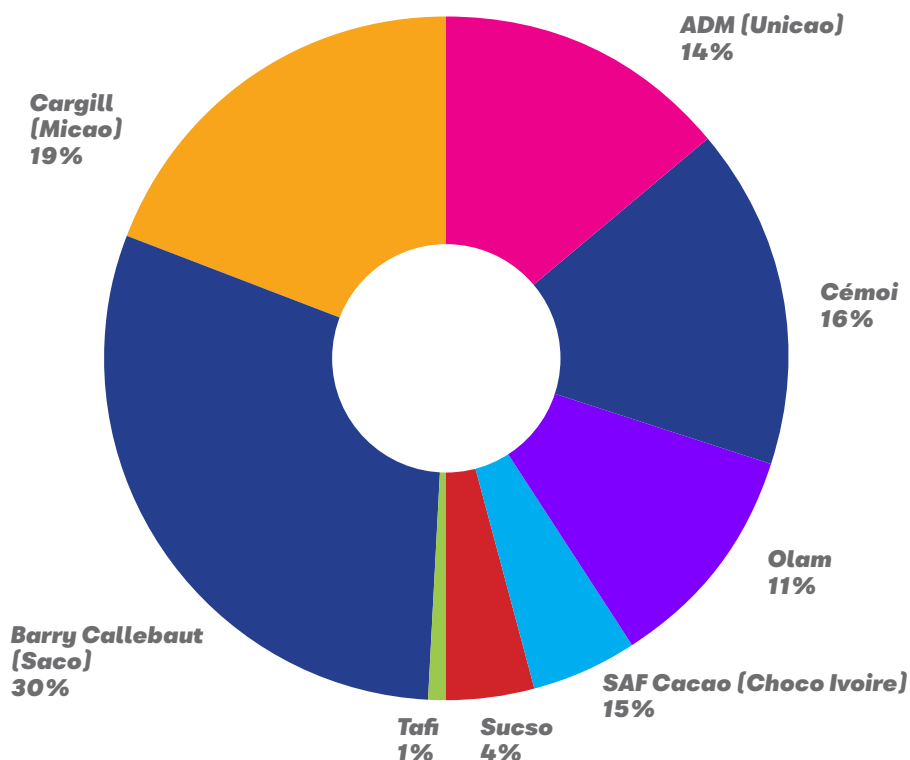
Marketing shares of exporters and processors of cocoa beans

The breakdown of market shares is something of a challenge, given that once the cocoa has been received by the exporter or processor, there ceases to be any need for disclosure. Nonetheless, some information is available from the study "The Dark Side of Chocolate: An analysis of the conventional, sustainable and Fair Trade cocoa chains" commissioned by the French Fair Trade Platform, May 2016. The graphs below refer to the 2012-2013 cocoa season.

Graph 1: Market shares of cocoa bean buyers in Côte d'Ivoire in 2013

Source: Study "The Dark Side of Chocolate: An analysis of the conventional, sustainable and Fair Trade cocoa chains"

The chart shows that in 2013, Cargill led the way in cocoa bean purchases with 19%, followed by ADM with 14% and Barry Callebaut with 12%. After this leading trio, came companies whose market share of cocoa beans ranged between 4% and 7%: OLAM 7%, SAF Cacao 6%, TOUTON Négoco 6%, COCAF Ivoire 6%, Estève 5% and ARMAJARO 4%. The other small operators together accounted for 23%.

Graph 2: Market shares of cocoa bean processors in Côte d'Ivoire in 2013

Source: Study "The Dark Side of Chocolate: An analysis of the conventional, sustainable and Fair Trade cocoa chains"

In recent seasons, there have been changes in the distribution of market shares. In 2015, ADM's bean- processing arm was acquired by OLAM. From 8 processors in 2013, there are now 12 processors, excluding small cocoa-residue processors. The table below shows the grinding capacity of each of these companies in 2021-2022.

Table 1 : Market shares of cocoa bean processors

Processor	Grinding capacity 2021-2022	Percentage share
CESO	212,474	32.82%
CARGILL COCOA	144,635	22.34%
OLAM COCOA PROCESSING	2,815	0.43%
OLAM PROCESSING CI	109,722	16.95%
CEMOI CI	49,409	7.63%
CONDICAF	2,625	0.41%
COMPAGNIE CACAOYERE DU BANDAMA	32,429	5.01%
CEMOI CHOCOLAT	12,143	1.88%
COMPANY PLOT	4,750	0.73%
TRANSCAO CI	24,460	3.78%
IVORY COCOA PRODUCTS	51,185	7.91%
TAFI SA	744	0.11%
Total	647,400	100%

Source: compiled from data supplied by CCC

Adding up the volume of cocoa ground by the OLAM and CEMOI groups, we obtain: OLAM: 112,537 tonnes, i.e. 17.38% market share and CEMOI: 61,552 tonnes, i.e. 9.51% market share in 2021-2022. After this group, the table shows CESO in first place with a 32.82% share of cocoa bean grindings, followed by CARGILL with 22.34%, the OLAM group 17.38%, the CEMOI group 9.51% and IVORY COCOA PRODUCTS 7.91%. Together, CESO, CARGILL and OLAM account for 72.54+ % of grinding capacity. Adding CEMOI, the capacity of the 4 major processors rises to 82.05%, which becomes 90.01% if IVORY COCOA PRODUCTS is included.

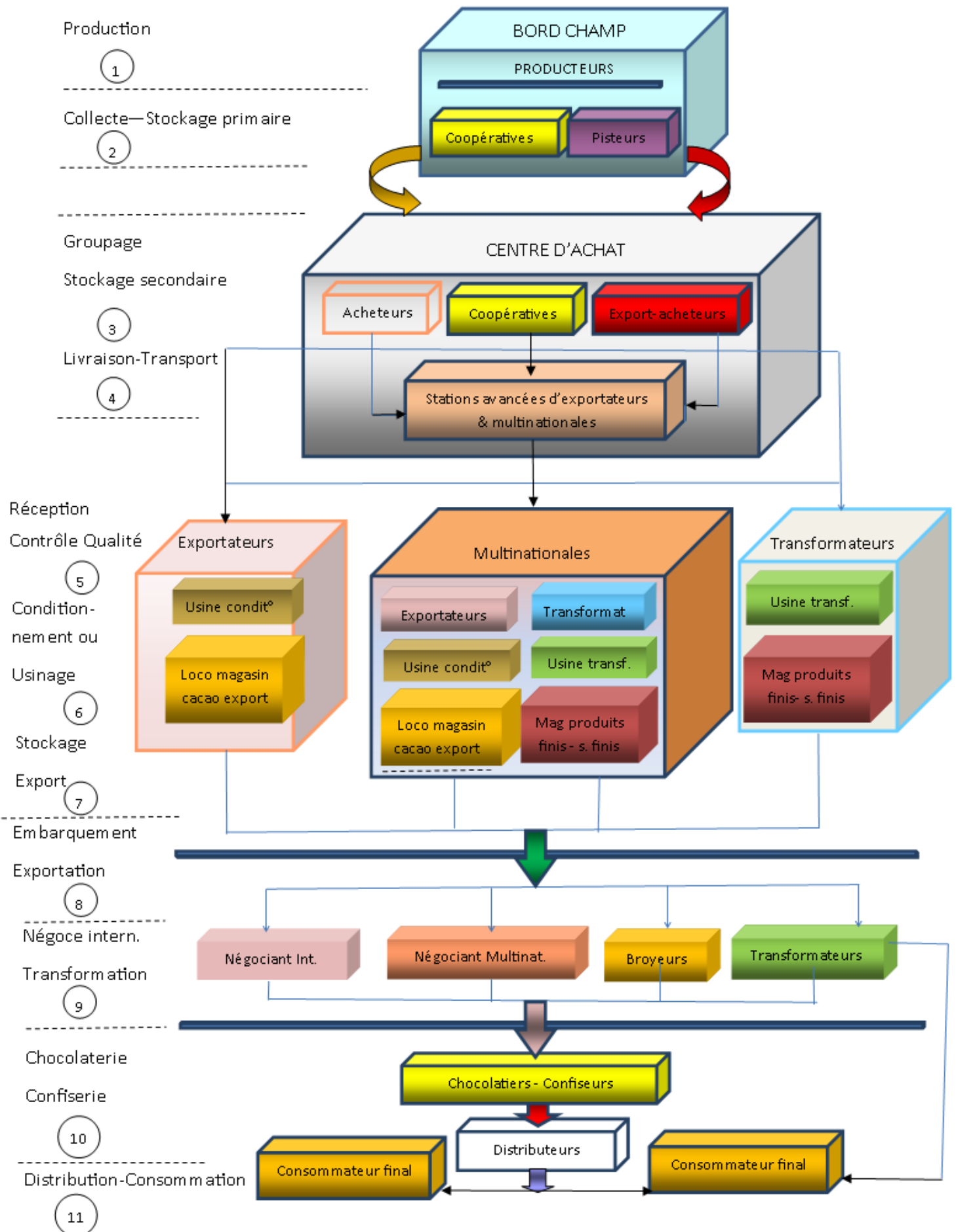
In terms of processing in 2013, the study provides the following breakdown: Barry Callebaut is in the lead with 30%, followed by Cargill 19%, CEMOI 16%, ADM 14%, OLAM 11%, SAFCACAO (CHOCO Ivoire) 5%, SUCSO 4% and TAFI 1%. The four Barry Callebaut companies, Cargill, CEMOI, ADM and OLAM, accounted for 90% of processing, leaving the last three, SAFCACAO, SUCSO and TAFI, with 10%.

The breakdown of the value of cocoa marketing shown in the table below gives 7% to producers, while processors and retailers together receive 87%. This highlights the disproportionate shares accruing to each of the players in the value chain. It is therefore in the interests of producing countries to make efforts to boost the processing of their cocoa at origin.

Table 2: Breakdown of the value chain

	Producteurs	Négociants	Transformateurs*	Taxes	Détaillants
% Répartition	7%	2%	43%	4%	44%

Source: 1) KIT (2018) - 2) Cargill (2016) - SDM Analysis 3) The World Bank (2019)

Diagram 3: Value chain from production to consumption

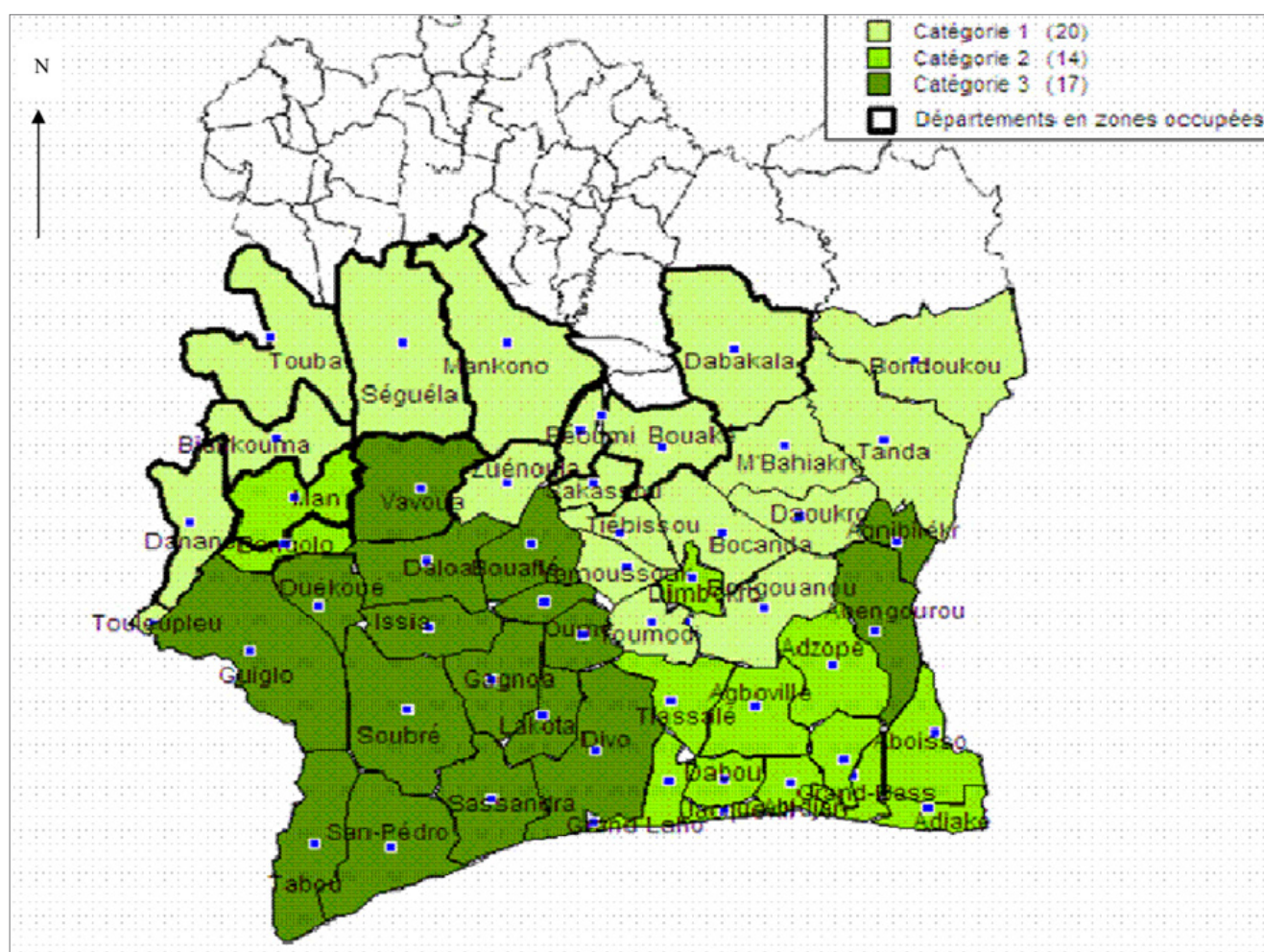
02 Domestic Flows

The geographical mapping of the value chain requires some categorisation of producing areas. One such study, carried out by a group of experts, sheds sufficient light on the characteristics of different producing areas. The experts identified 3 categories of producing département, with the following characteristics:

- **Category 1:** low production, mostly local residents, high illiteracy rate, high proportion of children, small contribution of agriculture to the economy. This category accounts for 2% of national cocoa production;
- **Category 2:** average production, average population mix and high literacy rate among farmers. This category accounts for 11% of national cocoa production;
- **Category 3:** high marketable cocoa production, largely native population, high literacy rate, low proportion of children and large contribution of agriculture to the economy. This category accounts for 87% of national cocoa production.

The authors then plotted the *départements* on a map, showing the categories identified; this map enables us to reproduce the internal flows of the value chain.

Diagram 4: Map of cocoa-producing area categories in Côte d'Ivoire



Source: Report by CI CTF/Groupe d'Experts - July 2006

The cocoa-producing départements identified by category are listed in the table below. There are 51 in all.

Table 3: Breakdown of cocoa-producing departments by category

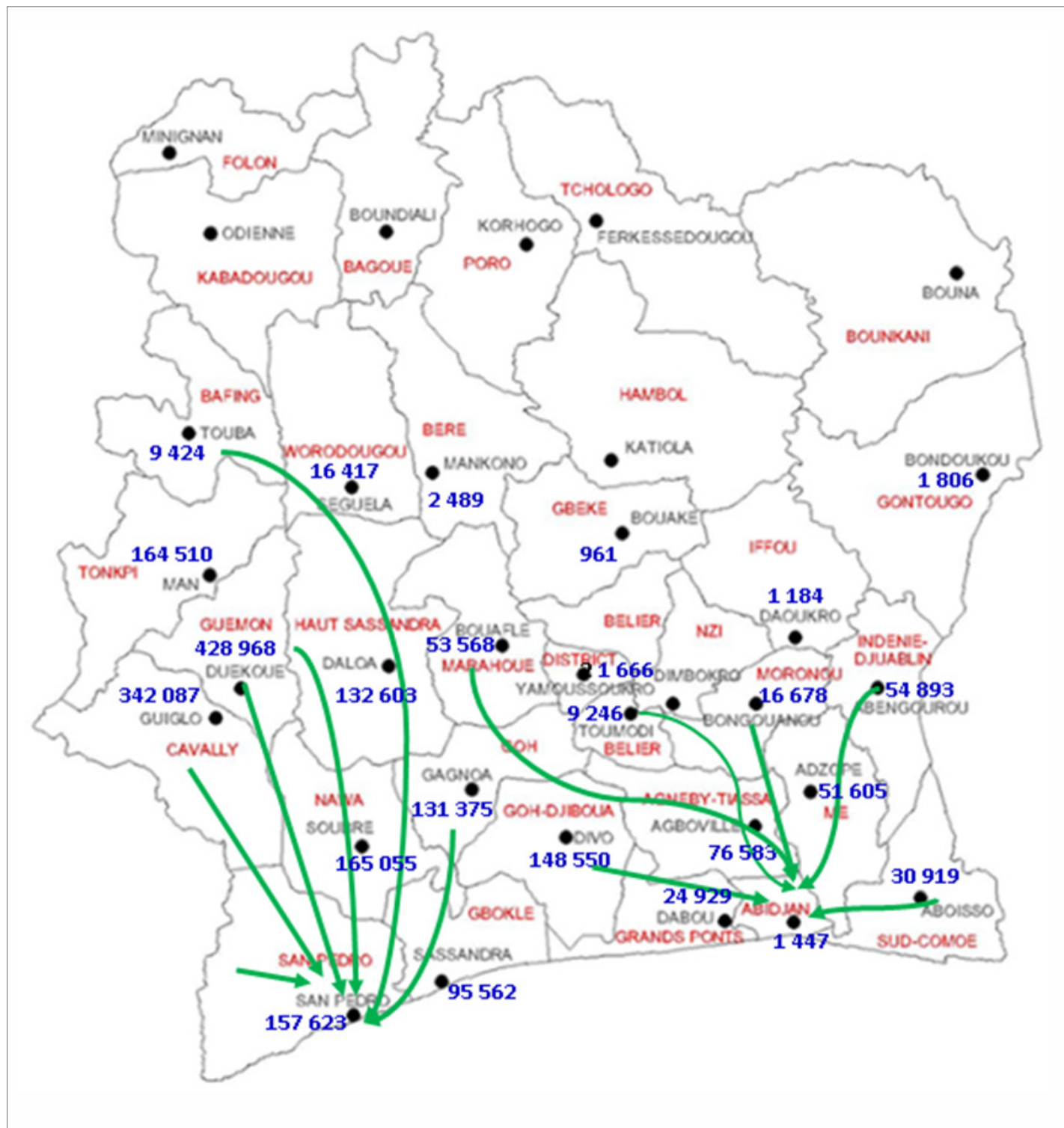
Categories	1	2	3
	MANKONO	DIMBOKRO	TABOU
	DABAKALA	JACQUEVILLE	SASSANDRA
	SAKASSOU	GRAND-LAHOU	AGNIBILEKRO
	BEOUMI	ABIDJAN	BOUAFLE
	TOUBA	ADIAKE	LAKOTA
	BOUAKE	GRAND BASSAM	SINFRA
	SEGUELA	DABOU	OUME
	M'BAHIAKRO	BANGOLO	DUEKOUÉ
	BIANKOUMA	ALEPE	ABENGOUROU
	TOULEUPLEU	MAN	GUIGLO
	TIEBISSOU	AGBOVILLE	GAGNOA
	BOCANDA	TIASSALE	ISSIA
	ZUENOULA	ABOISSO	DIVO
	BONDOUKOU	ADZOPE	VAVOUA
	TOUMODI		SAN PEDRO
	YAMOOUSSOKRO		DALOA
	TANDA		SOUBRE
	DAOUKRO		
	BONGOUANOU		
	DANANE		
TOTAL DEPARTMENTS	20	14	17

Source: Report by CI CTF/Groupe d'Experts - July 2006

Internal flows - Chart and description

Based on the categorisation data described above, it is immediately apparent that the major cocoa flows are found in the main producing areas: Duékoué, Soubré, Daloa, Issia, Sinfra and Guiglo. At this stage, with the statistics available, certain assumptions might usefully be made. The first is that cocoa is collected in the departmental capitals before being transported to the packaging and processing plants, most of which are located in the ports. The second assumption is that deliveries are made from buyers to exporters/processors or from cooperatives to exporters/processors, which means that transfers of produce between two operators in the same buying centre are not taken into account. The flows shown on the map reflect these assumptions.

Diagram 5: Internal cocoa flows



03 Data Tables

See Appendix 1

04 Value Chain Actor Profiling

Côte d'Ivoire became the world's largest cocoa producer in 1977-1978; by comparison, at independence in 1960, it produced just 60,000 tonnes. Since the 1970s, production has risen steadily. In the 2017-2018 cocoa season, output topped 2 million tonnes. This record production is primarily attributable to the producers.

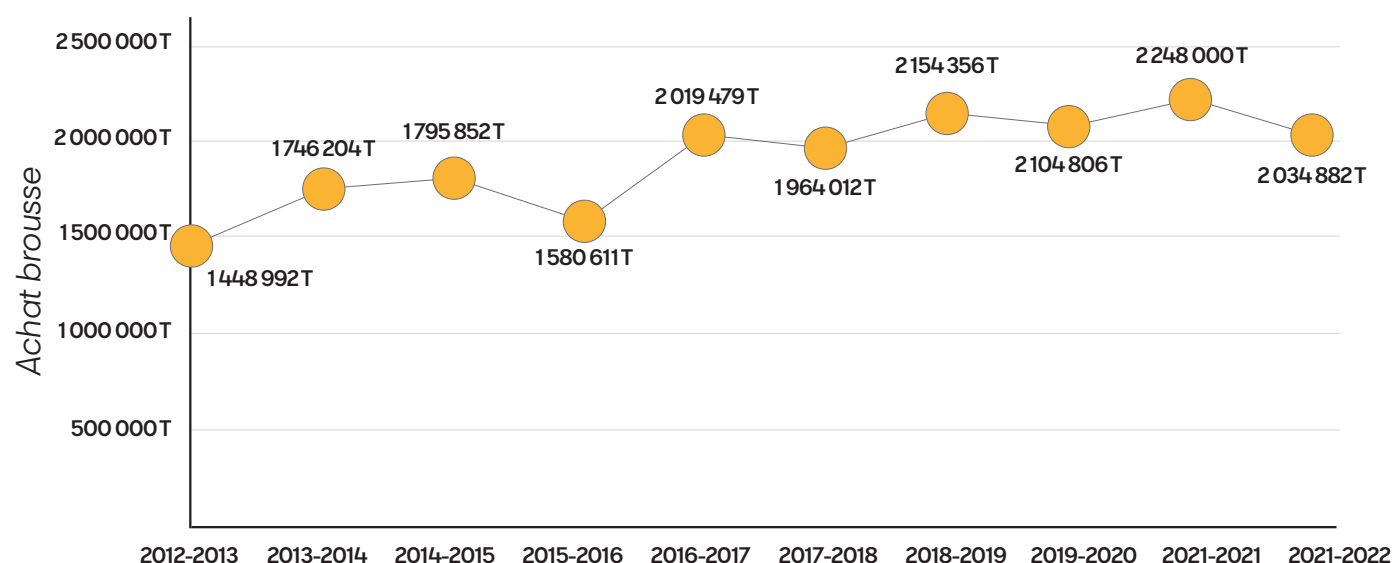
4.1 COCOA PRODUCTION

The table and graph below show production trends over the last ten years.

Table 4: Trends in cocoa production (in tonnes)

	2012 2013	2013 2014	2014 2015	2015 2016	2016 2017	2017 2018	2018 2019	2019 2020	2020 2021	2021 2022
TOTAL	1,448,992	1,746,204	1,795,852	1,795,852	2,019,479	1,964,012	2,154,356	2,104,806	2,248,000	2,034,882

Graph 3: Growth in cocoa production from 2012 to 2022



Source : Le Conseil du Café Cacao

Cocoa production in Côte d'Ivoire has risen dramatically over the last 3 decades. When Côte d'Ivoire gained independence in 1960, no-one foresaw such a future for cocoa. The country was banking on coffee, Côte d'Ivoire being the world's third largest producer after Brazil and Colombia. Coffee was the pride of the country; producers regarded it as far more important, in terms of revenue, than cocoa, whose production in certain regions was left to women, reflecting the secondary place it was felt to occupy. Côte d'Ivoire, then, has always put coffee before cocoa. Even today, people still talk about the coffee-cocoa pairing and never about cocoa-coffee, even though the production and positioning of the two products have changed radically over the years, both nationally and internationally.

Over time, growing cocoa became easier and less exhausting than growing coffee. Once the coffee berries had been harvested, they had to be left to dry for a fortnight or so, then shelled by hand using pestles and mortars [in the early days - later shelled by village hulling machines and then by industrial hulling plants]. The hulled coffee then had to be sorted by hand to remove black beans and other defects before being sold.

All these harvesting and post-harvesting practices were viewed as tedious and wearisome by the producers, who gradually abandoned coffee in favour of cocoa.

From the 1960s onwards, cocoa growing was encouraged by the political authorities. Agricultural research led to the introduction of new varieties to replace the Criollo and Amelonado varieties, which provided a single annual harvest. The recently-introduced Upper-Amazon Forastero variety allows two harvests a year: a main crop and a secondary mid-crop. But older cocoa farmers were slow to adopt the new varieties and replant their ageing cocoa farms. They needed help from the government, which distributed inputs (seedlings and fertilisers) and set up special supervisory staff called rural advisers to guide farmers in adopting new planting material and appropriate growing practices. These efforts by the government were highlighted in the study **Impact de Politique Etatique sur la Production Cacaoyère en Côte d'Ivoire** (Simplice Y. AFFOU, October 1993):

«To encourage production, from the second decade of independence onwards the state subsidised not only inputs (fertilisers, herbicides, pesticides) but also some production tools (spraying devices, etc.).

«These incentives covered several crops, including cocoa. For many years, cotton and rice growers received free seeds and fertilisers. Cocoa and coffee farmers were given free improved planting material and benefitted from subsidised prices for major production tools and various plant protection products. Subsidies also took the form of programmes financed in part or in full by the state. The three most important programmes were:

- **the cocoa regeneration programme, which mainly involved treating cocoa trees against pests. Phytosanitary treatment of all plantations was free of charge for farmers until 1971, and was therefore entirely financed by the Ivorian government;**
- **the cocoa extension programme, during which farmers received free seeds as well as cash bonuses;**
- **the coffee replanting programme. This programme required government intervention to facilitate farmers' access to key production tools and plant protection products, and included aid to farmers as compensation for the areas planted.**

From 1974 to 1989, the State, operating through the Caisse de Stabilisation, injected 103 billion CFA francs per annum into the Ivorian economy. During this period, agriculture received overall funding (including from the Caisse de Stabilisation) of 241 billion CFA francs, i.e. 15.6% of the total contributions made by the Stabilisation Fund to the Ivorian economy.

Within the agricultural sector, the coffee and cocoa sub-sector received just over 41 billion CFA francs, i.e. 17% of the funding allocated to the sector (Kouassi Atsé P., n.d., pp. 116-118).

Even with these efforts on the part of the government, there was little immediate response from growers. The turning point came when neighbouring Ghana experimented with a planting material that produced a large number of pods. The Ivorians nicknamed it “Ghanaian cocoa”, then “Cacao-Mercedes”, a nickname reflecting the increased output achieved using this variety.

By planting “Cacao Mercedes”, farmers realised that they could create new cocoa plantations that would be in production in just 18 months. The result was a veritable new gold rush: cocoa. The desire to take advantage of this new manna led to three phenomena: a mass exodus of certain Ivorian populations, immigration to Côte d'Ivoire of workers from neighbouring countries, and an invasion of people displaced by the war.

Mass exodus

The eastern, central-eastern and central regions, regarded in the 1960s as the Cocoa Belt, have by now lost soil fertility. Cocoa farms reliant on old planting material no longer produce, or produce an insufficient amount. Thousands of smallholders have left their cocoa farms and villages and headed for the centre-west and south-west of Côte d'Ivoire. Welcomed there by the local population, they have negotiated and secured plots of forest land that they have transformed into cocoa farms using improved planting material. In the centre-west, particularly in the SOUBRE region, these migrants' villages are named after their villages of origin, e.g. Petit-Tiébissou, Petit-Bouaké and so on. Every year, at the end of the main cocoa harvest, they return to their villages of origin to celebrate Paquinou. This festival, corresponding to the Christian Easter, provides the migrants with an opportunity to meet and celebrate together, and to settle all the unresolved problems within their families.

Immigration to Côte d'Ivoire by workers from neighbouring countries

The attraction of cocoa growing prompted people from neighbouring countries to migrate to Côte d'Ivoire. The first generations arrived and found work as agricultural labourers on coffee and cocoa plantations. Although it grew exponentially in the “Cacao-Mercedes” era, this immigration was by no means new. It dated back to the colonial period, and intensified following the declaration of independence in Côte d'Ivoire, as reported by this long extract from the study *Impact de Politique Etatique sur la Production Cacaoyère en Côte d'Ivoire* (Simplice Y. AFFOU, October 1993):

“In the early days of cocoa farming, labour was supplied exclusively through the family workforce. A discriminatory colonial policy prohibited the access of African planters to a foreign workforce. Similarly, the institution of forced labour by the colonial administration constrained Africans to perform chores for the administration and for European planters.

In this context, both the native populations and those of the neighbouring colony of Upper Volta (now Burkina Faso) were regularly recruited to serve the French administration and colonial authorities in Côte d'Ivoire. Faced with a shortage of labour in the Côte d'Ivoire colony at the time, the colonial administration attempted to divert workers from Upper Volta to the English colony of the Gold Coast (now Ghana). To this end, it annexed to the Côte d'Ivoire the region of Upper Volta with the highest migrant workforce. But this workforce, still subject to forced labour, did not benefit the local farmers, who were themselves servile workers for the administration. It was not until the abolition of forced labour (in 1946) that African planters were given the freedom to devote their entire workforce to their own farms. The liberalisation of the indigenous workforce also gave African planters free access to labour from outside the family. This was particularly true of the Upper Volta colony.

Access to this workforce was facilitated by measures taken at each of the two main stages in the country's political development. First, during the colonial period, and more specifically from 1951 onwards, workers from Upper Volta were sent to Côte d'Ivoire under a scheme run by the “Syndicat Interprofessionnel pour l'acheminement de la main-d'œuvre” (SIAMO). Then, during the period of independence, when SIAMO's activities ceased, the State of Côte d'Ivoire opened up greatly to foreign workers. This open-doors policy reflected the government's conscious choice of the liberal option in economic matters.

Just as it had instituted the free movement of capital, the government adopted an ultra-liberal immigration policy. This meant opening up the country to people of all origins, with no restrictions on their freedom of movement within the country or on the length of their stay.

At a time when foreign planters had just been expelled from Ghana, there was considerable interest in the integration of immigrants of African origin into Côte d'Ivoire. These immigrants, in particular the Burkinabè [natives of Burkina Faso], were allowed to broadcast news programmes in their own language on state radio and television, “on the same footing as all the country's major ethnic groups”. Under an omnipresent single-party government, no human group wholly escaped political control. In this context, foreigners of African origin joined the single party through the compulsory purchase of a membership card and participation in the activities of the party's national committees, the unavowed aim being to demonstrate that the party boasted a “strong following”. Moreover, immigrants were allowed to vote in all the country's elections, and were in that sense treated almost as nationals!

This ultra-liberal immigration policy attracted nationals from many African countries, particularly neighbouring states with “limited economic potential” (Raymond Denie, 1968) such as Burkina Faso and Mali. The immigration that followed continues to this day, as the figures below show:

- 1965: 1,000,000 immigrant inhabitants, i.e. 22% of the population.
- 1975: 1,760,000, i.e. 23%.
- 1988: 3,039,037, i.e. 28%

Today, these immigrants play a part in the country's agricultural development, either as hired labour or as farm managers. In cocoa farming, they make up the bulk of the salaried workforce, as nationals are reluctant to take on this role. Foreign agricultural workers are also very numerous on agro-industrial farms.

Although salaried labour is often cited as the key factor in the development of Côte d'Ivoire's plantation economy, the role of this workforce on smallholder farms, which account for over 98% of the country's cocoa and coffee output, should not be overestimated. In fact, only 16% of these farms use full-time salaried labour, which accounts for only 9% of the agricultural workforce. One reason for the small size of this workforce is that, generally speaking, smallholder farm owners are themselves directly involved in farm work, making up the bulk of the workforce mobilised on the plantations (88% of farm workers).

Many immigrants have succeeded in establishing themselves as farm owners/managers, first in the forested areas of the south-east and then, over the last twenty years, in the south-west of Côte d'Ivoire, where they are among the major cocoa producers. The massive influx of immigrants into Côte d'Ivoire was also encouraged by the expulsion of "non-Ghanaian" farmers from Ghana in 1969. In agricultural areas, the number of immigrants depends on the state of the agricultural economy. Thus, former cocoa-producing areas, now in decline, are being abandoned in favour of relatively more flourishing areas such as the south-west (Affou and Tano, 1991 and 1992).

In addition to these conditions favouring full exploitation of the two key factors for cocoa expansion (availability of land and labour), a range of incentives have been introduced, the two most important being subsidies for inputs and the fixing of guaranteed prices for the main agricultural export commodities."

Immigrants therefore flooded into Côte d'Ivoire, one generation after another, drawn by incentives and by the highly favourable terms offered by the host authorities. As they had their labour to sell, they were able to take advantage of various forms of sharecropping. For example, the "Aboussan" system, under which one third of the harvest goes to the tenant farmer and two thirds to the farm owner, or the "plant-and-share" system, under which the worker is given direct access to a pre-agreed share of the plot of forest or fallow land planted and worked by the owner. Later generations of immigrants thus no longer sought work simply as farm labourers. They first settled in the centre (MARAHOUÉ and Haut SASSANDRA regions), then in the centre-west (NAWA region), and finally in the south-west (SAN PEDRO region). There they set up their own cocoa farms. As their numbers grew from year to year, they overflowed the forest plots acquired from their hosts, who had now become their compatriots in Côte d'Ivoire, and established their own plantations, often encroaching on protected areas and classified forests (for example, the classified forests of MARAHOUÉ and TAI). Eventually, they established settlements which gradually grew into villages or even towns populated mainly by members of their own community. The towns of GARANGO (BOUAFLE), BONON (DALOA) and MEAGUI (SOUBRE) are perfect examples.

With the establishment of so many cocoa farms, labour is in short supply. Immigrant farmers are actively seeking workers, however young, much to the dismay of the awareness campaigns run by the authorities in the host country.

An invasion of people displaced by the war

The countries to the west of Côte d'Ivoire have often been devastated by civil wars. People fleeing wars in Liberia and Sierra Leone, belonging to the same language group as their brothers living across the border in Côte d'Ivoire, quickly found asylum there. With their hosts' arable land in short supply, the war-displaced people, now assimilated into the indigenous population, have settled in the classified forests close to their reception point.

The combined consequences of the three phenomena described above have an inevitable impact on cocoa production, marketing and trade.

Production characteristics

Average cocoa yields are still very low, fluctuating between 400 and 600 kg/ha/year (Manuel de la Cacaoculture -040415.pdf February 2015).

The Guide to Good Practice published by the CCC notes that:

"Today, Côte d'Ivoire is the world's leading cocoa-producing country, supplying 40% of the world's cocoa, produced mainly by around 800,000 small cocoa farmers on whom more than eight million people depend. Cocoa generates over 15% of GDP and over 40% of export earnings. Despite this prominent position in the Ivorian economy, the average yield is 500 kg of cocoa beans per hectare, i.e. 1/3 of the average yield in Indonesia, and small cocoa farmers face enormous difficulties in terms of soil infertility, low productivity, average quality, poor farm management, ageing orchards and ageing farmers, the

worst forms of child labour, difficult climate conditions and social instability resulting from the migration of young people who find cocoa production unappealing. Another weakness that needs to be addressed is the lack of educational and health infrastructure, and of access to drinking water and electricity in producing areas. All this increases poverty levels among cocoa farmers and their families and could considerably reduce cocoa production and, in turn, global supply". (Guide to Good Practice).

In 2018-2019, cocoa production rose to 2,130,000 tonnes, from a total area of 2,522,170 ha under cocoa alone plus 588,160 ha under coffee and cocoa; this translates to an average yield of 542 kg/ha. Only 20% of this area is planted with improved planting material. In addition, some 483,120 hectares have been established in protected areas (in classified forests), i.e. 15% of the 3,220,800 ha of coffee-cocoa surveyed (counted) during the census.

CCC statistics show that since the 2016-2017 campaign, when the 2 million tonnes mark was first passed, cocoa output has constantly remained above this historic figure. Following a slight dip in production in 2017-2018 to 1,964,012 tonnes, production soared to 2,248,000 tonnes in 2020-2021.

To better understand and interpret these data, we need to go back a few years for a brief review.

By the 1990s, the cocoa market was in a state of decline due to a surplus of supply over demand. Faced with this negative situation and the ensuing low prices, Côte d'Ivoire unilaterally withdrew from the market. This led to an unprecedented crisis in the coffee and cocoa sector and, by extension, in the Ivorian economy as a whole. Donors, the Bretton Woods institutions and the European Union, came to the country's aid, taking a number of measures. Among other things, Côte d'Ivoire was urged to: 1) abandon the system of stabilising cocoa farm-gate prices practised until then by the Caisse de stabilisation; 2) allow its domestic marketing to float by introducing an indicative farm-gate price. In other words, marketing was liberalised.

The consequences of these donor requirements soon disrupted both the production and the marketing of coffee and cocoa. Farmers, poorly paid for their harvests, paid little attention to crop-growing techniques, post-harvest practices and so on. Production went into decline. Cocoa quality deteriorated as producers, buyers and exporters pooled good-quality and poor-quality produce. The producers' representatives at the head of the coffee and cocoa marketing structures mismanaged the sector to such an extent that they were eventually replaced by a management committee. In 2009, it was this management committee that drew up a relevant and ambitious programme to tackle the ills of the coffee and cocoa sector: the "2QC".

The 2QC is broken down into Q1= quantity; Q2= quality; C= growth.

In 2009, the 2QC's aims were:

- To stimulate coffee and cocoa production through research into improved planting material and training for growers, as well as providing plant protection products and fertilisers for plantations;
- To ensure scrupulous compliance with quality standards through the adoption of good post-harvest practices, and avoid mixing healthy products with poor quality products in order to shift them along the domestic marketing chain;
- To ensure a living income for producers through the effective payment of a guaranteed price, the commitment and presence of the State in the sector, and investment in rural areas to improve farmers' living conditions.

The 2QC, thus defined and accepted by all, was intended to provide a framework for virtually all programmes implemented in the coffee and cocoa sector. The government, donors, development partners, exporters, manufacturers, buyers and producers lent their support to the 2QC.

In 2012, the coffee and cocoa sector underwent an in-depth reform. In 2014, this reform led to a redefinition of the 2QC's specific objectives and strategic areas, as shown in the box below.

STRATEGIC AREA	CONTENT/MAJOR ACTIONS
<p>AREA 1: Improve the productivity of coffee and cocoa farms</p> <p>Aim: Sustainable intensification of the production system, respecting social and environmental standards</p>	<ul style="list-style-type: none"> • Increase the national average yield to 1 tonne per hectare by: (i) replanting 800,000 ha of old cocoa plantations (80,000 ha/year) and 400,000 ha of old coffee plantations with improved plant material made available by strengthening plant material production capacities (hybrids, in vitro plants and grafts); (ii) rehabilitating 1,000,000 ha of potentially productive cocoa farms by facilitating producer access to pesticides and fertiliser; (iii) training at least 250,000 producers each year in sustainable production techniques using modernised extension approaches (including NICT), among them improved and regionalised technical procedures promoting sustainable management of soils, diseases and pests. • Intensify the fight against Cocoa Swollen Shoot Virus (CSSV) disease by consolidating and leveraging the scientific knowledge acquired, continuing research into resistant varieties and methods of early CSSV detection, and adopting measures to support producers in uprooting and replanting infected farms. • Promote the diversification of farm activities with a view to improving food security and securing and diversifying farmer incomes. • Promote the mechanisation of certain activities to lighten the labour load and attract young people to coffee and cocoa growing.
<p>AREA 2: Improving quality, traceability and sustainability standards</p> <p>Aim: Maintain the good physical, chemical and ethical quality of Ivorian coffee and cocoa over the long term, to avoid losses in export earnings due to price reductions.</p>	<ul style="list-style-type: none"> • Strengthen training in post-harvest techniques through updated training tools and curricula that take account of all quality standards (physical, health-related, ethical) with a view to improving the on-farm quality of products and better meeting consumer requirements; • Step up unannounced checks and health checks on produce in the internal production and marketing chain, with a view to improving the effectiveness of the quality control system implemented since 2012; • Coordinate certification projects to improve impact assessment and enhance their credibility; • Draw up and implement a national sustainability standard adapted to the sociocultural realities of Côte d'Ivoire, taking account of consumer requirements and incorporating a harmonised traceability system.
<p>AREA 3: Improving product marketing</p> <p>Aim: To help improve the incomes of players in the coffee and cocoa value chain and enhance the image of Ivorian products on the international market.</p>	<p>Consolidate the achievements of the implementation of the marketing system introduced by the 2011 reform by:</p> <ul style="list-style-type: none"> • Improving and securing management procedures and documents, implementing a transport equalisation mechanism (implementation of a short-term test operation) and securing financial transactions; • Strengthening the mechanism for monitoring compliance with the guaranteed purchase price and quality set up during the 2012-2013 season; • Supporting small and medium-size exporters and exporters' cooperatives through the implementation of a programme known as the Programme de Renforcement des Capacités des PMEX COOPEX (PRC-PC), which involves identifying, diagnosing and helping to finance their activities.

STRATEGIC AREA	CONTENT/MAJOR ACTIONS
<p>AREA 4: Promoting the processing, consumption and use of products and by-products</p> <p>Aim: Add greater value to coffee and cocoa production</p>	<ul style="list-style-type: none"> • Strengthen the competitiveness of local industries through: (i) appropriate incentive measures; (ii) the acquisition and adaptation of technologies to the constraints [capacity, level of investment, products for local and regional markets] of micro, small and medium-sized industries (iii) promoting the development of national industries with high added value, and local small and medium-sized industries with the involvement of producers and their organisations. The aim is to achieve domestic processing rates of 50% for cocoa and 35% for coffee by 2023; • Formulate and package products tailored to consumer diversity; • Further encourage the local and regional consumption of coffee and cocoa products by carrying out tests and by promoting new products recognised for their nutritional qualities and health benefits; develop speciality coffees and terroir cocoa with a view to achieving local and regional consumption rates of 15% for cocoa and 25% for coffee; • Create a pilot centre for the integrated use of cocoa and coffee by-products, and disseminate tools and technologies for their use, in particular for the production of edible mushrooms from cocoa pod shell and coffee husks, and the production of 40-45% ethanol from the fermented juice of cocoa beans.
<p>AREA 5: Community development</p> <p>Aim: Contribute to a significant improvement in the living conditions of producers and their communities</p>	<ul style="list-style-type: none"> • Consolidate and continue to build basic community infrastructure. Every year, 6,000 km of rural tracks will be built, as well as 10 primary schools with 6 classrooms, teachers' accommodation and canteens, 5 health centres, 200 village water-pumps and 2 gendarmerie brigades, financed by the Rural Investment Fund (FIMR) managed by the Conseil du Café-Cacao; • Strengthen the mobilisation of resources from technical and financial partners, as well as from partners in the private sector, other organised industries (rubber, palm) and donors, by organising round tables within the framework of the PPPP; • Encourage beneficiary communities to help to identify their needs and the contributions they can make (financial and/or in kind); the aim being to facilitate ownership and proper management of the infrastructure made available to them.
<p>AREA 6: Professionalizing producers and their organisations</p> <p>Objective: To encourage the creation of viable professional agricultural organisations and ensure their long-term economic and social development.</p>	<ul style="list-style-type: none"> • To carry out a diagnostic analysis and assessment of cooperative societies in the coffee-cocoa sector with a view to professionalizing them by drawing up and implementing a support plan; • Define and implement, in the short and medium term, a sustainable mechanism for financing the activities of cooperatives and producers; • Implement a programme to encourage a new generation of young coffee and cocoa producers, including women.

Given the low yield per hectare, the government has undertaken to initiate programmes aimed not only at increasing production and yield, but also at preserving forest cover. Loss of forest cover over the last 30 years is estimated at 70%. These programmes, known as “Sustainability Initiatives”, have been launched by the government with input from the cocoa industry and its partners.

In order to channel maximum energy into the cause of cocoa and forestry, a platform has been set up known as the Public-Private Partnership Platform (PPPP). It brings together the government, cocoa manufacturers, exporters and development partners. Several programmes have been launched within the PPPP framework, the majority of them directly linked to the coffee-cocoa sector. The most important of these programmes are described below.

Improving farm production and the quality of 2QC outputs.

In June 2014, by means of a three-year contract-plan (2013/2016), the Conseil du Café et du Cacao entrusted FIRCA with the implementation of the applied research and agricultural advisory components of this programme. FIRCA in turn enlisted the support of two service providers: CNRA and ANADER, as well as private operators. CNRA was responsible for applied research to generate technologies. ANADER was responsible for building farmers' technical capacity for sustainable cocoa and coffee production, and for supporting the replanting of cocoa farms infected by swollen shoot virus disease, as well as supporting the organisation of cooperative societies.

This three-year programme was financed to the tune of 12.903 billion CFA francs by the Conseil du Café et du Cacao. In 2014-2017, it produced the following results, as shown in the April 2019 FIRCA report entitled: "Programme for improving the productivity of coffee and cocoa plantations: Technical and financial report on terminating the programme".

In the fight against swollen shoot disease:

- National infection rate: 9.38%;
- Localities affected: 10263;
- Number of producers alerted: 298,364 ;
- Area uprooted: 21,867 hectares;
- Area replanted: 7,715 hectares;
- Loss of cocoa household income: 20%;
- Vector: the mealybug;
- Reservoirs/hosts: 25 plant species (9 food crops, 10 shade plants and 6 weeds).

Combatting pests and diseases:

A list of the most damaging cocoa and coffee pests and insects has been drawn up, including mirids, pod rot, stem borers, defoliators and bark beetles. Their peak pressure periods by region have also been established.

Training and capacity building for producers:

- 37,527 training plots were set up, including 1,848 plots for combating swollen shoot virus;
- 557,359 producers were trained;
- 109,467 hectares of cocoa were created by new planting, replanting old cocoa farms and increasing planting density.

At the start of the 2018 season – more precisely on 22 January 2018, at Okoukoffikro (Bouaflé) – a new three-year Farm Production and Quality Improvement programme was launched, this time under the direct control of the Conseil du Café et du Cacao. The aim was to intensify the uprooting of 100 ha of cocoa plantations infested with swollen shoot virus disease.

By 30 September 2021, some 105,015 ha – compared with 21,687 ha during the first programme – had been uprooted, to the great satisfaction of the CCC, which intends to continue the project in view of the discovery of new areas of infestation. By 30 June 2022, an area of 25,971 ha had been uprooted during the 2021-2022 season.

The CCC is intensifying its efforts to get to grips with a cocoa disease that is continuing to colonise new plantations.

Under the 2QC initiative, certification companies will be introduced into the production and marketing system, among them Fair Trade, Rainforest Alliance, Solidaridad and UTZ. These organisations set standards in accordance with which the commissioning companies undertake to buy cocoa in return for a premium. Teams of inspectors visit the participating co-operatives to rate their compliance with these standards.

Cocoa produced in accordance with the prescribed good pre-harvest and post-harvest practices and compliant with the implemented standards is labelled **certified cocoa**.

The volume of certified cocoa has increased year on year, which augurs well for an improvement in quality. Unfortunately, according to some surveys, producers are only vaguely aware of certification, as shown in the following passage from “Qui sont les planteurs de cacao en Côte d'Ivoire” by AFD (April 2020).

Lack of awareness of certification among certified growers

In a survey on certification carried out in 2017 for the European Union, we concluded: “At least 40% of growers don't understand much about certification, as they are unfamiliar with the generic term and even less familiar with the names Rainforest Alliance, Utz and Fairtrade. All they know is that they are more or less part of a 'project' and that, in theory, they have a few rules to respect and a premium to hope for”.

In a survey carried out in 2019 by Alex Guillet involving 237 growers, mainly on other subjects, only touching on the issue of certification, and therefore with less risk of bias by the interviewers, we found that the lack of information provided to growers was even more “alarming”: among growers receiving a premium, 39% did not know where the premium came from; 38% believed it came from the cooperative and 8-9% though it was from the exporter. Only 13% received an Utz, RA or Fairtrade label. This finding clearly reveals something of the extent to which cooperatives are keeping information from the growers, although this is of little concern to the exporters and the chocolate industry in general, or to the management of the certification agencies in Europe.

The cocoa farmer in Côte d'Ivoire is therefore “in the process of being certified”, but he himself is not always aware of this ... and does not know exactly what he stands to gain; he is more or less aware that he is being manipulated, even though he is strongly encouraged by the system to provide a very positive assessment, if he wishes to avoid reprisals. On the other hand, certification is good business for cooperative management, audit firms and, above all, certification agencies. The system can undoubtedly evolve in a more positive way for growers, but by freeing up cash flow based on uncontrollable criteria, certification inevitably becomes a breeding ground for structural fraud.

As these are major financial interests, far removed from the notions of “transparency” or “traceability” used by the players involved, scientific research finds it very difficult to enter the black box. Proper investigation would require input from financial, legal and police institutions. But even the big names in international trade are denouncing the aberrations behind these “sustainable standards” [Chambers 2019]. Let's assume that the grower has something to gain from a debate between possible improvements and the abolition of these standards...”.

4.2 THE PRODUCER

The Census of Coffee and Cocoa Producers and their Farms (RPCCV) carried out by the Conseil du Café et du Cacao from 15 April 2019 to 31 December 2020, noted the following findings regarding producers [source CCC, *Journée Nationale du Cacao & du Chocolat (JNCC) 8th edition*]:

- 993,031 registered producers, 8% of whom are women and 92% men;
- The average age of coffee and cocoa farmers is 44, while over 60% are over 40 years old;
- The number of people living in farmer households is 3,027,290, of whom 961,002 (31.7%) are children aged 0-17;
- There are 761,912 children aged between 5 and 17, of whom 540,958 are enrolled in school, representing an enrolment rate of 71%;
- The total area of coffee and cocoa plots surveyed was 3,220,800 ha, including 2,522,170 ha for cocoa, 110,470 ha for coffee and 588,160 ha for combined coffee and cocoa crops;
- Of the 3,220,800 ha of plots surveyed, 483,120 ha (15%) are located in classified forests.

Farmers' incomes

Stabilising farmers' incomes is a major objective of government policy. It is also the basis of the cocoa sales policy, which requires at least 60% of the market price to go to the producer. Improving farmers' incomes depends, among other things, on the productivity of their farms and on favourable market prices. As the government has no control over world prices, it can only act through production and productivity. The CCC is taking action in this direction, notably by supplying inputs (cocoa plants, pesticides, fungicides, etc.). Following record production in 2016-2017, it stopped distributing seeds, while continuing to supply other inputs. But the question remains: is stabilising farmers' income sufficient to improve it? Here's the CCC's answer: "Cocoa farmers' incomes have seen a rollercoaster ride since the last reform of the sector. After rising steadily until 2017 as a result of higher production and prices, farmers' incomes fell suddenly and drastically by 33% during the 2017-2018 season". It is therefore clear that allocating 60% of the market price to producers does nothing to improve their income. Even so, coffee and cocoa farmers received a cumulative gross income of 16,792 billion CFA francs from 2012-2013 to 2021-2022, or an average of 1,865.77 billion CFA francs per crop year. Taken as a whole, this gross income seems satisfactory, but what about the income of the individual producer in relation to the recommended living income?

The Cargill study cited above estimates the average income of an Ivorian cocoa farmer at US\$2,707/person/year, or FCFA 1,488,850/person/year (1 dollar = FCFA 550). This compares with an estimated living wage of US\$5,676/person/year (LicoP/Ankar(2020)), or 3,121,800 FCFA (1 dollar = FCFA 550). Hence, the income of a cocoa farmer in Côte d'Ivoire represents 47.69% of the minimum subsistence income, a relatively low level of income even if it is slightly above the "extreme poverty" income of US\$2,276 (True Price(2018)), or 1,251,800 FCFA/person/year. Given the current state of affairs, i.e. the regulations implemented by the CCC, is there any possibility of improving producers' incomes?

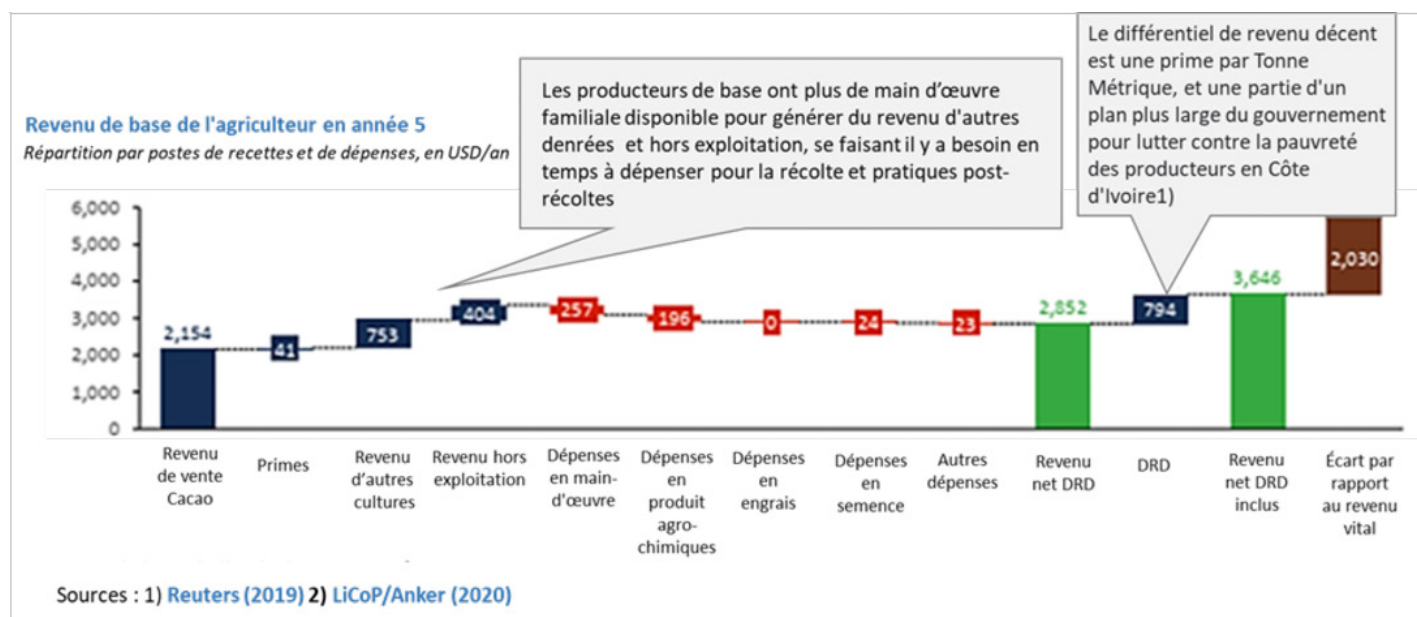
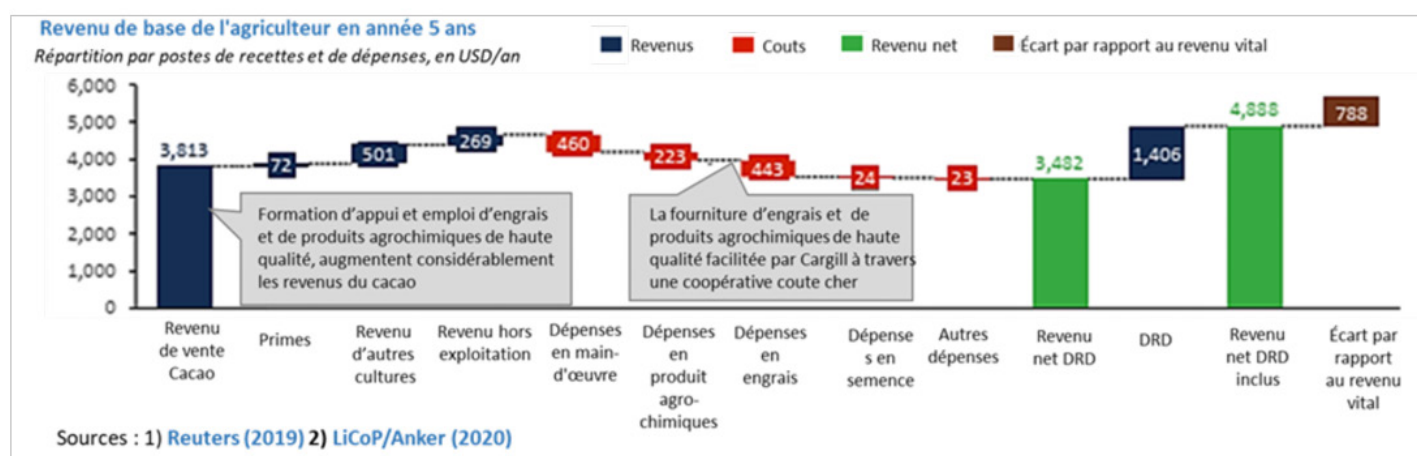
Seeking ways and means of improving farmers' incomes

The CCC is the first body concerned with improving farmers' incomes. We might usefully recall that in 2019 an agreement was signed with chocolate manufacturers, traders and processors to introduce a Living Income Differential (LID). At the initiative of Ghana and Côte d'Ivoire, the agreed LID of 200,000 CFA francs per tonne of cocoa exported should be paid to producers on top of the world market price. The DRD agreement was signed in 2019 and implemented in 2020. To be effective and achieve its objective, the LID had to be accompanied by a positive origin differential.

Unfortunately, in the course of its application, manufacturers, traders and processors allowed the cocoa market to work against origins, to the point where origin differentials became negative. This wiped out the desired effect of the LID. According to Reuters, since 2020, the date of application of the LID, the origin differential has been negative, cancelling out de facto the benefits of the LID" (Bulletin LA Bonne Gouvernance). This situation will be of concern to Ghana and Côte d'Ivoire.

"On 8 July 2022, in Accra, Ghana and Côte d'Ivoire signed a joint initiative (the Côte d'Ivoire - Ghana Cocoa Initiative) with 16 cocoa manufacturers, traders and grinders to improve sustainability in the sector. The 16 manufacturers, traders and grinders who signed the agreement, known as the "Economic Pact", were : Barry Callebaut, Blommer, Cargill, Ekom, Ferrero, GCB COCOA, Hershey, JB COCOA, Mars, Mondelez, Nestle, Olam, Puratos, Sucden, Tony's, Touton.

Producers, NGOs and multinationals are desperate to increase farmer incomes. This led Cargill to commission the study: "SDM Analysis Cargill Cocoa and Chocolate (Feb. 2021)". In this study, possible income-improvement models were analysed and compared to the basic situation of the producer as shown in graphs 4 and 5:

Graph 4: Baseline farmer income in year 5**Graph 5: Income of farmers supported by a multi-national company**

These figures show that, for a basic farmer, the net income from cocoa is around US\$2,824 lower than the living wage, a gap that would be reduced to US\$2,030 if he were granted the Living Income Differential (LID).

For a farmer benefitting from training, quality fertilisers and agrochemicals, all supplied by a multinational like Cargill through a cooperative, net income increases considerably to around US\$3,482. The gap between this income and the living wage would then be in the region of US\$2194, a gap that would be reduced to US\$788 by applying the LID.

Conclusion: This study shows that assistance to producers by a multinational significantly increases their net income. However, this income is still below the subsistence level, even when the LID is applied. What measures are recommended to remedy this situation? Financing.

Access to finance

Cocoa farmers have no access to bank finance. They do try to save during the main and mid-crop harvests. But these savings quickly run out as soon as the lean season begins, i.e. from mid-July to mid-September, with August being the hot month. It is during this period that the farmer becomes extremely vulnerable. He then resorts to borrowing from his cooperative, if it is capable and viable, or from a large buyer in his administrative *département*. What collateral does he offer his creditor? He mortgages part of his future harvest, which he will be collecting within a month or two. The farmer's situation is exacerbated if he has children to send to school. As well as covering the lean period, which mainly involves food and care, the farmer has to pay for his children's school fees. This increases his borrowing and his dependence on the creditor.

4.3 COOPERATIVES

There are almost 4,000 co-operatives (3,719 co-operatives in 2019-2020, source CCC) which together co-ordinate between 30% and 40% of cocoa producers. These cooperatives take the place of *pisteurs* and buyers for 15% to 20% of production (generally accepted figures). Cargill puts the figure at 35% (SDM Analysis, Cargill cocoa and chocolate, 17 Feb 2021). Their main activity is generally the primary collection and marketing of products (European Union, 2017).

However, it would appear that many cooperatives are failing to function as producer organisations, while others are plagued by numerous institutional weaknesses. The older cooperatives now have to compete with a new kind of cooperative known as “*pisteurs*’ cooperatives” or “dealers’ cooperatives”. These “dealers” and “*pisteurs*” take advantage of the vagueness and flexibility of Ivorian legislation regarding the creation of cooperatives to turn the producers with whom they work into “fictitious cooperative members”, with a view to capturing any premiums linked to certification systems. While the relationship between such cooperatives and producers cannot strictly be described as “contract farming”, producers certainly have less room for manoeuvre than properly-organised, autonomous producers. This new development has heightened the uncertainty surrounding an already highly-uncertain cooperative movement in Côte d'Ivoire. The limitations of the early *Groupements à Vocation Coopératives* (GVCs), created in the 1980s, permanently undermined the confidence of Ivorian farmers in cooperative organisations, and the regaining of this confidence in order to solidify the foundations of the cooperative movement poses a real challenge.

It is a challenge rendered all the more acute by the fact that the financial viability of cooperatives only seems possible on a large scale (over 50,000 tonnes of cocoa sold per year), due to the small share they receive of the profits generated by the sector. Many co-operatives find themselves pushed into a race for growth that often conflicts with the need for transparency and for greater member participation (Fair Trade Platform, 2016).

For the purpose of collecting produce, the cooperatives are divided into area sections run by delegates whose professional accreditation is validated by the Regional Director of the Conseil du Café-Cacao. It is these delegates, who live in the villages, that collect the cocoa for their cooperatives.

Very few co-operatives are approved exporters, and their skills are usually limited to centralising purchases and reselling directly to traders for export, or to local processing plants. A small number of cooperatives are currently involved in processing.

Most cooperatives opt for deposit-selling, a system set up at harvest time which assumes that producers trust their cooperative enough to hand over their harvest to them at the height of the season and then wait until the cooperative has sufficient funds to pay them the money equivalent to the volumes harvested (Fair Trade Platform, 2016).

In addition, there are eight professional associations in the cocoa sector, including one women's association and two exporters' and traders' associations, which also include active cooperative associations. The main aim of all these organisations is to improve the living conditions of coffee and cocoa producers by defending their rights, increasing productivity and working together to produce quality beans (ILO, 2020). The table below provides an overview of these professional associations.

Graph 5: List of trade associations in the cocoa sector in Côte d'Ivoire

TYPE OF MEMBER	NAME OF THE UNION/FEDERATION/TRADE UNION
Farmers	Association Nationale Des Producteurs de Côte D'ivoire (ANAPROCI)
	Fédération Ivoirienne des Producteurs de Café-Cacao (FIPCC)
	Fédération Nationale des Femmes Productrices de Café-Cacao de Côte d'Ivoire (FNFPCC-CI)
	Fédération des Organisations de Producteurs de Café-Cacao de Côte d'Ivoire (FOP-CC)
	Initiative Restore pour le Cacao et le Renforcement des Capacités (IRC)
	Syndicat Autonome des Producteurs de Café et de Cacao De Côte D'ivoire (SYNAPROCCI)
Retailers	Groupeement des Négociants Ivoiriens (GNI)
Exporters	Groupeement Professionnel des Exportateurs de Café et de Cacao (GEPEX)

Source : (ILO, 2020)

Other sources note the existence of other industry organisations, including ANPCCI, ANACACI, APROCACI, PNOP, SYNAPCI, SYNEAGRI-CI and COSACI [see list of acronyms].

In general, these organisations are intended to defend the interests of producers or cooperatives. They sometimes act as development-oriented structures, and sometimes as trade unions.

Generally undermined by leadership conflicts, these organisations find it difficult to position themselves as credible interlocutors with the government and other partners.

The future creation of a coffee-cocoa professional body and/or the overhauling of existing organisations in accordance with the OHADA Uniform Act (AU) will help to strengthen the organisation of stakeholders in the sector, including producers.

Access to finance

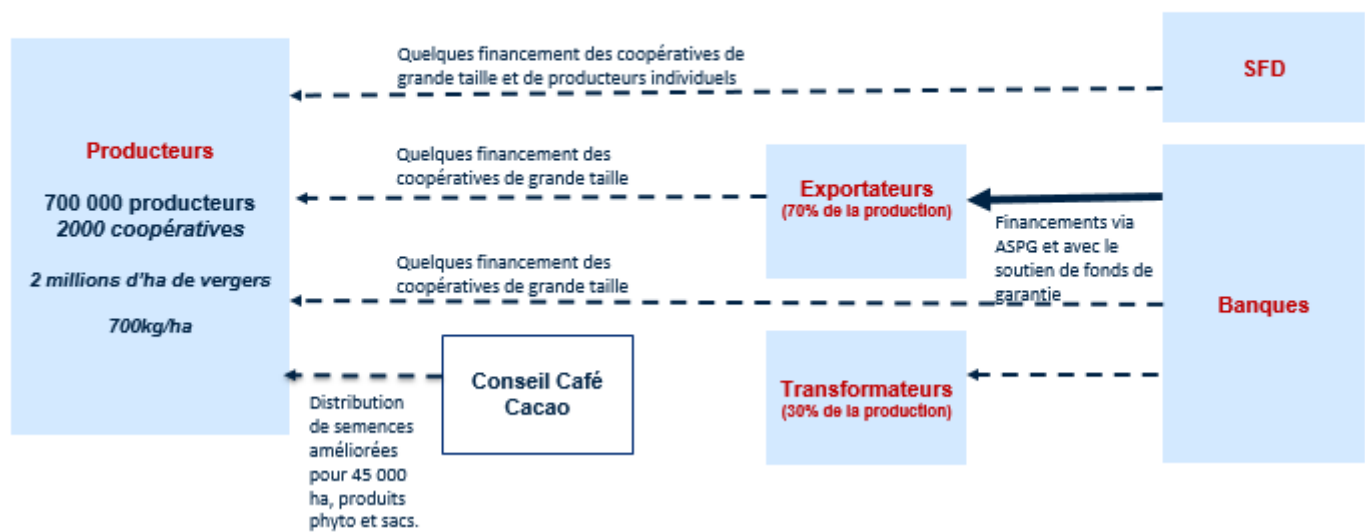
Cooperatives, being groups of producers, face the same difficulties as individual farmers in accessing bank finance. However, some of the better-organised cooperatives have managed to win the confidence of banks and financial institutions. A few years earlier, the structure of existing co-operatives (in particular the Groupements à vocation coopérative (GVCs)) did not allow them to meet bank requirements in terms of securing loans, with constraints imposed in the event of non-repayment of loan funds. Even when the GVCs had been superseded by so-called “umbrella” cooperatives, the banks were still understandably suspicious of them because of the earlier misappropriation of loans for personal gain.

In recent years, pilot projects have been developed by multinationals for a number of cooperatives.

A diagnostic study carried out in 2017 revealed the following situation regarding the financing of producers and their cooperatives.

“The cocoa industry occupies 2 million hectares of land and provides employment for 700,000 planters; it is estimated that direct and indirect employment together provide a living for 4 million people. Exports are largely handled by large foreign groups. The players in the sector, organised within the Conseil Café Cacao, have undertaken to guarantee a minimum price to producers. The cocoa farms in Côte d'Ivoire are ageing; almost a fifth of the trees are over 30 years old. The crop yield is between 500 and 700 kg per hectare, a third of the yield recorded in Indonesia. It is estimated that only 5% of the 2134 cooperatives producing coffee and cocoa are certified and have access to financial services adapted to their short-term needs. This financing mainly comes from agro-industrial groups, decentralised financial systems and banks. The financing system at cocoa value chain level is described below”.

Au sein de la chaîne de valeur du cacao, l'exportation et certaines coopératives solides sont financées



*DFS: Decentralised Financial Systems - * ASPG: Advances Against Collateral
Source: Diagnostic study, 2017

4.4

STRUCTURES AND PROGRAMMES OFFERING SERVICES AND SUPPORT TO COOPERATIVE SOCIETIES IN COCOA-PRODUCING REGIONS

Guidance, regulation and support institutions

MINADER

The Ministry of Agriculture and Rural Development defines the State's general policy on agricultural production and food safety. It takes action in the areas of crop production, training and farm promotion. At local level, MINADER is represented by the Regional and Departmental Directorates (in the regional capitals and départements, respectively).

In the cocoa sector, MINADER is responsible for inspecting the quality of planting material, monitoring and evaluating seasons, controlling pesticides and ensuring that they are used correctly, and promoting and developing the cooperative movements. MINADER's role in the promotion and development of the cooperative movements covers:

- raising awareness and encouraging the establishment of professional agricultural organisations;
- promoting and monitoring/evaluating cooperative societies, unions, federations, confederations and networks of cooperative societies;
- providing advisory support to cooperative societies, unions, federations, confederations and networks of cooperative societies;
- promoting economic, financial and technical partnerships with Professional Agricultural Organisations (OPAs);
- contributing to the professionalisation of cooperative societies and strengthening their capacities;
- capacity-building for OPA agents in charge of the cooperative movement, particularly those in the decentralised départements, thus enabling them to carry out their tasks more effectively;

- managing the database of cooperative societies and OPAs other than cooperative societies;
- managing the central balance-sheet office for cooperative societies.

Conseil du Café-Cacao

The Conseil de Régulation, de Stabilisation et Développement de la filière Café-Cacao, abbreviated to Conseil du Café-Cacao, was created by Order No. 2011-481 of 28 December 2011 setting out the rules for the marketing of coffee and cocoa. Its aims are:

- To strengthen good governance and transparency in the management of resources;
- To develop a sustainable cocoa and coffee economy by reorganising production and improving productivity;
- To secure producers' incomes by introducing a guaranteed minimum price and fostering domestic and foreign consumption;
- To set up a strong professional sector on credible producer organisations.

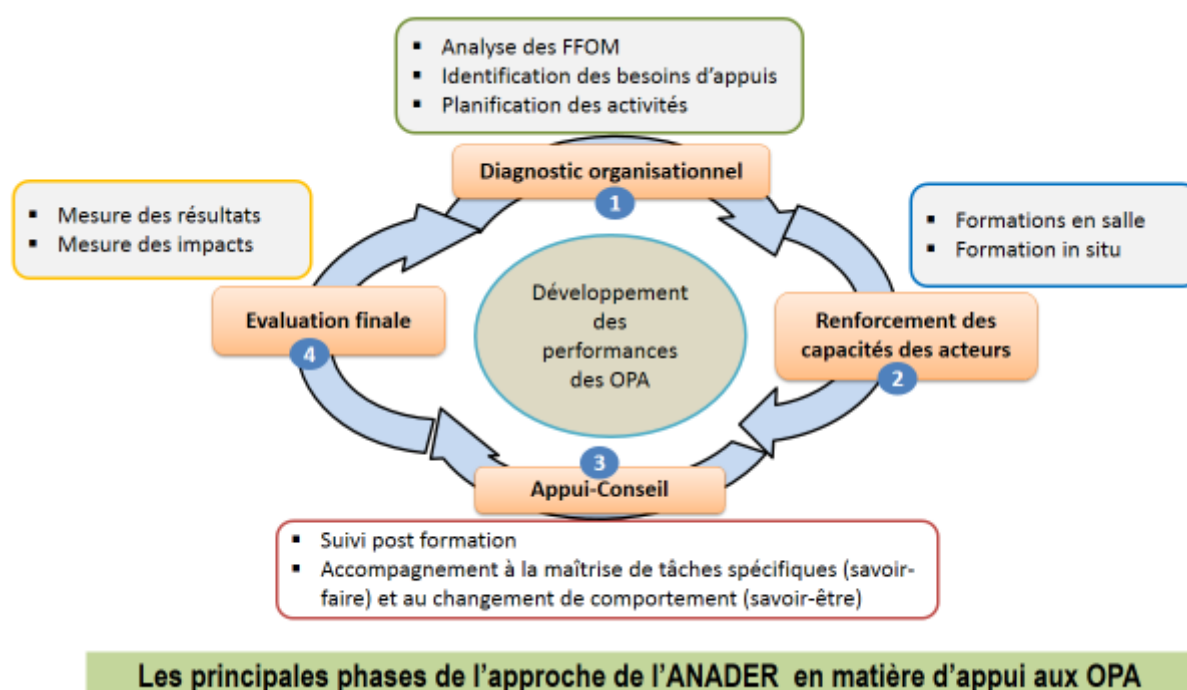
ANADER

The mission of the Agence Nationale d'Appui au Développement Rural (ANADER) (National Rural Development Support Agency) is to help improve living conditions in rural areas by making farmers and professional farming organisations more professional, by designing and implementing appropriate tools and approaches, as well as devising appropriate programmes to ensure sustainable and controlled development. It is involved in training rural development players, providing advisory support to producers and professional agricultural or livestock organisations, safeguarding production and reproduction equipment, local development, environmental protection and agro-economic, socio-economic and impact studies. It is operative nationwide, with headquarters in Abidjan, 7 Regional Directorates and 57 operational branches known as "Zones".

ANADER's activity in the cocoa sector is part of the implementation of the "Quantity-Quality-Growth (2QC)" programme launched by the Conseil du Café-Cacao, and other specific projects agreed with exporters in the sector (CARGILL, SACO, CEMOI, etc.). The aim of these projects is to make the cocoa sector more dynamic and more profitable for the country in general and producers in particular.

ANADER's support strategy for cooperatives is based on four phases:

- **Organisational Diagnosis (OD):** organisational diagnosis is a study seeking to identify and analyse the strengths and weakness of a Professional Agricultural Organisation (OPA). It provides a better understanding of the strong points and deficiencies of OPAs and enables them to be categorised according to their development status.
- **Training for Professional Agricultural Organisations (OPAs):** Building technical, organisational and management capacity is a key element in the process of professionalising OPAs. ANADER's role is to transfer knowledge and technology to target groups using appropriate tools. It has a wide range of expertise at its disposal to meet all types of training needs for OPA members, managers and employees.
- **Monitoring/training:** Monitoring and training of farmers' organisations is carried out by technicians specialising in OPAs (TSOPA), who receive support from the regional départements and the Farmers' Organisation Support Division at ANADER headquarters. Training allows the TSOPA to provide support to the OPAs in implementing annual action plans drawn up on the basis of the diagnostic results.
- **Evaluation of skills and lessons learnt:** At the end of the intervention, an evaluation is carried out of the actions undertaken, with particular emphasis on their level of achievement and impact on the OPA. The lessons learned during the collaboration are then capitalised on and analysed for use in future interventions.

Diagram 6: Main phases of ANADER support for farmers' organisations

FIRCA

Created in December 2002, the Fonds Interprofessionnel pour la Recherche et le Conseil Agricole (FIRCA) (Interprofessional Agricultural Research and Consultancy Fund) is responsible for developing the cocoa industry by financing programmes relating, in particular, to:

- agricultural research;
- conducting experiments and demonstrations to transfer research findings to the farmer;
- technological research to improve agricultural and processed products;
- disseminating knowledge through information, demonstration, training and technical and economic advice;
- conducting studies, experiments and expert appraisals;
- support for sustainable improvement in the economic profitability of farms;
- capacity building for farmers' organisations;
- vocational training for producers, OPA managers and their staff.

FIRCA works in the field through recruited service providers.

CNRA

The Centre National de Recherche Agronomique (CNRA) (National Agricultural Research Centre) is a research and development organisation. Its main mission in the cocoa sector is to contribute to sustainable cocoa production by improving cocoa varieties and crop practices, combating cocoa diseases and pests, and providing farmers with improved planting material.

To this end, the CNRA, through its research programmes, is producing improved planting material, in particular hybrids tolerant to swollen shoot virus disease, clones tolerant to pod rot, mirid-resistant clones and hybrids adapted to marginal producing areas. The CNRA has developed 11 hybrids potentially tolerant to swollen shoot virus, with a production potential of 2.8 to 3 tonnes/ha; 87 clones from asymptomatic trees with swollen shoot virus, 18 clones potentially tolerant to pod rot with a production potential of 3 to 4.7 tonnes/ha and a 100-bean weight of 131 to 141 g, 4 clones potentially resistant to mirids and 6 hybrids potentially adapted to marginal areas.

The research centre is also developing regional crop techniques adapted to this selected plant material, as well as high-performance cocoa-based agroforestry systems.

In addition, the CNRA is carrying out studies on the pathogens, vectors and host plants of swollen shoot virus and several cocoa pests, as well as their geographical distribution. This research provides a means of compiling basic information on diseases and pests, in order to better understand their behaviour and develop effective control methods.

Lastly, the CNRA ensures that technology is transferred to partners such as ANADER, which is responsible for raising growers' awareness of the use of selected plant material and compliance with good agricultural practices, as well as training them in new techniques and methods of integrated pest and disease control.

Cooperative projects and programmes

Programmes run by the Conseil du Café-Cacao

As the industry's conscience, the Conseil du Café-Cacao is implementing a number of programmes in collaboration with other stakeholders.

Among other things, it runs the 2QC [Quantity, Quality and Growth] programmes, as well as sustainability programmes in partnership with PROPLANTEURS, ANADER, CNRA, GIZ, and exporters such as CARGILL, CEMOI, etc., relating to compliance with social and environmental standards/aspects.

The current stage of the 2QC [Quantity, Quality and Growth] programme, one of the coffee and cocoa sector's flagship programmes, comprises five main components:

- Intensifying the uprooting of farms infected by swollen shoot virus
- Coffee revival
- Young modern farmers project
- Sustainable cocoa production
- Pilot project to promote agroforestry

This programme has been running since 2008.

In addition, the 2QC Programme provided support to cooperative societies through the "Strengthening the technical capacities of cooperatives" component, which came to an end in 2016. The 2QC Programme has undertaken to focus more on the uprooting of cocoa farms infected by swollen shoot virus in subsequent years.

The actions undertaken under this component of the 2QC Programme are as follows:

- Informing cooperative societies and raising their awareness regarding the role of the various sections;
- Training delegates;
- Training Cooperative Society staff;
- Monitoring and managing Cooperative Societies;
- Support for setting up and maintaining administrative and accounting management systems and records;
- Equipping cooperative societies with management software;
- Establishing benchmarks for services rendered by Cooperative Societies;
- Identifying new needs expressed by members;
- Improving the release of subscribed share payments;
- Increasing the number of members;
- Increasing the output collected;
- Recruiting qualified employees.

Programmes run by support structures and exporters (Cargill, CEMOI, GIZ etc.)

Support structures and exporters accompany the various sustainability programmes of cooperative societies (based on economic, social and environmental aspects). Examples include:

- The “Coop Academy” programme run by Cargill and the IFC, which targets 120 cooperatives to develop their skills, improve their access to finance, empower women financially and reduce the cooperatives’ environmental impact in terms of sustainability;
- Cémoi’s “Transparence Cacao” programme in partnership with the CCC, which aims to develop an entrepreneurial culture in 100 cooperatives so that they can become SMEs, as well as support for 60,000 farmers.

SWOT analysis of the cocoa industry

The table below offers a SWOT analysis of the cocoa sector in 2020.

Table 6: SWOT analysis of the CACAO industry in 2020

STRENGTHS		WEAKNESSES	
<ul style="list-style-type: none"> • High levels of production • Market leadership • Ghana and Côte d'Ivoire aim to unite markets 		<ul style="list-style-type: none"> • Diseases such as swollen shoot • Poor working conditions • Deforestation - environmental impacts • Producers and employees still earn very low incomes 	
OPPORTUNITIES		THREATS	
<ul style="list-style-type: none"> • Boom in global market expansion • Public-private partnership platform • The growing importance cocoa labels • Farm-gate price support 		<ul style="list-style-type: none"> • Climate change • Long-term recession • Impact of Covid-19 • Competition with cashew nuts • Competition from other countries 	

4.5 PISTEURS

Beans are not only purchased by the cooperatives, but also at the farm gate by pisteurs, whose extensive local knowledge enables them to know where and when to buy the beans. These pisteurs are sent by the buyers, who generally pre-finance them and provide them with equipment (vehicles, tractors, etc.) to scour the villages and settlements in search of beans. The number of pisteurs varies depending on the producing area.

As indicated earlier, the breakdown of the cocoa sector in Côte d'Ivoire caused serious quality and supply problems for cocoa exporters and processors. To combat this, the two leading processors – Cargill and Olam Food Ingredients (ofi) – are working more closely with dealers and with their networks of pisteurs. Their main leverage is their ability to provide prompt financing for the pisteurs, who are thus able to pay cash to farmers selling their harvests, even if this means poaching producers who are members of cooperatives. This new competition is undermining the cooperatives that sell their produce on a deposit-payment basis (Platform for Fair Trade, 2016).

Pisteurs are employed by buyers, and as such are not backed by company accounts which would provide access to financing. Instead, they receive from the buyer the funds they require for their daily activities. At the end of the day, they report back to the buyer on their operations.

4.6 BUYERS AND DEALERS

The term dealer ('traitant') generally denotes a buyer of products. In practice, however, it refers to a second-tier buyer whose resources (money, vehicle, weighing equipment, etc.) belong to a larger buyer. The dealer may have a warehouse where all the cocoa collected by the pisteurs is stored before being passed on to the larger buyer.

The buyer is the operator who receives financing from the exporter. In general, he buys on behalf of the exporters and processors who finance him. As a result, the buyer is able to use the funds made available to him to his own advantage. It is with these funds that the buyer in turn finances his dealers, pisteurs and marketing operations. Often, the funds received are not reimbursed in full. To exercise their profession, buyers must also be approved by the Conseil du Café Cacao.

It should be noted that in the marketing scheme set up by the Conseil du Café-Cacao, "dealer" ('traitant') and "buyer" ('acheteur') are regarded as the same person (MINADER, 2018).

Access to finance

The buyer is a professional in collecting and pooling produce. He has a well-oiled network of pisteurs and dealers whom he finances, and who bring the produce to his city warehouse, located in a buying centre. He owns a fleet of lorries and inspection equipment, that he makes available to his pisteurs and dealers for collecting cocoa. How is he financed? By exporters and processors. Knowing the importance of the buyer, they make two types of credit available to him at the start of the season: **a lump-sum loan and a revolving credit**. The lump-sum loan enables the buyer to purchase rolling stock and other equipment needed for his business (scales, pallet scales, hygrometers, etc.).

The lenders recover the lump-sum loan over the course of the season by deducting an agreed amount, e.g. 5 CFA francs/kg, from the price payable for the cocoa delivered. When they realise that the cocoa season is drawing to a close and that the lump-sum has not yet been fully repaid, the exporters or processors appropriate (or seize) the last loads of cocoa from the buyer in lieu of payment. Thanks to the lump-sum loan received from exporters and processors, buyers have become key players in the marketing system. Sometimes, they manage to blackmail the lenders by keeping back part of the funds they receive.

The revolving credit usually takes the form of a weekly purchase credit. It often corresponds to the value of a cocoa shipment of 25 to 30 tonnes. Once the load has been delivered, the buyer receives the same amount in credit for new purchases, hence the term "revolving credit".

Buyers form companies, which means they are not obliged to allow anyone to investigate their books.

Processors

Processors operate their own grinding plants. In order to foster the grinding of cocoa beans in Côte d'Ivoire, the government has introduced significant tax incentives. According to a survey carried out in 2017 by the Ministry of Industry and Mines, cocoa grinding and primary processing operations are performed in Côte d'Ivoire by 13 plants with an installed capacity of around 700,000 tonnes, although most are still only operating at 60% or 80% of their capacity because grinders have to capture market share from chocolate manufacturers, to the detriment of European and North American grinders. Since 2014, Côte d'Ivoire has featured as the leading grinder, ahead of the Netherlands. The biggest grinding companies are: Switzerland's Barry Callebaut/SACO with 190,000 t; Singapore's OLAM FOOD INGREDIENTS (OFI) with 155,000 t, having taken over the ADM/UNICAO (80,000 t) plant in 2015 and recently inaugurated a new 75,000 t plant in San Pedro; the American company Cargill with 120,000 t; the French company CEMOI with 70,000 t; the Lebanese company IVORY COCOA PRODUCTS (ICP) with 25,000 t; and the Ivorian company CHOCO-IVOIRE (Usine SAF Ivoire) with 25,000 t. The remaining companies (CONDICAF, SUCSO, ICC, FORAGRI and FAFI) have a joint total grinding capacity of 120,000 tonnes. (European Union, 2017).

In short, 35% of the cocoa beans produced are destined for local processing plants, which turn them into semi-processed "bulk cocoa" (almost all of which is exported) and the remaining 65% are destined for export as raw beans. To date, however, none of the big chocolate manufacturers have invested in chocolate factories in Côte d'Ivoire. African chocolate consumer markets are not regarded as promising, since there is no tradition of cocoa

consumption, even among cocoa producers.

The only company to have taken the plunge is CEMOI, which opened Côte d'Ivoire's very first chocolate factory in Abidjan, to sell not chocolate but cocoa powder and cocoa spreads on the sub-regional market. With this new plant, by 2014 CEMOI had a processing and manufacturing capacity of 100,000 tonnes a year, with a market share of around 15% (Fair Trade Platform, 2016).

With the entry of multinationals into the processing sector, some processors will double up as processors and exporters of cocoa beans.

Access to finance

Building factories requires a great deal of finance, which processors – mostly multinationals – have to raise from international banks.

For the purchase of products, they proceed in the same way as exporters, obtained the necessary credit each season from international financial markets.

4.7 EXPORTERS

The term exporter is used here to refer to companies that export cocoa beans, whether they are traditional exporters, Small and Medium-size Export Enterprises (PMEX) or Export Cooperatives (COOPEX).

Historically, the coffee and cocoa marketing system was built around the exporter, who was responsible for collecting, transporting, packaging and exporting the product. The choice and remuneration of the other players depended on the exporter. Gradually, things changed, and other operators such as packers (packaging plants), buyers and even transporters came to the fore.

The number of exporters varies from one season to another. For the 2022-2023 season, 61 commercial export companies and 41 COOPEX cooperatives have been approved, compared with 57 and 37, respectively, in 2021-2022. Given its importance, this profession requires government approval.

Access to finance

In the past, the marketing of coffee and cocoa was wholly financed by seasonal loans granted on a massive scale by commercial banks using credit lines opened with the Central Bank of West African States (BCEAO). Here is an extract from the BCEAO's statement on the subject of seasonal loans: "Seasonal loans are to be understood as: "bank loans granted strictly and exclusively for the marketing of local agricultural produce":

- Where such marketing is carried out through or under the supervision of bodies placed directly or indirectly under the control of the State;
- Such loans are normally to be repaid within a maximum of 12 months from the start of the season.

The BCEAO grants unlimited seasonal loans outside the overall ceiling and according to the needs of the banks.

For commercial reasons, the State may have to build up carryover stocks through export companies. On this subject, the BCEAO states:

When, as a result of the existence of deferred stocks, the credits in question are not reimbursed within twelve months after the start of the marketing year, the amount of these stocks is included in the financing requirements of the economy for the following period. In the event that stocks reach an amount representing more than 40% of the tonnages marketed during the marketing year, the government shall consult the State on the special provisions that may then be required to finance these stocks" [Source: Kouassi Atsé, P. Caisse de Stabilisation de Côte d'Ivoire: Réponses à Trente Années d'Interrogations, 2nd ed. June 1997].

In these circumstances, seasonal loans became so widespread that they threatened to flood the entire marketing system. Banks took advantage of this to finance activities other than seasonal agricultural production. The financial system became so congested that banks were no longer able to balance the credit lines opened with the BCEAO. The three types of seasonal loans granted by the BCEAO were: Other Eligible Loans (ACM), Stock Refinancing Credits or Advances on Pledged Products (ASP), and Export Credits or Documentary Credits (CREDOC).

ACMs were unsecured loans granted to exporters in good faith to finance 15 days of product purchases. Exporters could draw at will on these ACMs, which were somewhat risky, since they were unsecured at the time they were granted. ASPNs and CREDOCs were used for the purpose for which they were granted, but were often not fully reimbursed after the operations for which they were used.

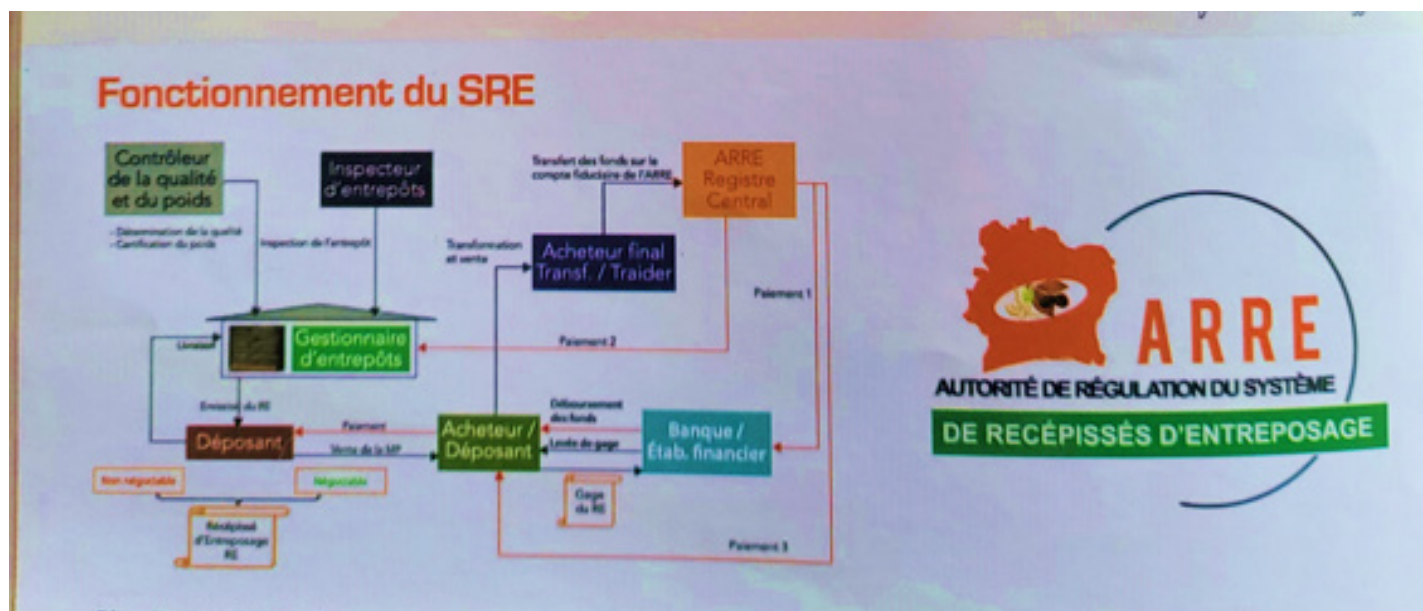
With the financial system clogged up, positions not cleared, overdraft lines left unused and funds embezzled, the government finally abandoned the financing of the coffee-cocoa season through seasonal loans in their original form. As a result, exporters and processors had to seek financing for their activities on the international financial market.

Thenceforth, other conditions were imposed on the financing of exporters and processors. Unsecured loans disappeared, giving way to loans with “green clauses” and “red clauses” imposed by the new banks and finance companies.

It was at this point that other forms of financing began to be explored, such as structured financing backed by due diligence. This type of financing does not depend on the balance sheet of the structure to be financed, with the Credit Support company taking responsibility for the success of the financing. In the same way, consideration was given to the idea of using a Warehouse Receipt System (WRS). The WRS was intended to supersede the Collateral Management Certificate (Lettre de Tierce Détention, LTD), an overly-formal banking document issued to cover batched produce usually stored in port warehouses.

On 20 July 2015, by law n° 2015-538 of 20 July 2015, the government of Côte d'Ivoire created the Warehouse Receipt System (WRS), which is regulated and supervised by the Autorité de Régulation du Système de Réception d'Entreposage (ARRE). A chart showing the operation of the WRS is included below.

Diagram 7: Operation of the Storage Receipt System (SRE)



05 Crop Cycle

Crop development follows cycles that differ from one region to another depending on the environmental and soil conditions. This means that cocoa, which is the main crop in one region, such as NAWA, may be of secondary importance in another, such as TONKPI, simply due to environmental conditions.

5.1

COCOA CYCLE CALENDAR

Cocoa is grown in forest areas. The conditions under which it is grown are described in the producer's manual, extracts from which are given under "Production" in Section 1.

The table below shows the cocoa cycle calendar from planting to harvesting and post-harvesting.

This calendar comprises 4 main activities which are broken down into 36 sub-activities. These activities and sub-activities must be scrupulously respected in order to ensure a good cocoa farm with optimum production and high-quality cocoa beans. Cocoa can be grown with cover crops such as plantain. A farming experiment in the Marahoué region is yielding good results using cashew as a cover crop in areas previously affected by swollen shoot virus.

Seasonality is a key factor in the marketing of a product. Seasonality is crucial to understanding how much of a given product is likely to be available on the market, and when.

The seasonality of cocoa is expressed in harvest periods: the main harvest, from October to March, and the secondary harvest, from April to June. To a large extent, these periods are determined by cocoa-tree genetics and the environmental and soil conditions in which the plant grows. However, exogenous factors can sometimes influence seasonality. In Côte d'Ivoire, for example, the official cocoa season generally starts on 1 October, whereas in reality the harvest begins around mid-September. As a result, data for tonnages harvested in October refer in fact to tonnages harvested in September-October. The second factor influencing seasonality is the expected price of the forthcoming main harvest. When operators – producers, buyers and exporters – expect higher cocoa price to be set at the end of September, they hold back stocks. End-of-season stocks are held back in the hope of benefiting from higher prices. This is known as "price expectation". These two factors – the earliness of the harvest and the price expectation – are likely to distort the production data reported in October of each main-crop season. By contrast, when the same operators expect (based on their own analyses and on information from the international market) a low producer price to be set, they declare all the stocks in their possession to the CCC so that they can be recorded for the marketing year just ended. In that case, the reported stocks are accurate. This, ideally, should be the normal state of affairs, in that it indicates good seasonality, broadly reflecting the influx of cocoa from the new harvest.

Diagram 8: Crop Cycle

ACTIVITES	SOUS-ACTIVITES	Jan	Fév	Mar	Avri	Mai	Juin	Juil	Aoû	Sep	Oct	Nov	Déc
CREATION PLANTATION (08 sous activités)	• Choix de terrain												
	• Défricher le terrain												
	• Labourer le terrain												
	• Faire un piquetage (3mx2,5m)												
	• Mise en place des plants d'ombrage												
	• Trouaison (40cmx40cmx40cm)												
	• Mise en place des cacaoyers												
	• Association de vivriers												
ENTRETIEN JEUNE PLANTATION (04 sous activités)	• Désherbage												
	• Taille de formation												
	• Fertilisation												
	• Traitement phytosanitaire												
ENTRETIEN PLANTATION ADULTE (17 sous activités)	• Désherbage												
	• Egourmandage												
	• Elagage												
	• Récolte sanitaire												
	• Compostage												
	• Suppression des tiges en surnombre												
	• Suppression des tiges improductives												
	• Réglage de densité												
	• Coupe des laurenthus												
	• Suppression des mousses et épyphytes												
	• Traitement antimirides												
	• Traitement phyto contre la pourriture brune												
	• Traitement phyto contre les pourridiés												
	• Fertilisation												
	• Sélection des arbres utiles												
	• Suppression des arbres indésirables												

Périodes	Jan	Fév	Mar	Av	Mai	Juin	Juil.	Août	Sep	Oct.	Nov.	Déc.
Cultures												
Cacao												
Café												
Banane												
Riz												
Maïs												
Anacarde												
Hévéa												
Palmier à huile												

Légende : ■ planting ■ récolte ■ chevauchement récolte-interaison ■ intersaison ■ planting/récolte

NB : Pour la compréhension du diagramme de calendrier du cycle des cultures, des observations suivantes sont nécessaires :

- Des périodes de plantation et de récolte se chevauchent pour certaines cultures (■) le part, de récolte et d'intersaison (■) au ■ part bien qu'il ne s'agisse pas toujours de la même période d'action ;
- Dans la plupart des régions productrices de cacao, la banane sert de plante de couverture ;
- Pour le maïs, il a été considéré deux cycles de culture dans l'année dans les régions forestières ;
- Les régions de GUEMON et du TONKPI où la cacao-culture est en pleine expansion, sont des zones productrices de café ;

06 Quality and Storage

6.1 QUALITY

Cocoa is a noble product. It must be treated with care throughout the value chain: from production to consumption. This is why it is recommended that all players in the value chain do their utmost to offer end consumers a product that guarantees health safety. The chain comprises the producer, the buyer, the transporter, the exporter and the processor. All these actors must play their part in preserving cocoa quality.

In this sub-section on quality, we will successively examine:

- The factors that influence quality, and the stage in the chain at which they should be addressed;
- What is involved in the physical analysis of cocoa beans?
- Trade standards and their specific features;
- Controls along the value chain, and the actions of the CCC.

Parameters

The parameters for determining and measuring the quality of cocoa depend on the varieties grown and on the conditions under which the cocoa is produced and processed.

Cultivated varieties

Four varieties of cocoa are grown in Côte d'Ivoire:

- **Criollo cocoa** with rounded pods, green or red before ripening and yellow-orange or reddish-orange when ripe;
- **Forastero cocoa** with elongated pods, green when unripe and reddish yellow when ripe;
- Trinitario cocoa blends criollo and forastero characteristics, and is therefore highly variable. Trinitario cocoa is recognisable by its mauve to violet colour;

Hybrid varieties: selected varieties with high productivity, early podding and good bean quality, developed by the Centre National de Recherche Agronomique (CNRA).

Causes of certain defects and their impact on quality

Human action has a crucial impact on cocoa quality, as shown in the table below.

The physical analysis of cocoa takes into account the following parameters:

- **Bean count.** This is an indicator of bean homogeneity. The commercial standard is 100 beans per 100 grams. The Ivorian standard allows a tolerance of up to 105 beans per 100 grams.
- **Bean moisture content.** Moisture content has a major impact on cocoa depreciation, and particularly on the presence of mould. A maximum moisture content of 7.5% to 8% ensures better preservation and prevents the development of mould and even Ochratoxin A.
- **Bean defects.** Bean defects are as follows: mouldy beans, slaty beans and defective beans, the latter category including insect-damaged, germinated and flat beans. These defects are defined in the Ivorian standard as follows:

- **Mouldy bean:** a bean is said to be mouldy when traces of mould are visible to the naked eye on the surface of the longitudinal section;
- **Slaty bean:** cocoa bean that is slate-coloured over half or more of the surface of the longitudinal section;
- **Insect-damaged bean:** a bean whose internal parts are found to contain insects at any stage of development or to show signs of damaged caused thereby, which are visible to the naked eye;
- **Flat bean:** bean whose two cotyledons have atrophied to the point where it is not possible to obtain a cotyledon surface when cut lengthways;
- **Germinated bean:** cocoa bean, the shell of which has been pierced, slit or broken by the growth of the seed germ;
- **Broken bean:** cocoa bean of which a fragment is missing, the missing part being equivalent to less than half the bean;
- **Purple bean:** cocoa bean that is purple-coloured over half or more of the surface of the longitudinal section;
- **Clusters:** two or more beans that have fused together, and cannot be separated by the pressure of two fingers, including the thumb;
- **Doubles:** unlike clusters, doubles are two beans that have fused together, and which can be separated by the pressure of two fingers, including the thumb;
- **Shell fragments:** parts of the shell separated from the kernel or fragments of the tegument;
- **Foreign matter:** these are substances other than cocoa beans. They include: foreign bodies (stones, wood, coffee, etc.) and cocoa waste (rachis, placenta, pod fragments).

All these defects are borne in mind when analysing cocoa quality on both national and international markets.

Classification system

Physical analysis of the cocoa enables the various defects to be determined. Depending on the type and number of defects, cocoa beans are classified by category before entering world trade. To do this, standards had to be developed governing trade.

Table 7: Defects in the Chocolate

Défauts	Causes ou origines	Actions à mener	Influence sur la qualité du chocolat
Fèves moisies	fèves blessées fèves germées mauvais séchage Reprise d'humidité	éviter de blesser les fèves éliminer les fèves germées bien sécher le cacao (7-8%)	Goût terreux Taux de FFA élevé (supérieur à 2%)
Fèves ardoisées	absence de fermentation insuffisance de fermentation cabosses non mûres	bien fermenter (6 à 7 jours) et brasser 2 à 3 fois	goût astringent Goût amer Pas d'arôme de chocolat
Fèves germées	maturité trop longue fèves pourries	éviter la surmaturation	- Pas d'influence si la fève n'est moisie.
Fèves mitées	trop long stockage absence de traitement phytosanitaire	éviter le long stockage Traiter les entrepôts et magasins	Goût terreux dégrade la qualité du chocolat
Fèves plates	fèves immatures fèves avortées	éviter les cabosses non formées éliminer les cabosses avortées	absence de matières grasses baisse de rendement industriel
Mat. étrangères	manque de soin à la récolte, au séchage	éliminer les corps étrangers	goût de bois faible rendement industriel
Petits grainages	Récolte intermédiaire	éliminer les petites fèves	faible rendement industriel

Commercial standards

The physical analysis of cocoa beans allows cocoa to be classified into three commercial types. These are:

- Ivorian standard (ISO);
 - FCC (Federation of Cocoa Commerce) standard, European standard;
 - CMA (Chocolate Manufacturers Association) standard, an American standard:
- Classification takes into account the moisture content of the cocoa beans, the bean count, cocoa defects and contaminants.

1 The Ivorian standard

In Côte d'Ivoire, analysis is based on the ISO standard adapted to export packaging rules. The Ivorian standard is applied to the purchase both of unprocessed cocoa and of cocoa intended for export. Depending on the number of defects found in the longitudinal section of the bean, the following three grades are obtained:

• Grade I (GI)

Any cocoa, whether for purchase or export, that has been analysed as follows is classified as Grade 1:

- Mouldy: 0% to 3%
- Slaty: 0% to 3%
- Defects: 0% to 3%

• Grade II (GII)

Any cocoa purchased or exported with an analysis result of :

- Mouldy: 3.1% to 4%.
- Slaty: 3.1% to 8%.
- Defects: 3.1% to 6%.

• Sub-Grade (SG)

Any cocoa with an analysis result inferior to Grade Two (GII) is classified as sub-grade (SG).

- Over 4% mouldy
- Over 8% slaty
- More than 6% defective

NB: - Defective beans comprise insect-damaged, germinated and flat beans.
- A single fault leads to the cocoa being downgraded.

Table 8: Cocoa bean classification by the Ivorian standard:

Defects	Grade I	Grade II	Sub-Grade	Bean Count	Moisture Content
MOULDY	3%	4%	>4%	105 beans / 100 g	≤8%
SLATY	3%	8%	>8%		
DEFECTIVE (insect + flat + germinated)	3%	6%	>6%		

2. FCC and CMA standards

The FCC and CMA standards are set out in the tables below.

Table 9: FCC Standard

Normes	Défauts	Good Fermented	Fair Fermented	FAQ	Grainage	Taux d'Humidité	Observations
FCC (Europe)	Défectuosités	5%	10%	12%	100 fèves / 100 g	≤8%	Défectuosités = mitées + moisies Les fèves plates sont comptées en grainage
	Ardoisées	5%	10%	12%			

Table 10: CMA Standard

Normes	Défauts	Limites Tolérées	Grainage	Taux d'Humidité	Observations
CMA (USA)	Mitées + moisies Ardoisées	6% dont : maximum 4% moisies et 2% en mitées ou 4% maximum en mitées et 2% en moisies 10% maximum	100 fèves / 100 g	≤8%	NB : les qualités inférieures ne sont pas acceptées. Le taux de fèves ardoisées est soumis à négociation entre acheteur et vendeur.

Analysis of the three standards above shows that the Ivorian standard fully complies with international market requirements. The Ivorian standard appears to be stricter on all parameters than the FCC and CMA standards, with the exception of bean count, where it allows a tolerance of up to 105 beans per 100 grams. Indeed, for classification purposes, the Ivorian standard regards germinated beans as defective even in the absence of any penalising defect such as mould. By contrast, the FCC and CMA standards exempt germinated beans if they are not mouldy.

Analytical methods and test equipment

Various quality controls are performed between the farm gate and the exporter's warehouse, before the cocoa is shipped.

The farm-gate quality control system

A system has been put in place to ensure ongoing product awareness and quality control, including post-harvest activities.

The Conseil du Café-Cacao has deployed staff throughout the producing areas. Agents dedicated to “quality-price” controls are posted to Regional Directorates to raise awareness and monitor quality and compliance with cocoa prices. These agents are equipped with motorised vehicles and have received training for this purpose.

The role of these agents is to raise awareness and provide day-to-day guidance to producers and other players in the industry, introducing them to good practices for fermenting, drying, sorting and storing cocoa. These agents are responsible for letting producers know about the guaranteed price and enforcing compliance with internal marketing procedures. These procedures require:

- Issuing a purchase receipt to everyone selling cocoa at the farm gate;
- Keeping a record of commercial transactions;
- Issuing a bill of lading specifying the origin of the product and the supplier references for each shipment.

On the basis of this system, agents from the Conseil du Café-Cacao carry out unannounced checks on product quality in the warehouses of cooperatives and approved buyers.

This system improves the traceability of cocoa purchases at farm-gate level and makes it easier to raise awareness and build the capacity of non-complying players.

In the field, dried cocoa with a maximum moisture content of around 8% is bagged in bush bags, commonly known as OPA bags. It is stored in a cement-floored, clean, well-ventilated room until it is delivered to the cooperative, the buyer or the exporter.

Depending on the circuit chosen by the producer, the following operations are carried out.

Sales to the cooperative

The cooperative takes charge of the bulk cocoa, in OPA bags, at the entrance to the cooperative's warehouse, where the following operations will take place:

- moisture content measurement (cooperative hygrometer);
- sampling;
- partial or total analysis and determination of quality and foreign matter content;
- purchase of the whole batch, or total/partial rejection (water content > 8% or poor quality or elevated foreign matter content);
- solar drying and/or additional manual sorting (by the producer) in the cooperative's drying area when the cocoa is damp or contains foreign matter;
- sometimes the producer takes back his cocoa if he considers the cooperative's terms or deposit unacceptable;
- weighing the accepted cocoa (cooperative scales) ;
- storage on cocoa pallets purchased in the cooperative's warehouse;
- delivery to the exporter or exporting cooperative.

Sale to buyer or exporter

Handling of bulk cocoa, in OPA bags, at the entrance to the buyer's warehouse or at the entrance to the exporter's warehouse, where the following operations are carried out:

- moisture content measurement (buyer's or exporter's hygrometer)
- random sampling
- partial or total analysis and determination of quality and foreign matter content
- purchase of the whole batch, or total/partial rejection (water content > 8% or poor quality or elevated foreign matter content)
- sometimes solar drying and/or additional manual sorting (by the producer) in the buyer's or exporter's drying area when the cocoa is damp or contains foreign matter;
- sometimes the cocoa is taken back by the producer and returned to the farm-gate, if the producer and buyer cannot agree on the terms of sale
- weighing of the accepted product (buyer's or exporter's scales)
- payment accepted for the product
- storage of purchased cocoa on pallets in the buyer's warehouse or in the exporter's warehouse.

At the packaging or processing plant

Quality control proper begins at this stage in the marketing chain. At the entrance to the plant or to the exporter's warehouse, everything is in place to determine the quality of the cocoa, since upstream quality assessment was left to the pisteurs, buyers and cooperatives.

At this point, the CCC makes its presence felt, by imposing a battery of 60 principles to be followed. These principles are listed below.

General principles of quality control at plant entrance

- Quality inspectors will be present every day at all the sites allocated to Conseil du Café-Cacao;
- Quality inspectors will use their own measuring equipment (hygrometers and scales) at the allocated sites;
- Quality inspectors are strictly forbidden to use the processor's or exporter's measuring equipment;
- Quality inspectors shall notify the Conseil du Café-Cacao with regard to the measuring equipment used on site, making use of the template provided by the Conseil du Café-Cacao. To this end, verification reports must accompany the equipment;
- Quality inspectors are required to inform the Quality Control Department at the plant entrance before replacing any of their measuring equipment;
- The Conseil du Café-Cacao will carry out regular checks of inspectors' measuring equipment at the sites;
- 100% of all raw materials received by the exporter or processor are systematically inspected by quality inspectors;
- The first sorting of bags of unprocessed cocoa must be carried out using KPM before any sampling takes place, under the strict supervision of the quality manager;
- All polyester bags are expressly rejected during unloading;
- 100% of the bags unloaded and accepted by the plant will be sampled;
- During the unloading of the unprocessed cocoa, a sample is taken using the random bag emptying technique to determine the percentage of clustered beans (see cluster determination procedure);
- The quality inspector will assign an agent to determine the percentage of clustered beans at the unloading platform in accordance with the cluster determination procedure;
- The survey is carried out by the processor's or exporter's samplers, under the strict supervision of the quality inspector's agents;
- Samples obtained during mass sampling are not analysed by the quality inspector. The inspector intervenes when the exporter agrees to the total unloading of the lorry. At this point, 100% of the bags are sampled;
- Samples are obtained jointly by the quality inspector's agents and those of the exporter or processor;
- Four (4) sub-samples are obtained after sampling:
 - One (1) sub-sample for the quality inspector;
 - One (1) sub-sample for the exporter;
 - One (1) sealed sub-sample for counter-analysis and for the quality inspector's supervisors and those of the exporter or processor;
 - And one (1) sealed sub-sample for unannounced inspections by the Conseil du Café-Cacao (sealed in the presence of the parties);
- The samples (quality inspector, Conseil du Café-Cacao and control) must be kept in jute bags;
- The control sample is sealed by the quality inspector in the presence of the processor or exporter. It is carefully stored for 48 hours at the inspector's on-site laboratory;
- Apart from the site manager, the other agents of the quality inspector are not authorised to communicate by telephone during the course of inspection activities;
- The level of waste is determined once moisture content has been measured. The sub-sample to be analysed is weighed and poured onto a filter screen (a round-hole sieve with a minimum/ maximum diameter of 5 mm). Any material passing through this screen is classified as waste;
- A single analysis report is issued by the quality inspector for each load of unprocessed cocoa analysed. The analysis report is filled in automatically;
- Until the results of the analysis of a load have been validated by the exporter, the Conseil du Café-Cacao's weighing agent must not give a copy of the bill of lading to the quality inspector on site;

- Any analysis report that is overwritten or contains erasures will be deemed non-compliant, and will render the quality inspector liable to a sanction and a penalty in accordance with the specifications;
- Only the quality inspector's analysis is authentic. It is the quality inspector's data which provides the basis for the exporter's purchase declarations;
- Discounts are agreed on the basis of the results of the inspector's analysis, in accordance with the quality standards accepted at the factory gate and communicated to operators at the start of the season (moisture content, foreign matter, broken beans and waste);
- Each exporter or processor is free to secure supplies provided that the produce purchased complies with the accepted quality standards notified by the Conseil du Café-Cacao. The processor or exporter has sole responsibility for deciding to accept or reject the product;
- Controls on batches of cocoa and coffee presented for export will be stepped up thanks to SAIGIC reports, which will draw attention to exporters dealing in poor-quality produce;
- Exporters are forbidden to apply discounts on the basis of quality parameters other than those notified by the Conseil du Café-Cacao (moisture content, foreign matter, broken beans and waste);
- 100% of the analysis reports issued by the quality inspector will be co-signed by all parties (*quality inspector, SAIGIC weighing agent and exporter*);
- If the exporter wishes to contest the results of the analysis, he must do so as soon as he receives the results supplied by the quality inspector. In this case, a counter-analysis is carried out immediately on the sealed control sample provided for this purpose. The result of the counter-analysis is final;
- The inspector and/or exporter may request arbitration by the Conseil du Café-Cacao in the event of disagreement over a counter-analysis;
- All rejected produce is to be reloaded into the lorry in the presence of the inspector, and must leave the plant under the supervision of the inspector and the SAIGIC weighing agent;
- *The net weight accepted (kg), the SAIGIC weighing number, the exporter code, the supplier code, the supplier name, the nature of the product and the type of project or certification* are recorded on the analysis report by the Conseil du Café-Cacao weighing agent;
- Information relating to bags (*number of bags unloaded, number of bags accepted, number of bags rejected, number of bags refunded*) is entered on the analysis report by the inspector;
- Processors and bean exporters, may perform tests to determine **Free Fatty Acid** (FFA) content; they must notify the results of their analysis to the inspector for inclusion in the analysis report;
- Quality inspectors and exporters will validate [approve/contest] the weighing lines for day **n** (*entry of weights, analysis results and other information*) via SAIGIC from **n+1** ;
- Quality inspectors have access to SAIGIC to process their data and prepare their invoices;
- For a given month, only the weighing lines approved by the inspector and the exporter, via SAIGIC, will be invoiced;
- Every month, the inspector issues an invoice for each site. Inspectors can consult their monthly invoices by site via SAIGIC;
- Quality inspectors will respect the coding established by the Conseil du Café-Cacao with regard to the analysis report number, and failure to do so will be penalised;
- Quality inspection bodies shall provide the Conseil du Café-Cacao with a list of the personnel assigned to the various sites and ensure that there are sufficient agents at each site. The inspection bodies will also send the Conseil du Café-Cacao the list of sites where they have a monitoring contract with the exporter;
- The Conseil du Café-Cacao carries out daily unannounced checks on sites in Abidjan, San Pedro and other towns with reception sites, in order to ensure the reliability of the inspectors' analysis results (moisture content, foreign matter, broken beans, waste, as well as intrinsic product quality). Programmes are drawn up by the Plant Entry Director;
- The Conseil du Café-Cacao carries out unannounced checks either on the control sample or on a new sample taken from the load still present on the site;

- The Conseil du Café-Cacao issues an analysis report for all unloaded produce inspected in the course of unannounced checks;
- The analysis report for unannounced inspections issued by the Cocoa Council is the definitive report. It has priority over the quality inspector's report in the event of a product quality infringement;
- In the event of an infringement, the Conseil du Café-Cacao will draw up a certified report against the inspector concerned;
- The issue of a non-compliant analysis report renders the quality inspector liable to sanctions and a penalty in accordance with the specifications;
- Quality inspection companies will supervise the activities of their agents deployed on the sites on a daily basis. They will check the quality of the produce inspected by their agents on the basis of the quality standards in force. They will also ensure that working procedures are respected, and will indicate their presence by signing the check-in sheet with the weighing agent;
- Supervision checks carried out by quality inspection companies on their on-site agents will be monitored and evaluated by the Conseil du Café-Cacao;
- The exporter gives a copy of the weighing ticket to the Conseil du Café-Cacao's weighing agent once the lorry has been fully unloaded (*end of second weighing*);
- A copy of the ticket is also given to the quality inspector by the Conseil du Café-Cacao's weighing agent or by the exporter;
- Quality inspectors must submit a quarterly activity report to the Conseil du Café-Cacao;
- The Conseil du Café-Cacao will regularly rotate sites among inspection companies to ensure that an equitable volume of produce is tested;
- Each month, the quality inspection company will also rotate its agents among the sites allocated to it, and must inform the Conseil du Café-Cacao accordingly;
- The inspection company and the exporter must work closely together;
- The processor must inform the Conseil du Café-Cacao, in advance, of any cessation of unloading activities at a site;
- In the event of an on-site dispute, the exporter and/or the quality inspector must refer the matter to the Quality Control Department at the Plant Entrance or the SAIGIC Plant Monitoring Department;
- Failure by the inspector to comply with working procedures may incur penalties from the Conseil du Café-Cacao;
- During the mid-crop season, exceptional measures are taken by the Conseil du Café-Cacao to control bean counts at processor's purchasing sites. These measures are notified to all operators (*processors, quality inspectors, exporters*) before 1 April;
- The provisions of this working procedure may be amended in the course of the season.

Cocoa processing

Processing consists of cleaning the cocoa (removing foreign bodies, dust, etc.) and bagging it in new, single-use, 65 kg, food-grade jute export bags. The cocoa is then processed into batches of 385 bags, giving a theoretical net weight of 25.025 tonnes, or into batches of 20 "large bags" of the same weight.

All-origin cocoa in OPA bags on pallets in the warehouse (two pallet heights and sorted by quality) is processed as follows:

- the palletised product is transported (by forklift truck) from the storage warehouse to the unloading area where the hopper is located;
- the product is de-palletised;
- the moisture content of the product in each bag is measured;
- bags with moisture content > 8% may be rejected;
- in exceptional cases, cocoa may be artificially dried (dryer running on DDO fuel);
- bags are opened and emptied into the hopper;

- mechanical handling, for:
- magnetic separation, if required
- cleaning and separation, if required (beans, fine waste, coarse waste, fine particles, etc.)
- possibly, a pass-through weighbridge;
- at the same time, bags are marked with the batch number in the warehouse bagging bucket;
- weighing, bagging in new food-grade jute sacks or large bags;
- batch storage on pallets from a few hours, to a few days;
- transfer to warehouses (exporter, forwarding agent, third-party collateral holder).

➤ After packaging:

After packaging, grade I and grade II merchantable cocoa in conventional export jute bags (new food-grade jute bags that meet standards) or in large bags is arranged in batches.

A batch of bagged cocoa comprises 385 bags with a total theoretical weight of 25.025 tonnes.

A large-bag batch comprises 20 large bags with a theoretical weight of 25 tonnes.

Merchantable cocoa packaged in this way, in batches (bags or large bags), is ready to be exported or delivered to local processing plants.

NB: In Côte d'Ivoire, sub-grade cocoa is not authorised for export. It is destined for local processing plants.

Storage in the exporter's, forwarder's or third-party collateral holder's warehouse.

Merchantable cocoa, in batches of 385 bags or 20 large bags, transported from the packaging plants on pallets in vehicles, is received in warehouses belonging to exporters, forwarding agents or third-party collateral holders, either for export or for delivery to local processing plants.

Once the cocoa has been packaged into batches and stored in the export warehouse, the domestic marketing process is complete, and the export marketing process begins.

The cocoa, in batches of 385 jute bags, is stored either on 10 pallets at 2 heights, including 9 pallets of 40 bags and one pallet of 25 bags, with aisles 80 cm wide, or in stacks of several batches with aisles 80 cm wide.

Cocoa in large bags is stored either on 20 pallets at 2 heights with an 80 cm aisle or in several stacks with 80 cm aisles.

Cocoa stored in this way for a few days or weeks is subjected to a full range of technical operations including quality control (quality control companies, and possibly, the Conseil Café-Cacao) and phytosanitary treatment (disinsectisation and phytosanitary control by MINADER).

The aim of quality control and phytosanitary treatment is to ensure that the cocoa is of high quality and free from infestation before being exported.

Warehouse procedures

Batches of cocoa that have obtained quality certification – the **Verification Report** (Bulletin de Vérification) (BV) issued by the quality control companies and the **Disinsectisation Report** (Attestation de Désinsectisation) (CD) issued by the phytosanitary treatment companies – will be transferred, on request, to the stowage sites (conventional container or bolster container), or will be authorised for transfer to the stevedore's warehouses, in the case of batches for conventional shipment, or for bulk loading in the ship's hold.

At stowage sites or stevedore's warehouses

Batches that have duly obtained the BV and CD will be transferred from storage warehouses to stowage sites (for batches shipped in containers) or the stevedore's warehouses in the case of batches shipped in bulk.

Export of cocoa beans

Cocoa exports are subject to strict technical and administrative formalities. To comply with these formalities, the exporter or his forwarding agent must take steps to obtain :

- Verification Reports (BV) from quality control companies;
- Disinsectisation Report (CDs) from disinsectisation companies;
- administrative documents from public authorities: Ministries, cocoa sector management structures, financial and private structures.

Technical quality-control operations

Pre-export analysis

All cocoa destined for export from Côte d'Ivoire must undergo quality controls.

Cocoa quality analysis is outsourced to private companies, which are responsible for issuing Verification Reports (BVs), essential documents certifying the quality of Côte d'Ivoire-origin cocoa.

- The exporter or his forwarding agent sends a request for a packaging declaration, specifying the quantity, quality and place of storage, to the quality control company of his choice;
- the quality control company carries out administrative operations: registration of the request, allocation of a number, production of sampling forms;
- a designated sampling team is sent to the storage site;
- at least 30% of the bags making up the batch are sampled to ensure sample quality
- approximately 1 kg of sample is taken per batch of cocoa,
- samples are delivered to the restricted-access room at the quality control company's laboratory
- a 300g sample of beans is weighed for analysis, and a false number is assigned:
- the sample, under a false number, is analysed by an agent, who determines sample quality and completes an analysis form;
- the analysis report is delivered to the restricted-access room, where the real number of the packaging declaration is entered, together with the exporter's references and details of the product;
- if the batch does not comply with quality standards, it has to be reprocessed and repackaged;
- if the batch meets export quality standards, i.e. **Grade I or Grade II cocoa**, the quality control company issues a **Verification Report (BV)**.

Phytosanitary treatment by accredited companies

- The exporter or his forwarding agent sends a request for a packaging declaration, specifying the quantity, quality and place of storage, to the quality control company of his choice;
- A processing request specifying the quantity and storage location(s) is sent by the exporter or his forwarding agent to the phytosanitary company of his choice;
- the accredited company sends a designated team to the storage warehouse;
- batches or stacks of batches are carefully covered;
- fumigation tablets (treatment product) are placed in position;
- the covering is removed **72 hours** after tablet placement*;
- a **Disinsectisation Certificate** is issued.

QUALITY PRACTICES

The Producer

The producer, the first link in the cocoa quality-assurance chain, must comply with good agricultural practices at the following stages:

- Pre-harvest

Cocoa quality begins at the farm. To obtain good-quality cocoa, the farmer must take care of his plantation, by:

- Regular weeding. **Regular weeding avoids weeds competing with cocoa for minerals and water. The cocoa tree thus has sufficient nutritional elements: water as well as the mineral salts required for its development;**
- Phytosanitary maintenance. **Pruning unwanted branches limits the proliferation of capsids (insects) that destroy cocoa trees;**
- Phytosanitary treatment. **In cocoa farming, pest control is an essential element for ensuring a good yield: control of mirids/ capsids and fungi (pod rot) is crucial. The aim of phytosanitary treatment is to obtain a product that is both plentiful and, above all, of good quality;**

- Harvesting and post-harvesting

- Harvesting. **To obtain good quality cocoa, the first step is to harvest the pods when ripe. Ripeness is indicated by pod colour: green-yellow, yellow or orange. Diseased pods, i.e. pods that are rotten, black, half-brown or half-green, must be removed. Over-ripe pods give rise to bean germination, which is a defect impairing cocoa marketability. By contrast, unripe pods produce beans that do not respond well to fermentation. The resulting cocoa is low in aromatic compounds. Several rounds of harvesting are performed over the course of the year: from September to January for the main harvest (every 15 days) and from April to June for the mid-crop (harvesting rounds may be further apart).**
- Pod opening. **Cocoa pods are split open using a wooden club. In practice, farmers tend to use small, blunt machetes for this purpose. However, care must be taken to avoid damaging the beans, so as not to introduce mould. It is advisable to carry out this operation within four (4) days of harvesting. In all cases, the waiting time should not exceed 6 days, in order to avoid germination of the beans in the harvested pods.**
- Fermentation. **Fermentation is a key operation in the formation of cocoa quality. It removes the mucilaginous pulp from the beans, killing the embryo and thus preventing germination. Above all, it reduces the bitterness and astringency of the beans and encourages the development of chocolate flavour precursors. Fermentation lasts 6 to 7 days, with two or three stirring sessions at 2-3 day intervals.**
- Drying: **This post-harvest operation is also crucial for maintaining cocoa quality. Drying reduces the moisture content of the beans from around 65% to a maximum of 8%. This reduction in moisture content blocks enzymatic reactions (moisture regain) and helps to preserve the cocoa for longer.**
- Bagging. **Bagging has a strong influence on cocoa quality. This is why the government of Côte d'Ivoire has introduced specific regulations governing cocoa packaging, providing producers with "bush bags" known as OPA bags. Poor-quality bags affect the taste of the cocoa by imparting unwanted odours. In addition, poor bag status is among the main causes of weight loss, especially in the USA, where any food product in contact with the ground is destroyed.**
- Primary storage. **The dried cocoa, with a maximum moisture content of around 8%, is bagged in OPA bush bags (jute bags) and stored in a room to await delivery to the cooperative or sale to a buyer. In general, primary storage on the farm does not last long. The producer sells his cocoa immediately after drying. There is therefore little risk of moisture regain if the drying has been thorough (8% maximum).**

Buyers and exporters

Côte d'Ivoire's merchantable cocoa production amounts to two million tonnes a year.

At the time of marketing, this large volume of cocoa attracts numerous players from farm-gate to shipment. These include: producers, pisteurs, dealers, exporters, forwarding agents, third-party collateral holders, stevedores, land and sea transporters, etc. All these players have a positive or negative role to play in preserving cocoa quality.

Other CCC actions to ensure quality

Quality is a matter for the entire cocoa value chain. It is for this fundamental reason that, as part of the implementation of the 2QC programme, a strategy was devised by the Conseil du Café-Cacao during the reform of the coffee and cocoa sector to help resolve quality-related issues. This involved defining action strategies at the following three levels:

- Production;
- Domestic marketing;
- Processing plant and export.

Quality at production level

Improving cocoa quality is one of the major strategic axes of the sustainable cocoa development programme in Côte d'Ivoire. This programme, which aims to improve productivity (Quantity = Q), quality (Quality = Q) and income, and which will lead to wealth creation (Growth = C), is known as "2 QC".

Within the framework of this programme, the implementation of activities aimed at improving quality is broken down into two main actions:

- Supervision and training of producers;
- Distribution of improved seeds and plant protection products to growers.

Supervision and training of producers

Training and supervision of growers is carried out by ANADER. The aim is to transfer to growers, techniques for regenerating and replanting farms, combating pests and diseases, harvesting and post-harvest treatment. It is carried out in close collaboration with the Centre National de Recherche Agronomique (CNRA), which supplies the technologies to be shared with growers.

To this end, the Conseil du Café-Cacao has delegated the management of this activity to the Fonds Interprofessionnel pour la Recherche et le Conseil Agricole (FIRCA), which supervises the activities carried out by the CNRA and ANADER.

The transfer of technology to growers is achieved through training tools such as the Farmer Field Schools (FFS). The FFS is a classroom without walls, set up in plantations chosen for this purpose, where around thirty farmers attend the various training modules.

Information and awareness-raising campaigns on product quality, which support the training provided in the field, are also carried out in the villages.

Alongside these activities, cocoa-certifying organisations (Fairtrade, Rainforest Alliance, etc.) are actively involved in raising awareness and training producers to produce high-quality cocoa. Harmonisation of all these activities is planned within the Public-Private Partnership Platform (PPPP), launched by the Conseil du Café-Cacao.

• Distribution of plant protection products to growers

Good farming practice requires the use of methods such as agro-pharmaceutical products to combat cocoa pests. Phytosanitary treatment of plantations is a key factor in obtaining high-quality cocoa. To encourage the use of suitable legally-permitted agro-pharmaceutical products, the Conseil du Café-Cacao, through its regional offices, distributes insecticides and fungicides to producers for primary farm treatment.

• CNRA distributes improved seeds to farmers

In order to ensure the regeneration and rehabilitation of cocoa plantations, the Conseil du Café-Cacao provides producers with improved cocoa seeds obtained in the CNRA's nurseries. The use of quality planting material unfailingly contributes to improving the quality of the marketed product. To this end, the Conseil du Café-Cacao has strengthened the CNRA's seed production capacity with a view to increasing seed supply.

Packaging

Distribution of jute bush bags. Packaging helps to improve cocoa quality. For this reason, the Conseil du Café-Cacao formally prohibits the use of non-jute bags for cocoa collection. It has therefore decided to make more than 6,000,000 jute bush bags available each year to those involved in the domestic marketing of cocoa.

"To support the primary collection of coffee and cocoa, buyers and cooperative societies approved by the Conseil du Café-Cacao have been allocated 15,500,000 bush bags for the 2020-2021 campaign, with a residual stock of 30,157 bags. The Conseil du Café-Cacao is continuing to improve the quality of the bags made available to operators to facilitate farm-gate collection of coffee and cocoa" (Source: CCC, 8th Cocoa Day).

As bags play a key role in preserving cocoa quality, the CCC has banned the use of plastic bags for cocoa. At the same time, it demands that only OPA bags (reusable jute bags) be used to package cocoa for transport from the farm-gate to the packaging and processing plants.

Once the cocoa has been packaged, it is stored in export-grade jute bags or large bags of the same type for export. For processing, appropriate packaging is used depending on the type of finished or semi-finished product.

Sometimes, for economic reasons, bulk cocoa is poured directly into the ship's hold, which does not always preserve the quality.

Buyer requirements

Cocoa exports are subject to strict technical and administrative formalities. To comply with these formalities, the exporter or his forwarding agent must take steps to obtain :

- Verification Reports (BV) from quality-control companies;
- Disinsectisation Certificates (CDs) from pest control companies;
- Administrative documents from public authorities: Ministries, cocoa sector management structures, financial and private structures.

Traceability and social certification

Traceability and certification are new concepts in the agricultural sector. Their aim is to reassure consumers about the environment and conditions in which cocoa is produced, thereby safeguarding their health.

As with organic products, the cocoa and chocolate industries have set up certification bodies in producing areas, imposing a series of conditions which must be met before cocoa can be certified.

In the Ivorian cocoa industry, three consumer NGOs are regarded as pioneers in sustainable development and certification. They are UTZ (Solidaridad), Rainforest Alliance and Fair Trade. Each had its own criteria for assessing sustainability and co-opted the cooperatives to be monitored with a view to achieving these criteria. At one point, in any given producing area, producers were faced with a multitude of standards, to the point where the CCC had to intervene to try and sort things out. Finally, in 2017 the government issued a decree – see attached Decree No. 2017-321 of 24 May 2017 on the implementation of certification and sustainability projects in the cocoa sector – requiring all NGOs to obtain prior approval before carrying out certification activities.

Certification has been a resounding success. In just ten years, the proportion of certified cocoa has soared to one million tonnes. However, the original certifying bodies realised that there were a number of weaknesses that could cast doubt on the results of certification. Among these weaknesses, observers have noted:

- The problem of the traceability of certified cocoa, which is certified in name only, since certification bodies often authorise exporters to transform batches of ordinary cocoa into batches of "certified" labelled cocoa;

- Buyers/dealers are acquiring certified status by creating dealers' cooperatives, whereas the purpose of certification is to encourage producers and their cooperatives to adopt sustainable cocoa production protocols;
- The credibility of certification audits is often called into question because they are riddled with fraud of all kinds.

One analysis of this issue concluded that: "Certification has not succeeded in engaging the players in the value chain in the transition to sustainable development, despite the fact that it now covers half of the country's production. This loss of confidence in the system has led several private players to change their strategy for sourcing sustainable cocoa". This is the case for the major chocolate exporters, who have developed their own traceability system with their network of producer cooperatives to ensure their supply of sustainable cocoa. For example:

The "Transparence Cacao" system for Cémoi;

The "Coco Life" system for Mondelez;

The "Coop Academy" system for Cargill;

The Barry Callebaut system;

The Olam system.

Overall performance

Quality is a matter for the entire cocoa value chain. It is for this fundamental reason that, as part of the implementation of the 2QC programme, a strategy was devised by the Conseil du Café-Cacao during the reform of the coffee and cocoa sector to help resolve quality-related issues. This involved defining actions at the following three levels:

- Production;
- Domestic marketing;
- Processing plant and export.

Policies for domestic marketing, warehouse entry controls and export controls have been examined in the preceding paragraphs. But what about production policy?

Production quality

Improving cocoa quality is one of the major strategic axes of the sustainable cocoa development programme in Côte d'Ivoire. This programme, which aims to improve productivity (Quantity = Q), quality (Quality = Q) and income, and which will lead to wealth creation (Growth = C), is known as "2 QC".

Within the framework of this programme, the implementation of activities aimed at improving quality is broken down into two main actions:

- Supervision and training of producers;
- Distribution of improved seeds and plant protection products to growers.

Supervision and training of producers

Training and supervision of farmers is carried out by ANADER. The aim is to transfer techniques for regenerating and replanting farms, combating pests and diseases, harvesting and post-harvest treatment. It is carried out in close collaboration with the Centre National de Recherche Agronomique (CNRA), which supplies the technologies to be shared with producers.

To this end, the Conseil du Café-Cacao has delegated the management of this activity to the Fonds Interprofessionnel pour la Recherche et le Conseil Agricole (FIRCA), which supervises the activities carried out by the CNRA and ANADER.

The transfer of technology to growers is achieved through training tools such as the Farmer Field Schools (FFS). The FFS is a classroom without walls, set up in plantations chosen for this purpose, where around thirty farmers attend the various training modules.

Information and awareness-raising campaigns on product quality, which support the training provided in the field, are also carried out in the villages.

Alongside these activities, cocoa-certifying organisations (Fairtrade, Rainforest Alliance, etc.) are actively involved in raising awareness and training producers to produce high-quality cocoa. Harmonisation of all these activities is planned within the Public-Private Partnership Platform (PPPP), launched by the Conseil du Café-Cacao.

Distribution of plant protection products to growers

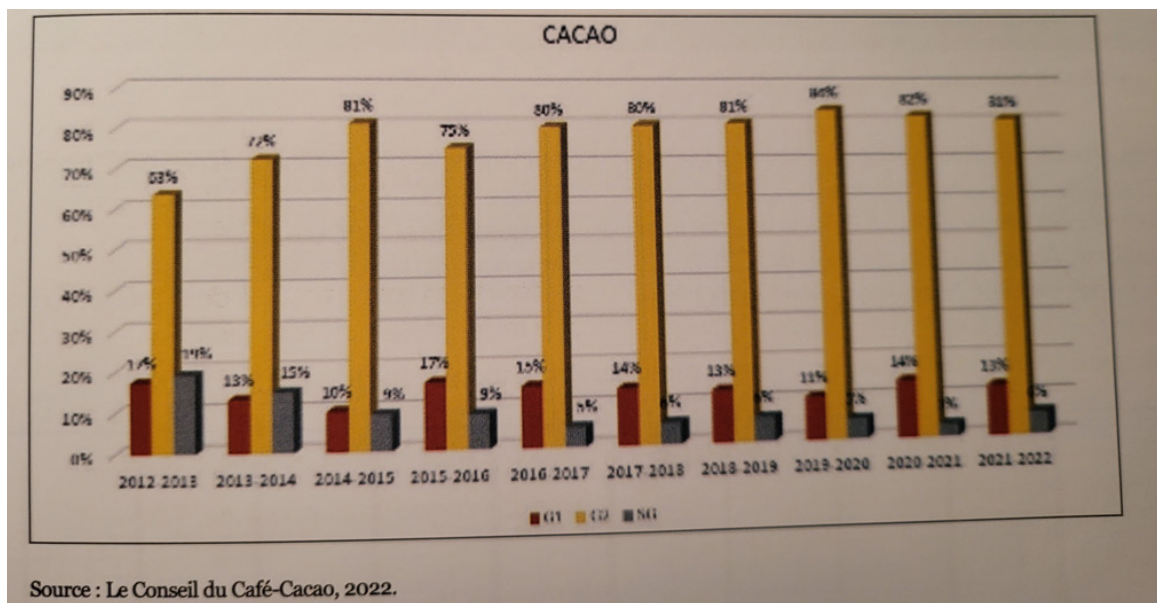
Good farming practice requires the use of methods such as agro-pharmaceutical products to combat cocoa pests. Phytosanitary treatment of plantations is a key factor in obtaining high-quality cocoa. To encourage the use of suitable legally-permitted agro-pharmaceutical products, the Conseil du Café-Cacao, through its regional offices, distributes insecticides and fungicides to producers for primary farm treatment.

Distribution of improved seeds from the CNRA to growers

In order to ensure the regeneration and rehabilitation of cocoa plantations, the Conseil du Café-Cacao provides producers with improved cocoa seeds obtained in the CNRA's nurseries. The use of quality planting material unfailingly contributes to improving the quality of the marketed product.

The implementation of all these policies has contributed to a significant improvement in the quality of Ivorian cocoa over the last decade, as shown in the graph below.

Graph 6: Trends in cocoa bean quality from 2012 to 2022



In this chart, cocoa quality is expressed as the percentage of grade I and grade II cocoa ("Good Fermented") accepted for export. At the start of the reform in 2012-2013, "Good Fermented" cocoa accounted for less than 80% of total exports. The quality policies introduced, particularly at the warehouse entrance, have lifted this rate to over 94% by 2021-2022. The proportion of sub-grade cocoa has fallen from year to year, and for 2021-2022 is estimated at around 6%.

Ivorian cocoa undergoes quality controls at all levels of the value chain: from production, domestic marketing, processing and storage to export. **All these various quality controls in line with Ivorian standards should give Ivorian cocoa the quality assurance** demanded by international traders and chocolate manufacturers.

6.2 STORAGE

The purpose of cocoa storage is to preserve the quality of the product along the marketing chain. It is a useful tool for any trade policy, as it helps to regulate the supply chain. A good knowledge of storage infrastructures is all the more valuable when there is a crisis in cocoa marketing, as was the case in 2015-2016 in Côte d'Ivoire. In such cases, the marketing circuit is clogged up because the cocoa is not evacuated as it should be. From the ship's holds, the stevedore's warehouses, the exporter's warehouses to the cooperative and buyer's warehouses, a kind of paralysis affects the supply chain. This raises the question of whether the warehouses listed so far have sufficient capacity and meet conservation standards. That is why it is imperative that storage facilities be inspected from a "Due Diligence" perspective, with details of their capacity to store cocoa. Every year, the CCC approves warehouses for cocoa marketing; in addition to this approval, which is purely by name, other assessment criteria should be added, such as dimensions, storage capacity, ventilation and compliance with health regulations, etc. The table below lists some of the criteria used to assess warehouses.

Type: Describe the type and typical capacity (in tonnes) of storage at each level of the value chain:

- Informal village storage arrangements;
- Local, intermediate and wholesale warehouses;
- Buyer collection centres and primary grouping sites;
- Warehousing by the government and the marketing board;
- Logistics and warranty management;
- Port storage;
- Alternative storage systems.

Table 10: Types of storage in the value chain

N°	Classification	Type de stockage	Poids des sacs	Lieu et Mode	Niveau de la chaîne de valeur	Capacité de stockage minimum (Tonne)
11	Arrangements des stockages informels villageois.	Sacs de cacao brousse entreposés sur des palettes	70 kg en moyenne	Maisonnets villageois	Planteurs (bord champ)	0.5
	Entrepôts locaux ; intermédiaires et de gros.	Sacs de cacao brousse entreposés sur des palettes	70 kg en moyenne	Petits magasins de collecte	Pisteurs	5
1	Centres de collecte des acheteurs et les sites de regroupement primaires.	Sacs de cacao brousse entreposés sur des palettes	70 kg en moyenne	Petits magasins	Acheteurs et associés de coopératives	35
2	Entreposage par le gouvernement et l'office de commercialisation, logistique et gestion des garanties stockage vectoriel.	Sacs brousse avant usinage et export après création des lots export disposés sur des palettes de façon à permettre la circulation des agents commis aux prélèvements d'échantillons d'analyse. L'encombrement d'un lot est de 13 m ³ avec 1,8 m de front et 7 m de profondeur.	70 kg en moyenne pour les sacs brousse et 65 kg en moyenne pour les sacs export de dimension 112x72 cm en jute	Entrepôts agréés chaque campagne par le CCC. Les lots de cacao sont composés de 385 sacs de 65 kg soit 22,025. La distance à respecter entre 1 ou 2 lots et le mur magasin est de 0,7 m et la hauteur max est de 3,6 m	Acheteurs ; sociétés coopératives et coopératives exportatrices	500

N°	Classification	Type de stockage	Poids des sacs	Lieu et Mode	Niveau de la chaîne de valeur	Capacité de stockage minimum (Tonne)
3	Stockage portuaire.	Sacs export après disposés sur des palettes de façon à permettre la circulation des agents commis aux prélèvements d'échantillons d'analyse	70 kg en moyenne pour les sacs brousse et 65 kg en moyenne pour les sacs export de dimension 112x72 cm en jute	Entrepôts agréés chaque campagne par le CCC. Les lots de cacao sont composés de 385 sacs de 65 kg soit 22,025. La distance à respecter entre 1 ou 2 lots et le mur magasin est de 0,7 m et la hauteur max est de 3,6 m	Coopératives exportatrices Exportateurs et broyeurs	1500 m2 soit 1000 T
4	Système de stockage alternatif.	- Conteneurs - Big bag - Cale navire		- Conteneurs 20 ou 40 pieds sur les sites d'empotage - Big bag 1000 T - Vrac conteneur ou navire	Transitaires	

Ownership and operation

Upstream in the value chain, storage facilities are owned by producers and pisteurs, who generally use a room in their home for storage purposes.

In the buying centres, warehouses are owned by local buyers, cooperatives and exporters (former hulling plants or newly-built buying stations). In addition to these owned warehouses, the players involved may rent other storage facilities depending on the progress of the harvest and volume of product arrivals. This is the case for large buyers.

In the port cities of Abidjan and San Pedro, there are three categories of warehouses: warehouses owned by individuals in the city, warehouses attached to plants, and port warehouses. City warehouses belong to private individuals. They are used only when needed by a large buyer or a cooperative as a temporary storage facility for cocoa repackaging purposes. In fact, when a load of cocoa arrives from upcountry and is rejected at the plant, the possibility is often offered of repackaging the cargo. The owner is then obliged to rent a warehouse in town in order to dry the cocoa or rid it of impurities.

Warehouses attached to the plants belong de facto to the plant's owners, i.e. exporters and processors. These warehouses are operated within the normal framework of plant management.

Port warehouses belong to the State or its institutions, or to private companies. The Chamber of Commerce, the port and the lighterage companies have warehouses which they rent out. These warehouses are not used for cocoa alone. They are simply listed so that they can be called on when required.

Additional services

Some upstream warehouses are used by the CCC for the storage and distribution of bush bags or pesticides.

Exporters' and multinationals' warehouses are often used for third-party collateral management, and particularly for the issuing of third-party collateral certificates. The same applies to most port warehouses rented for collateral management (LTD) purposes or as part of the warehouse receipt system (WRS). Rates vary according to the type of service provided.

Public warehouse receipts

A Warehouse Receipt System (WRS) was established by the government by means of Law No. 2015 -538 of 20 July 2015. The official launch of the WRS took place in February 2018, and its electronic platform has been operational since 2019. It should be noted that the WRS is a recent concept. On its website, the Autorité de Régulation du Système de Récépissé d'Entreposage (ARRE) demonstrates the working of the WRS for cashew nut storage. It

provides a means of guaranteeing the preservation and marketing of cashew nuts in Côte d'Ivoire. The idea is that it should be rolled out for all commodities, as indicated by its Managing Director:

“I remain convinced that the nationwide deployment of the WRS for all eligible commodities is a tool for wealth creation par excellence within agricultural and agro-industrial value chains, heralds a major acceleration in the industrialisation of our agriculture, bringing sustainable prosperity to our rural areas”
[Source: Journée Nationale du Cacao & du Chocolat (JNCC 8th edition)].

Overall stock balance

At the end of each marketing year, the CCC appoints a private company to carry out an inventory of stocks. The inventory covers produce declared to be in the hands of cooperatives, buyers, exporters and processors. Reported stocks are identified and geo-located. Findings often show that the inventories include carryover stocks from several seasons, which explains why sales contracts are discharged on a seasonal basis.

There is no overflow or shortage of storage space, with carryover stocks generally representing 10% to 13% of the preceding season's output.

07 Finance

Headings	Key organisations/players	Description/activities	Comments
Land management and tree renewal	Prime Minister's Office; Ministry of Water and Forests; Ministry of Agriculture and Rural Development; Ministry of the Environment and Sustainable Development; Ministry of Employment and Social Protection; Conseil du Café-Cacao; REDD+ Executive Secretariat; Private sector and civil society partners.	<p>The introduction of the Cocoa Forest Initiative (CFI) led to the development of an implementation plan using a participatory and inclusive approach involving public and private sector institutions (Prime Minister's Office, Ministry of Water and Forests, Ministry of Agriculture and Rural Development, Ministry of the Environment and Sustainable Development, Ministry of Employment and Social Protection, REDD+ Executive Secretariat; Private sector and civil society partners).</p> <p>The Cocoa Forest Initiative, a public-private partnership platform, focuses on the promotion of intensive cocoa farming and agroforestry, the preservation and restoration of forests and social inclusion in cocoa-producing areas.</p> <p>The 2022-2025 action plan is based on three pillars: (i) forest protection and restoration; (ii) sustainable production and improved income for producers; and (iii) community participation and social inclusion.</p>	The main constraints to the implementation of the CFI are: (i) low farm yields, which could lead farmers to continue clearing classified forests; and (ii) the purchase price of farmers' produce, which could demotivate farmers.
Input financing (including value chain financing)	Ministry of Agriculture and Rural Development, Conseil du Café-Cacao, Professional associations of phytosanitary product suppliers (CROPLIFE, AMEPHCL, etc.)	The Ministry of Agriculture and Rural Development is responsible for the regulation and control of plant protection products. For this purpose, it relies on the Direction de la Protection des Végétaux et du Contrôle de la Qualité (DPVCQ). However, as the problem is multi-sectoral, decisions are taken within the Pesticides Committee, which is inter-ministerial. This Pesticides Committee examines and proposes approval or accreditation decisions to the Minister. The Conseil du Café-Cacao's "Quantity, Quality and Growth (2QC)" programme makes phytosanitary products available to producers. On average, the Organe de Gestion de la Filière Café Cacao makes available to producers each year the equivalent of 500,000 hectares of insecticides (against capsids) and 225,000 hectares of fungicides (against pod rot).	The main constraints on the use of inputs are: the cost of products and treatment equipment, cash flow pressures at the level of professional farming organisations, etc.
Equipment financing (including leasing and supplier financing)	National and international banks and financial institutions (SGBCI, BICICI, BACI, BOA, BOAD, BNI etc.)	In order to buy cocoa, national and international exporting companies take out loans from commercial banks. According to several sources, estimates suggest that the largest volumes of financing for the prepayment of cocoa purchases circulate between international and regional banks (partly through their local subsidiaries) and international cocoa trading companies. These resources are used to pay intermediary traders, known as pisteurs, and cooperatives. The latter in turn buy the cocoa from the producers, almost entirely in cash. (ILO, 2022).	The difficulties in terms of financing for cooperatives and organisations involved in the cocoa sector are: (i) the excessively high interest rates on bank loans; (ii) the risk of misappropriation of funds; and (iii) the lack of security in producing areas.
Working capital financing (including inventory and supply chain financing)			

Headings	Key organisations/players	Description/activities	Comments
Investment financing (plant, storage, other infrastructure)			
Insurance and risk management (crop/weather, prices, other)	Conseil du Café-Cacao	The Conseil du Café-Cacao is the body responsible for regulating, stabilising and developing the coffee and cocoa industry. From January to June, i.e. well before the start of the harvest season, around 80% of the expected harvest volume is sold at auction. At the beginning of the cocoa season, the Conseil du Café-Cacao sets an average selling price (reference) based on the sales already made, on the basis of which the fixed farm-gate price of cocoa will be set for the new season.	Poor estimates of annual production could have an impact on the price of a kilo of cocoa. Poor management of resources is another major risk that could lead to difficulties for the coffee and cocoa regulatory authority.

7.1

LAND MANAGEMENT AND TREE RENEWAL

Côte d'Ivoire has drawn up an ambitious forestry policy aimed at countering the degradation of its forests (see the sections on “Environmental sustainability policy” and “National policy for the preservation, rehabilitation and extension of forests” on pages 10-12 of the Sectoral and Regulatory Analysis). It is not a question of clearing land for new crops. Rather, it is about expelling loggers who are infiltrating classified forests and protected areas. The budget for implementing the entire sustainability policy is estimated at **2085.4 billion CFA francs (FCFA)**.

This budget, for the period 2022-2030, can be broken down as follows:

- FCFA 997.49 billion (47.83% of the total cost) to address the major issue of improving producers' incomes;
- FCFA 515.28 billion (24.71%) for actions to combat deforestation in cocoa-producing areas;
- FCFA 502.63 billion (24.10%) to combat child labour;
- FCFA 70 billion (3.36%) to cover implementation.

The financing pledges obtained to date amount to FCFA **827.41 billion**, of which FCFA **146.83 billion** will be provided by the State, FCFA **679.08 billion** by Technical and Financial Partners and FCFA 1.5 billion by the private sector. The total amount to be raised is FCFA **1,258 billion**.

The government of Côte d'Ivoire and all stakeholders in the sector will have to work together to mobilise the resources needed to implement the national sustainable cocoa policy.

7.2

INPUT FINANCING

The search for arable land, the setting up of the farm and the purchase of agricultural inputs are financed by the farmers themselves. However, as part of the Quantity-Quality-Growth (2QC) programme, the government sought to boost the cocoa crop, which had suffered a marked decline in the wake of liberalisation. Through the CCC, the government has provided cocoa farmers with inputs such as pesticides, fungicides and improved seeds. “Over the last two seasons alone, the Conseil du Café-Cacao has made available to over 500,000 farmers the equivalent of 2,000,000 ha of insecticides and 690,000 ha of fungicides to help treat cocoa farms.

As part of the fight against cocoa defoliating caterpillars of the species *Achaeas catocaloides*, an average of 27,022 ha of affected plots were fully treated by the Conseil du Café-Cacao each season” (source: CCC, JNCC 8th Edit).

Financing of the supply chain is covered by the Differential (see below), which helps to meet supply costs.

7.3

OTHER FINANCING

Equipment finance, working capital finance, trade finance and investment finance are all private initiatives. Commercial companies turn to banks and financial institutions to borrow the funds they need for their business. Additionally, the Differential (see below) seeks to cover certain financial costs, depreciation, warehouse rental, etc.

7.4

INSURANCE AND RISK MANAGEMENT

There is a real risk of crop failure due to factors such as cocoa diseases (swollen shoot virus, pod rot, capsids/mirids, etc.) and climate change. These factors are a cause for concern, but for the moment no insurance has been taken out to cover them.

In various studies, the World Bank has noted that Côte d'Ivoire is under threat from climate change by 2050 because of:

“An average rise in temperature of 2°C for the country as a whole, with a peak of over 3.5°C in January and even greater increases in the north;

Variations in rainfall, with a drop of 9% in the months of April and May and an increase of up to 9% in October;

A 30 cm rise in sea level could be recorded along the Ivorian coast”.

08 Prices and Terminal Markets

8.1 PRICE TRENDS

Because of the price-setting mechanism, no variations are discerned along the value chain.

Prices at each stage of the commercial chain are based on a scale of costs, known locally in Côte d'Ivoire as “the Differential”. The various services provided at different stages of the value chain are paid for in accordance with the Differential. To ensure that there is no difference in price between one region and another, transport costs are subject to adjustments to compensate for inequalities between the different cocoa-producing regions (e.g. between regions far from delivery points and regions nearer to them).

Transport compensation

Transport compensation was the subject of an in-depth study, commissioned by the CCC from the Centre Ivoirien de Recherche Economique et Sociale (CIRES), to determine the cost of transport per tonne-kilometre (TKM). The results of this study were submitted for validation to a Steering Committee comprising representatives of the Ministry of Agriculture and Rural Development, the Ministry of Trade and Industry, the Office Ivoirien des Chargeurs, and the CCC. Based on the results of the study, the committee agreed that:

- An indicative Tonne Kilometre (TKM) cost of 15 CFA francs should be included in the Differential, to serve as a basis for the payment of transport by the exporter to the cocoa supplier;
- The exporter should be reimbursed by the CCC if the transport costs paid to the cocoa supplier exceed the amount included in the Differential;
- The exporter should reimburse the CCC if the amount paid to the cocoa supplier is lower than the amount included in the Differential;
- A tolerance of 200 km should be agreed, over which the choice of one delivery site over another is not permitted.

Thanks to the transport compensation mechanism described above, prices remain the same at each stage of the value chain. This means that the farm-gate prices should be the same in any producing area; similarly, the purchase price should be the same in all the various buying centres, and so on. Unfortunately, this is not always the case. Various factors can affect prices, such as the poor condition of access roads, poor product sales due to a depressed international market, etc. Faced with such situations, producers are forced to “sell off” their cocoa at low prices. On the other hand, if the international market is buoyant and there is a healthy demand, buyers and exporters are obliged to grant purchase premiums to the producer, premiums that the CCC is sometimes called upon to arbitrate in order to avoid market deregulation.

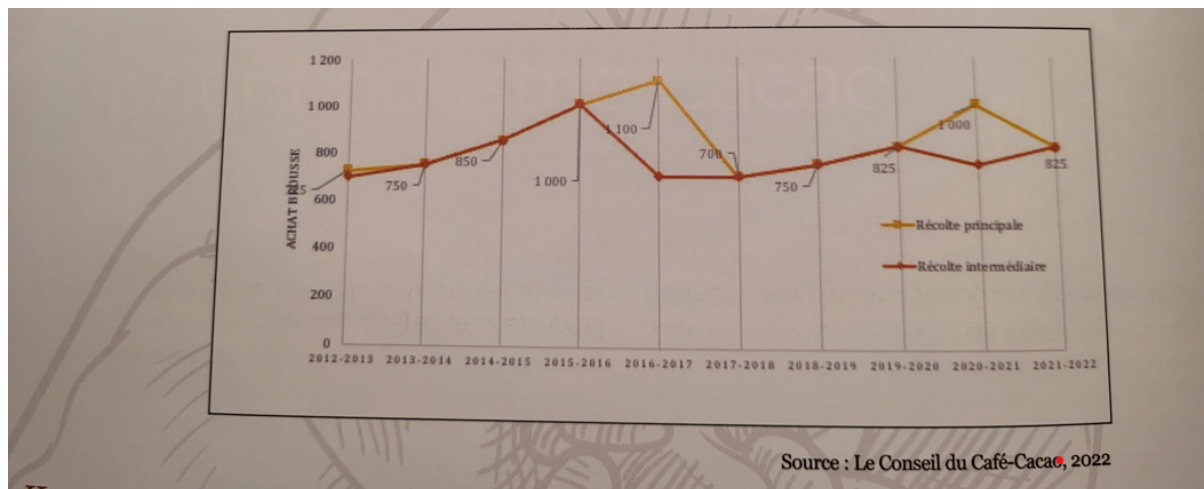
To reduce the impact of the poor condition of access roads, the CCC is involving one of its branches, the Rural Investment Fund (FIMR), in a road maintenance programme. The CCC has also taken the following measures to curb the payment of super-commissions by exporters in order to secure producer loyalty during the 2019-2020 season:

- Super-commission capped at:
 - 10 francs/kg for volumes under 500 t;
 - 15 francs/kg for volumes over 500 t;
- Payment of super-commissions at the end of the season.

Even if, because of the Differential, prices are maintained at each stage of the value chain, the prices of the main harvest are not always the same as those of the mid-crop. Depending on market price trends, the government may decide to offer a lower farm-gate price for mid-crop cocoa beans. This was the case in 2016-2017, when world prices collapsed, and more recently in 2020-2021, as shown in the graph below.

Another trend worth mentioning is the year-on-year variation in farm-gate prices. From FCFA 725 per kilo in 2012-2013, the guaranteed minimum price rose to FCFA 1,100 per kilo in 2016-2017, an increase of 51.72%. Since then, the producer price has fallen drastically, to FCFA 700/kg in 2017-2018. Thereafter it climbed very slowly, rising from FCFA 750 to FCFA 825, before returning in 2020-2021 to the FCFA 1,000 level of 5 years earlier.

Graph 7: Change in guaranteed farm-gate cocoa prices (in FCFA/kg) from 2012 to 2022



The Differential

The following is a brief note regarding the Differential:

“The Differential is a scale of all the charges relating to the performance of a given activity. It has two essential characteristics:

Firstly, the Differential is progressive and dynamic. As a scale of charges, it is indexed to changes in the costs of the economic parameters on which it is based. This means that it can be updated at the start of the season, and even as the season advances.

The second characteristic of the Differential is that it is “negotiated”, i.e. discussed between partners. This discussion involves the Caisse de Stabilisation, which monitors the performance of the activity in question and defines the conditions under which it is carried out, and the exporters-processors, for whom the Differential has “mandatory force”.

The Differential underpins all cocoa marketing activities. It has two components: the collection differential and the export differential.

The collection differential covers all the services involved in collecting cocoa and transporting it from the farm to the buying or marketing centre. These include collection equipment, collection labour, buyer remuneration, etc.

The export differential incorporates the collection differential, taking into account collection costs in order to determine a value at the buying centre warehouse. By adding the fixed costs of freight and surveillance to the other costs of insurance, shrinkage and interest, we obtain the GUARANTEED CIF value; it is this GUARANTEED CIF value that serves as a barometer for marketing activity through the system of reversement and soutien [See Section 8.2.7 below].

8.2 PRICING AND SALES METHODS

Pricing

As long as the world cocoa market permits, the CCC sells volumes of cocoa on open positions. Sales are made under a forward sales programme known as PVAM (Programme de Vente Anticipées à la Moyenne). The PVAM system consists in establishing a programme of forward sales based on the average tonnages to be sold, and following this programme as closely as possible. In following the PVAM, the CCC is required to sell 70% to 80% of the expected harvest (depending on harvest forecasts) before the start of the campaign. It then extrapolates the average price obtainable for the sale of the remaining 20-30% of the harvest. By taking the weighted average of the prices and quantities sold in advance and the prices and extrapolations of spot sales, the CCC obtains a **reference CIF price** which is used to set the **guaranteed minimum** price to the producer.

During the marketing year, operators – in particular, exporters and processors – takes the reference CIF price as their operational basis. If their transactions produce a CIF higher than the benchmark price, the CCC pays them the difference; if not, the operators pay the CCC.

Strengths and weaknesses of the PVAM system

Strengths: The PVAM is the result of efforts by donors (the World Bank, the IMF and the European Union) to help Côte d'Ivoire **follow world market trends closely**. This would enable the country to set a producer price (or provide an indicative farm-gate price as part of the liberalisation of marketing) close to the market price. This in turn would avoid the sort of large budget gaps that could undermine its economy. It was in this context that the Mutual Obligation Frameworks of the European Union, and the World Bank's Structural Adjustment Credits – in particular, the Agricultural Sector Adjustment Credit (ASAC), called for the creation of an Interministerial Committee (CIM). The CIM, which reported to the Prime Minister's Office – and was thus of a higher level than the regulatory body, the Caisse de Stabilisation, and its parent ministry, MINAGRI – had the main task of implementing the PVAM. Côte d'Ivoire complied by undertaking to stop trying to “beat the market”, a tendency which consisted in selling when prices were good and withdrawing from the market if prices collapsed.

Weaknesses. PVAM does not take market trends into account. Depending on the factors influencing it, the market may be in contango or backwardation. In a contango market, the prices of futures positions are higher than those of spot positions because they take account of cocoa carrying costs. This is the normal situation on the world market, which allows any cocoa producer to be present on the market and to sell. In certain circumstances, however, the market may move into “backwardation”, a situation in which spot prices are actually higher than the prices of futures positions, thereby cancelling out the carrying costs of the cocoa. The cocoa-producing country, if it is to sell at all, has to “sell off” its product at cut price. PVAM's dilemma is that Côte d'Ivoire must continue to sell its cocoa, whatever the cost.

Pricing method

Prices at each stage of the value chain are dictated by the Differential as set out above. This does not, however, rule out negotiations between operators. For example, the collection Differential is shared between the cooperative and the buyer, or between the buyer and the exporter, depending on each party's contribution to the service covered by the Differential.

Background to the sales method

Côte d'Ivoire used to sell its cocoa using a direct method, to operators who fell into 3 categories: local traders (bean exporters: trading companies, PMEX and COOPEX), local processors and international operators (traders and processors). This was known as “direct selling” or “over-the-counter selling”. The latter term (in French “Vente de gré-à-gré”, came to acquire a pejorative connotation in the eyes of donors who, at the time of the great cocoa market crisis of the 1980s, were closely scrutinising the Ivorian economy.

What was involved in direct selling?

As a basic principle, all sales had to go through the Caisse de Stabilisation. Export rights (known as “déblocages”) were also granted through the Caisse.

At the opening of each trading session on the London and New York futures markets, traders in Caistab's trading room established the prices at which they could sell cocoa. These prices took into account the market quotation and the currency for each open futures position. Caistab traders were familiar with the track record of most local and international traders, and thus had an idea of how reliable they were. When the markets opened, market operators would call the Caistab traders directly to make offers for the quantities they wished to release. When their bids matched (i.e. were equal to or better than) the prices and quantities predetermined by the Caistab traders, the operators gave them 30-minute "in-hand" offers to go and "work the market", in other words to sell their bids on the market. Once the 30 minutes had elapsed, the operators called the Caistab traders again either to confirm their application for export rights for the quantities in question, or to cancel the application. Once the application for export rights have been confirmed, the remaining procedures for executing the sales are set in motion.

In direct selling, sales were made by the traders and by Caistab itself. When the time came to execute sales contracts, Caistab allocated its sales (i.e. sales made by Caistab to international traders) to local traders – called chargeurs – for execution. This allocation of sales contracts in the form of quotas favoured certain chargeurs. These operators, also known as quotataires, even if they sold no cocoa throughout the season, could still make a good turnover by reselling the quotas allocated. Hence the quest for quotas by most local traders and the favouritism associated with their allocation.

The advent of auctions

Financial backers gradually came to recognise the need for a computerised auction management system that would ensure the transparency and financial integrity of the operations taking place. In their view, the system had to regulate sales automatically, without arbitration or potential manipulation by the regulatory body (the Caisse de stabilisation) and its traders. The system of auctioning export rights using an electronic messaging system perfectly met the concerns of the World Bank and the IMF. The idea was that the electronic system, nicknamed "the Blackout", should be used to manage the forward sales system (PVAM). Naturally enough, the electronic-messaging auction system was included in **Order n°2011- 481 of 28 December 2011 laying down the rules for the marketing of coffee and cocoa and the regulation of the sector**, which instituted the 2012 reform, and in the related documents, namely: the Strategy Document (SD), the Operational Document (OD), the technical documents relating to the Sales Procedure, and the Manual for the use of the Integrated Forward Sales System by coffee and cocoa buyers.

Point 4.2.2 of the SD, entitled "Basic principles of the marketing system", states that:

"The proposed mechanism is based on the principle of the forward sale of 70% to 80% of the harvest forecasts for the coming season;

The remaining 20% to 30% will be sold during the campaign (spot sales);

All sales will be made by electronic messaging".

Some general principles underpinning forward sales (FS)

- *The proposed mechanism is based on the principle of selling a certain proportion of the forecast harvest for the coming season;*
- *The balance will be sold during the campaign (spot sales);*
- *The Conseil du Café-cacao grants export rights to both national and international operators;*
- *Cocoa contracts are quoted in pounds sterling and coffee contracts in US dollars;*
- *All contracts in CFA Francs (FCFA) are firm and are converted into Euros. The amount in CFA francs will be readjusted in the event of any change in Euro/FCFA parity;*
- *In order to avoid exposing the marketing system to exchange rate risks, conversions are based on spot currency rates between 10.00 am and 10.30 am, and between 1.30 pm and 2.00 pm.*
- *To guarantee the reliability and robustness of the system, all sales contracts will be backed by collateral representing 2.5% of the value of contract and by offsetting (hedge) contracts; these offsets must be presented, payable in their original form, by fax, by post or by e-mail. Additional sureties may also be required if there is a risk of default by an operator;*
- *Each local operator has six (6) working days to set up the collateral and the offsetting contract".*

How the auction of export rights is conducted

By definition, “Auctions consist in selling the export rights for physical produce to authorised operators at the highest price bid” [OD].

For this purpose, the regulatory body has set up an IT platform in its trading room. This platform has access interfaces to the IT system available to operators.

Quotation periods

According to the OD: *«Forward sales may be made within a period of up to twenty-four (24) months. In all cases, they must comply with the terms prevailing on the stock exchanges».*

The four quotation periods are as follows:

- October-December;
- January-March;
- April-June ;
- July-September.

Auctions take place twice a day, at 10.30 am and at 2 pm. The three-stage protocol is outlined below.

Setting up auctions

Before the auction begins, the following actions are carried out:

1 - At the Sales Committee meeting held every Monday, the CCC establishes its sales programme, indicating the average quantities to be sold in each session and for each position, the differential for Côte d'Ivoire origin cocoa, and the bidding limit. It notifies these confidential elements only to its cocoa traders;

2 - Traders in the trading room calculate the prices in CFA francs for each of the four release periods, taking as a basis the quotations in pounds sterling on the London financial market (ICE Futures Europe) as published by Future Source. The price calculation procedure is as follows:

“Announcement of a reference price as per trade policy: At the start of each auction session, the minimum prices per forward season, per shipment period, per product, per quality and per destination are published. These minimum prices are determined by the following rule for the morning session:

(previous day's closing price adjusted for origin differential + session opening price adjusted for origin differential)/2.

For the 14:00 session, the prices posted on the London Stock Exchange at 12:00 and 13:30 will be used as the closing and opening prices in the previous formula”.

3 - Traders enter their calculations into the IT sales system, i.e. prices and amounts for the respective periods;

4 - Traders open the export-rights auction by allowing authorised operators to bid from interfaces accessible from their homes, over a 30-minute period known as the “Blackout”. The system only displays the reference prices [minimum prices] for the four quotation periods. Amounts are not visible to operators.

During the 30-minute “Blackout”

Operators submit price and quantity bids during the 30-minute bidding period allocated by the computer system. Operators are entitled to bid for each quotation period. The bidding constraints are as follows:

- Bids for quantities must be multiples of 25 tonnes, this being the minimum bid quantity;
- Each operator is entitled to only one offer per quotation period.

After the “Blackout”

After the 30-minute “Blackout” period, the computer system automatically blocks further bids.

From minute 30 to minute 45

During the 15 minutes following the automatic blocking of further bids, the system automatically calculates and allocates the export rights awarded.

From minute 45 to minute 90

After 45 minutes, the auction results are displayed on the operators' interfaces. Operators who have obtained export rights have 45 minutes to confirm their bids.

Criteria governing the awarding of export rights

At each session, export rights for specific amounts are allocated to the highest bidders in relation to the reference price, by applying the following rule:

- A maximum of 50% of the amount put out to tender is allocated to the highest bidder for the period in question;
- A maximum of 50% of the balance of the amount put out to tender is allocated to the second highest bidder;
- The remainder of the amount is divided equally between the third and fourth highest bidders.
- Where two bids are the same, the time of receipt of the bid is used as the secondary criterion for granting export rights.
- Bids above the bidding limit set by the CCC for the auctions are rejected, in order to limit overbidding and the resulting non-compliance of contracts;
- The export rights granted to each operator cannot exceed 70,000 tonnes for the October-December period and 40,000 tonnes for the January-March period, in order to avoid dominant positions.
- A minimum of 80% of export rights must be awarded to national operators and a maximum of 20% to international operators;
- To encourage local cocoa processing, additional amounts are auctioned off to processors on a second market. The amounts reserved for processors/manufacturers include part of the mid-crop.

NB: "The Pound Sterling/FCFA exchange rate used to convert Pound Sterling quotes on the London market into FCFA is the rate published on FutureSource, between 10:00 and 10:30 for the morning session and between 13:30 and 14:00 for the afternoon session. The exchanged rates to be used are the deferred rates corresponding to the four different quotation periods";

The Côte d'Ivoire origin differential is estimated on the basis of information published by KnowledgeCharts concerning the average physical-cocoa differentials between quotations on the London financial market and the prices applied during over-the-counter transactions between buyers and sellers of cocoa on the Northern European market.

Mechanism for determining reversement and soutien (DO)

When an operator makes a sale through the messaging service, the actual sale price is compared with the reference CIF price, and three situations may arise:

- *The sale price is higher than the reference CIF price; the difference between the two prices must be repaid by the exporter to the Conseil du Café-Cacao ("reversement");*
 - *The sale price is lower than the reference CIF price; the difference between these two prices must be paid by the Conseil du Café-Cacao to the exporter ("soutien").*
 - *The sale price is equal to the reference CIF price. Neither party has to pay the other.*
- In practice, because of the variable-scale charges linked to the sale price, the formula for calculating the reversement-soutien is as follows:*

$$\mathbf{R/S = Sale\ price - [(Fob\ charges + fixed\ costs) + (Sale\ price \times Variable\ charge\ rate)]}.$$

Other measures to stabilise prices

The *reversement-soutien* mechanism is backed by two funds – the reserve fund and the stabilisation fund.

The reserve fund. This is a fund set up in the first seasons following the Reform, and financed by registration taxes. This fund, which is held by various commercial banks, is only called on if the stabilisation fund is unable to handle large *soutien* payouts during a given season.

The stabilisation fund. This fund is financed by reversements generated by the forward sales systems. It is held by the BCEAO and is used to pay reimbursements prompted by the forward sales system.

Performance of sales mechanisms

The implementation of the recommendations and provisions of the 2012 Reform has cast light on a number of difficulties in the application of certain sales methods. By way of example, the following can be noted concerning auctions by electronic messaging and fixed-price sales.

E-mail auctions

This method encourages operators to speculate, since an operator has to be highest bidder in order to obtain export rights without yet having sold the arbitrated volumes on the international market. This speculative attitude has led to the closure of some leading exporting companies. In other cases, companies have bought up cocoa stocks without obtaining substantial export rights, or the reverse: they have obtained substantial export rights but not bought up the requisite cocoa stocks. These situations cause bottlenecks in the marketing system.

Fixed-price selling

Fixed-price selling, although mentioned in the OD, has not been widely used. The only attempts to use this method resulted in significant financial losses and the disappearance of the company that had made use of this method for speculative purposes.

Prospecting for alternative sales methods

Under Order N°2018 - 756 of 28 September 2018, the government opted for an additional method of sale apart from the auction of export rights via electronic messaging. It was decided that: “the export sale coffee and cocoa shall be carried out by electronic messaging and by any other means”. Article 22 of the Order defines “any other means” as “differential sales”.

The CCC carries out differential sales through “Block-deals” and “Direct Sales”.

Block-deals. These are large tonnages placed in the hands of major exporters for forward sales with prices to be fixed. The CCC retains control of the operation in that it decides when to complete the transaction and at what price.

Direct sales. These are spot sales carried out directly by the CCC, which makes offers to exporters and giving them a short period in which to confirm their interest in acquiring the export rights.

From sale to performance of contracts

The CCC sells export rights to the following operators: exporters, processors, PMEX, COOPEX and international traders. These operators are approved before the start of the season.

Operators who have been awarded export rights via the electronic messaging system obtain a sales contract (CV) from the system if they confirm their acceptance of the export rights. Within 6 working days of the exporting rights being granted, the operator is required to submit a dossier to the CCC Sales Department, comprising the following documents:

- Export-right sales signed in triplicate;
- A bank guarantee representing 2.5% of the value of the contract for export companies, processors and international traders, or 1% of the value of the contract for PMEX and COOPEX;

- The off-setting (hedging) contract.

NB: In the case of international contracts, the local chargeur called upon to execute them is exempt from producing the bank guarantee. The bank guarantee expires 1 month after the end of the shipment period. Only guarantees issued by banks and financial establishments with registered offices in Côte d'Ivoire will be accepted.

On receipt of the dossier, the CCC Sales Department checks that the information on the export-right sales contract (tonnage, price, shipment period and harvest) is consistent with the bank guarantee and the offsetting contract. The sales contract and the bank guarantee are then signed by the CCC's Managing Director. A signed copy of the sales contract is sent to the operator.

As soon as the season starts, the CCC Sales Department turns the export-rights sales contract into an implementation contract in the sales management system.

To be able to export his cocoa, the exporter must carry out the following operations:

- Have the cocoa beans packaged in batches, in storage warehouses;
- Complete an export authorisation request (form F01) through the SGEC4 application system (the Integrated Management System for Coffee and Cocoa Marketing). The uploading of any form in the computer system is subject to the availability of cocoa stocks at least equal to the volume covered by the transaction. The SGEC4 system calculates the taxes, parafiscal charges and customs fees payable on the batches to be exported, on the basis of terms of the sales contract underpinning the operation;
- Issue cheques relating to the contract, entering the cheque number and date in the system, together with the bank details for each tax or charge/levy, with the exception of the Single Export Duty (DUS, Droit Unique de Sortie);
- Complete an online batch analysis request in ECOQUAL. ECOQUAL allocates batches to a Quality Inspection Company for analysis;
- Enter, on form F01, the numbers and marks of batches for which a Verification Report has been obtained;
- And so on.

Finally, when the shipment is loaded, the customs authorities affix their "seen boarding" stamp to the Final F01. The CCC's Boarding Monitoring Unit in turn signs the stamped "Seen boarding" F01 and records the "Seen boarding" information in its online management system (date of boarding, vessel, bill of lading, container ID number, etc.).

Cocoa sales and exports follow a meticulous process that requires careful attention, given the impact of the proceeds of sales for operators, the State, the economy and the entire Ivorian population.

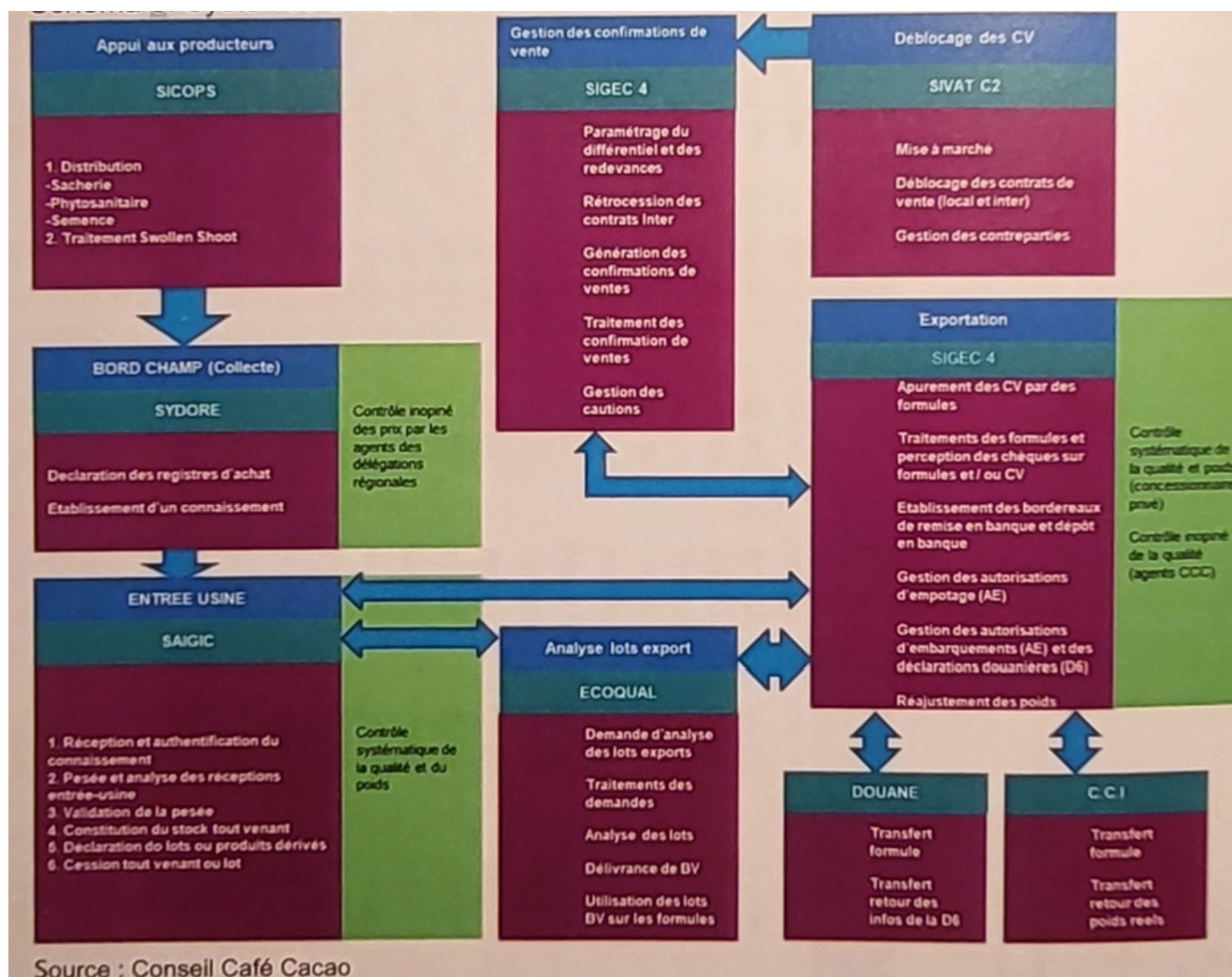
8.3 FUTURES MARKETS

The prices on the futures markets are not directly reflected in actual value chain prices, since market shocks are absorbed by the Differential. The Differential agreed between value chain partners at the start of the marketing year is used as a barometer to determine the reference CIF price. As explained earlier, it is this reference CIF which is used to set the producer price for a given harvest, a price no longer influenced by futures prices.

To sum up, in Côte d'Ivoire's stabilised system, the essential parameters for the progress of a marketing season are: anticipated sales (70% to 80% according to PVAM), spot sales forecasts (20% to 30%) based on a good harvest forecast, the reference CIF price and the guaranteed minimum price for producers. Once these parameters have been assessed and agreed at the start of the marketing season, futures prices should normally only have an impact on the following harvest or the following marketing season.

Information: price survey and market information system

The CCC has various information systems (IS), shown in the diagram below. Some of these systems have been mentioned earlier, in particular those relevant to value chain structure, quality and storage.

Diagram 9: CCC information system

Source : Conseil Café Cacao

Starting with domestic marketing at farm-gate and ending with export, there are some 7 information systems, as described below:

- The market information system (SIM), used to notify indicative farm-gate prices via the CCC's regional branches at the time of the liberalisation of marketing;
- The Regional Data Management System for coffee and cocoa (SYDORE) enables operators to record their farm-gate transactions;
- The Automatic Integrated System for the Management of Weighing Control Indicators at weighbridges placed at the entrance to coffee and cocoa plants (SAIGIC). It is used to record the weight and quality of produce delivered to plants.
- The Cooperative and Bagging Management System (SICOPS). It is used to manage the distribution of bags, plant protection products, improved seeds and swollen shoot virus treatment;
- The Quality Control Management System for coffee and cocoa (e-COQUAL). It is used to allocate product batches for analysis by quality inspection companies, and to manage quality control at plant entrances and export-warehouse batches.
- The Coffee and Cocoa Forward Sales System (SIVAT C2). This is the tool used to auction export rights;
- The Integrated Management System for the Commercial Execution of Coffee and Cocoa Sales (SIGEC 4). It is used to record exporters' sales.

09 Sectoral Regulatory Analysis

9.1

NATIONAL POLICY

Over the past two decades, Ivorian policy has been marked by a desire to further develop agriculture, with a view to making it efficient, effective and sustainable. For that reason, Côte d'Ivoire has adopted the CAADP approach outlined by the Food and Agriculture Organization (FAO). CAADP is the Comprehensive Africa Agriculture Development Programme launched in Maputo, Mozambique in 2003. It stems from the New Partnership for Africa's Development (NEPAD), the various stages of which were adopted at the 22nd Regional Conference for Africa, held in Cairo on 8 February 2002. CAADP is designed to help African countries adopt the latest technical advances in agriculture and develop through agriculture. Conceived within the framework of the New Partnership for Africa's Development (NEPAD), CAADP has set itself the following two ambitious but achievable objectives, in accordance with the Strategic Areas of Action (SAA) (1).

9.2

LAWS AND REFORMS

The coffee and cocoa sector has been shaped over time by laws, orders and decrees. The brief historical survey provided in "Caisse de Stabilisation de Côte d'Ivoire: Réponses à Trente années d'Interrogations" highlights the following milestones:

«In 1954 (J.O.F of 15 October 1954), the French government decided to create Caisses [Funds] in the French-speaking colonies;

2 February 1955, creation of a national fund to regulate prices;

30 September 1955, creation of a Coffee Price Fund and a Cocoa Price Fund;

8 February 1962, reorganisation and merger of the Coffee Price Fund and the Cocoa Price Fund to form the Caisse de Stabilisation des prix du café et du cacao [Coffee and Cocoa Price Stabilisation Fund];

17 August 1964, establishment of a state-owned company called Caisse de Stabilisation des Prix des Productions Agricoles [Agricultural Produce Price Stabilisation Fund];

21 September 1966, overhauling of the Caisse de Stabilisation to extend its activities to other products and new markets.»

The coffee-cocoa sector was thus structured from the outset around a regulatory body, the Caisse de Stabilisation. Since then, however, a number of reforms have been implemented; the major reforms are examined below.

In the early 90s, the profound crisis in cocoa prices led the government to liberalise the coffee and cocoa sector. This was followed by a succession of institutional reforms, some of which had a lasting impact on the sector, such as the current 2011 reform, to which we will return later. The following extract from the "Monographic Study of the Cocoa Sector in the WAEMU, June 2014 [3]" provides an overview:

"The first reform was implemented between 1990 and 1997. The major innovations were: the admission of private industry players into the decision-making body of the state structure, i.e. the Board of Directors; the opening up of competition between operators for industrial hulling as well as for the allocation of export rights, and the reduction of public levies on the sector. In addition, quality controls were abolished and a guarantee fund was set up by the European Development Fund (EDF) to support cooperatives in marketing their products. A number of activities that had previously been the responsibility of CAISTAB were transferred to the producers. These included transport operations and the management of bagging operations as well as the approval of dealers. As a result, the purchase price of produce was no longer guaranteed.

Before the second reform, a transitional system for managing the sector, overseen by the public authorities, was put in place with the successive advent of the new CAISTAB, then the Autorité de Régulation du Café et du Cacao (ARCC) and the Bourse du Café et du Cacao (BCC). Their role was limited to producing statistics and providing industry players with information on the international market and domestic indicator prices. This system was partially dismantled in 2001.

The next reform was implemented in the course of the period 2000-2010. Over the same period, other methods were tried out with the same aims, i.e. withdrawal of the State from the sector and improvement of producers' incomes. In this respect, priority was given to the option of creating specialist institutions within the structures governing the sector. Various institutions were set up, with specific remits covering regulatory and administrative matters, finance and development. These structures were:

- the Bourse du Café et du Cacao (BCC) [Coffee and Cocoa Exchange], whose main role was to manage the marketing of produce and to set a reference price for the purchase of produce;
- the Autorité de Régulation du Café et du Cacao (ARCC) [Coffee and Cocoa Regulatory Authority], whose role was to set levies, define the rules governing the sector and ensure they were applied;
- the Fonds de Garantie des Coopératives du Café et du Cacao (FGCCC) [Coffee and Cocoa Cooperatives' Guarantee Fund], which was intended to facilitate producers' access to finance by guaranteeing their loans;
- the Fonds de Développement et de Promotion des activités des Producteurs de Café et Cacao (FDPCC) [Fund for the Development and Promotion of Producers' Activities] to ensure the development of the sector. To this end, it was tasked with taking action to ensure sustainable incomes for producers;
- the Fonds de Régulation du Café-Cacao (FRC) [Coffee-Cocoa Regulatory Fund], responsible for managing levies on the sector.

The reform was also characterised by an increase in levies on the sector. The tax on coffee and cocoa exports, known as the Single Exit Duty (DUS), rose from 120 FCFA/Kg to 220 FCFA/Kg between 2000 and 2003. The registration tax has also increased, from 2.3% to 5% of the CIF price.

In 2007, following an institutional reorganisation, these structures were replaced by a "Technical Committee for Steering and Monitoring the Reform of the Coffee-Cocoa Sector", with a view to implementing an overall strategy integrating the various production chains and achieving the objectives previously identified. This Committee was subsequently replaced by the Comité de Gestion de la Filière Café-Cacao (CGFCC) [Coffee-Cocoa Sector Management Committee], with virtually the same remit. Producers were represented on this body by the Comité National des Sages (CNS) [National Advisory Committee], which had a purely advisory role.

The current reform, which began in 2012, is being implemented by the Conseil de Régulation, de Stabilisation et de Développement de la Filière Café-Cacao, known simply as the Conseil du Café-Cacao [Coffee-Cocoa Council]. Its main aim is to promote a sustainable cocoa economy. Specifically, the reform seeks to:

- improve transparency in the management of the resources generated by the sector;
- reorganise production and improve productivity;
- ensure that half the output is processed at local level.

To carry out this mission, industry leaders have adopted the following key measures:

- the introduction of a guaranteed minimum purchase price equivalent to 60% of the CIF price, and the limitation of levies on the sector to 22% of the CIF price, with a view to improving producers' incomes;
- the consolidation of export sales by selling 70% to 80% of the following year's production in advance".

Analysis of the 2012 reform

Reminder of the main regulations governing the reform

The Reform was framed by various Orders, decrees and relevant documents: the main texts are listed below:

- Order 2011-481 of 28 December 2011 laying down the rules governing the marketing of coffee and cocoa and the regulation of the sector.
- Decree 2012-1008 of 17 October 2012 laying down the terms and conditions of trade in coffee and cocoa;

- Decree 2012-1009 of 17 October 2012 laying down the conditions for practising the profession of buyer of coffee and cocoa products;
- Decree 2012-1010 of 17 October 2012 regulating the profession of coffee and cocoa exporter;
- Decree 2012-1011 of 17 October 2012 laying down the conditions for packaging cocoa for export;
- Decree 2012-1011 of 17 October 2012 laying down the conditions for packaging green coffee for export;
- Decree 2012-1012 of 17 October 2012 on third-party collateral management in the coffee and cocoa sector;
- Order 2018-756 of 28 September 2018 amending Order 2011-481 of 28 December 2011 laying down rules on the marketing of coffee and cocoa;
- The Strategy Manual of November 2011 outlining the strategic axes of the Reform in terms of: Sustainable cocoa and coffee economy; Domestic marketing; Overseas marketing; Processing, adding value and consumption; Taxation – Parafiscal measures – Financing; Legal and institutional framework;
- The Operational Document for the implementation of internal and overseas marketing mechanisms defining the rules for the management and execution of commercial and technical operations, applicable from 1 October 2015;
- The Operational Document for the implementation of internal and overseas marketing mechanisms defining the rules for the management and execution of commercial and technical operations, applicable from 1 October 2018.

The 2012 Reform was introduced by Order no. 2011-481 of 28 December 2011. This Order sets out the general framework for the Reform of the coffee and cocoa sector. In essence, the Reform has four main objectives:

- To strengthen good governance and transparency in the management of resources;
- To improve and secure producers' incomes;
- To develop a sustainable cocoa economy by optimising production and improving the quality of coffee and cocoa;
- To establish of a strong inter-professional structure, in particular through the organisation of producers' associations and the introduction of funding mechanisms.

NB: The Reform is referred to as the 2012 Reform because the Order issued on the last day of December 2011 did not come into force until 2012.

The 2012 Reform was carefully thought out by the Ivorian authorities, who were keen to ensure good, transparent governance for the coffee and cocoa sector and also to ensure a better income for producers. This is why they preceded the Reform with a Strategy Document (SD) on international marketing in November 2011.

The Government's November 2011 Strategy Document for the Reform of the Coffee-Cocoa Sector set the main objectives for international marketing, namely:

- Cushion the impact of international price fluctuations on producer prices;
- Stabilise producers' incomes;
- Guarantee a minimum price per season equal to at least 60% of the CIF price.

To achieve these objectives, the State, by Order No. 2011-481 of 28 December 2011, laid down rules for the marketing of coffee and cocoa.

This order was amended by Order No. 2018-756 of 26 September 2018; the main change with regard to international marketing concerned the export sales mechanism. Where the first order provided that the sale was to be made only by "electronic messaging"; the second order stipulated that: "the export sale of coffee and cocoa is to be made by electronic messaging and any other means".

In October 2015, an Operational Document (OD) was published by the government to implement the entire Reform strategy contained in the SD, with a view to: optimising export sales through an Averaged Forward Sales Programme (PVAM). The programme had the following objectives :

- Forward sale of 70% to 80% of the expected harvest for the forthcoming season;

- Sale of the remaining 20% to 30% in the course of the season (spot sales);
- The price was fixed with reference to the weighted average price of forward sales and the estimated average price of spot sales made during the marketing season;
- Establishment of the reversement/soutien mechanism;
- Creation of a reserve fund to protect the marketing system against the risks associated with the marketing mechanism.

It is with these objectives in mind, and with a view to generating income for both producers and the State, that the CCC has operated from 2012 to date; the results are well known.

9.3 POLICIES

The national policy for sustainable cocoa production is structured around three strategic axes corresponding to the pillars of economic, environmental and social sustainability, to which governance and communication are added as strategic priorities.

The ten major guidelines of this policy, underpinned by these strategic axes, are as follows:

► Economic sustainability policy

Guideline no. 1: Improving producers' incomes and living conditions.

The aim is to bring the vast majority of cocoa farmers into the middle class. Improving farmers' incomes to give them access to a decent income and better living conditions is recognised as an essential factor in the sustainability of the cocoa sector. It is at the heart of the government's policy for sustainable cocoa farming, **as producer remuneration and sustainability are two sides of the same coin.**

Thanks to active cocoa diplomacy, in 2020 Côte d'Ivoire and Ghana secured from the industry the payment of an additional sum known as the **Living Income Differential (LID), set at US\$400 per tonne**, with a view to improving producers' incomes.

However, the LID mechanism must be extended and made permanent; its effective application by the private sector must be ensured; and producers' incomes must be improved through a more ambitious cocoa strategy, "a joint commitment involving importing countries and the industry". For sustainability comes at a price, and the Ivorian government's aim is to create a market with privileged access for all those who are prepared to make efforts in conjunction with the producing countries.

Guideline 2: The development of sustainable cocoa production on a national scale and the strengthening of cocoa bean supply management

To increase the productivity and competitiveness of the cocoa sector, key actions will be carried out through investment in productivity and profitability programmes for this crop, focusing on:

- Controlling and rationalising production levels, which is essential for steering the sector's economic performance both nationally and internationally;
- facilitating farmers' access to quality inputs and appropriate technologies;
- implementation of a national programme to combat swollen shoot virus disease;
- the introduction of the principle of universal, compulsory and structured agricultural advice, mobilising all players, particularly the private sector, to strengthen the producers' technical and managerial skills;
- improving investment in research, development and dissemination of agricultural technologies for farm rehabilitation and rejuvenation;
- facilitating producers' access to financial and insurance services for funding;
- the structural transformation of cocoa production.

Guideline 3: Enhancing the status of cocoa producers

A new drive towards technical and economic innovation, with a view to enhancing the appeal of cocoa growing will be launched as part of a multi-stakeholder and multi-sectoral approach to professionalising the upstream part of the sector.

Reforms will seek to turn our individual farmers into agricultural entrepreneurs, known as “agripreneurs” or “cacaopreneurs”, holding professional accreditation, familiar with best production and management practices and recognised as full stakeholders in the entire value chain, benefiting from the full income potential of their cocoa farms.

The aim is also to offer producers adequate social protection and to attract a new generation of cocoa entrepreneurs to modernised cocoa farming.

Guideline 4: Accelerated boosting of local cocoa processing

The aim is to process the entire output of raw produce locally, enabling Côte d'Ivoire to better integrate into the global value chain and capture a larger share of the wealth created. Specific redistribution mechanisms should enable producers to increase their incomes.

Guideline 5: Fostering cocoa consumption nationally, regionally and in emerging markets

In order to anticipate the possible decline in chocolate consumption in developed countries, particularly in view of market saturation, producing countries need to take strong initiatives to stimulate cocoa consumption locally, regionally and in emerging cocoa markets, where demand is expected to accelerate thanks to strong economic growth and the emergence of a middle class keen to consume luxury items¹.

With this in mind, we need to:

- **focus on the demand for “top-of-the-range” or speciality chocolates**, for which consumers are prepared to pay a premium;
- **promote cocoa consumption** on local, regional and emerging markets;
- **carry out studies to determine the potential for adding value to cocoa**, promoting local processing into finished products and fostering local or international consumption of those products; this would not only enable **public and private investment to be better directed**, particularly to increase demand for «Made in Côte d'Ivoire» chocolate, **but also to define a relevant price, particularly with regard to the local market.**

Guideline 6: The introduction and running of a single national traceability system

Setting up a single national **traceability** system **for cocoa from Côte d'Ivoire** is a prerequisite for guaranteeing the transparency of the supply chain and, more generally, improving the **sustainability of the sector**. More specifically, it will make it possible to:

- **better evaluate producers' income from the sale of their produce**, in order to apply the most effective socio-economic development measures to combat poverty in cocoa-farming households and, in particular, the worst forms of child labour;
- **identify producers by means of professional accreditation, and locate farms more effectively in order to combat the deforestation** caused by cocoa farming;
- **establish a “producers' college” as part of a future cocoa industry inter-professional body.**

► Environmental sustainability policy

Guideline 7: Implementing the forest preservation and rehabilitation strategy to win the fight against deforestation

The government's strategy is to stabilise and then sustainably reverse the trend towards the disappearance of natural forests by supporting the agricultural transition towards resilient and sustainable production methods. The aim is to gradually restore forest cover, with a view to achieving 20% national forest cover by 2030, by reclaiming around 3 million hectares. At the same time, this ambition should help to ensure poverty reduction and foster the human and social development of local communities within a framework of social, cultural and gender equality.

¹ According to the International Cocoa Organization (ICCO), these trends are set to strengthen, with consumption growth in emerging Asian countries twice as fast (3.5% per year) as in industrial countries (1.5% per year).

Particular emphasis will be placed on setting up a forest monitoring and deforestation early warning system. This will reinforce the single national cocoa traceability system.

This strategy has been defined as part of the Forest Preservation, Rehabilitation and Extension Strategy (SPREF), adopted in 2019, whose main aims are: (i) to improve forest governance, (ii) to strengthen the protection of residual forest massifs, extend them and manage them sustainably in classified forests; and (iii) to restore degraded forest in rural areas and strengthen resilience to the effects of climate change.

To amplify this policy, **Côte d'Ivoire intends to declare the period 2021-2030 “a forest decade”**, introducing measures to provide access to secure land ownership, conducive to sustainable cocoa farming.

The National Policy for the Preservation, Rehabilitation and Extension of Forests

Côte d'Ivoire made the following assessment of its forests in these less than glowing terms: *“Forest crime remains a serious concern for all countries. Between poaching, bush fires, logging and various forms of trafficking, the forests are the scene of major illicit activities affecting the forest cover, the environment and the people. The most recent statistics on forest cover show that the surface area of these forests fell from 16 million hectares in 1900 to 7.8 million hectares in 1990 and 3.4 million hectares in 2015. This represents an average loss of around 200,000 hectares of forest per year.*

From observation to forest policy

The facts

Côte d'Ivoire, aware that it risks losing its entire forest mass in the short term if nothing is done, and that 12% of global greenhouse gas emissions are caused by deforestation, has decided to take the bull by the horns. A Council of Ministers meeting on 23 May 2018 drew up and adopted a National Forest Preservation, Rehabilitation and Extension Policy (PPREF). This policy has set itself 4 major objectives:

- to preserve biodiversity;
- to preserve a national climate conducive to farming activities and to quality of life;
- to respect global climate-related commitments;
- to further socio-aims, by ensuring that local people and industries have the forest resources they need for their activities and well-being.

To achieve these objectives, Côte d'Ivoire has based its forestry policy on 4 principles:

- Political will, born of an awareness of the urgency of the forest's plight;
- Realism, stemming from the awareness that it is almost impossible to clear out all the occupants of classified forests;
- Recognition of the fact that all trees capture carbon, whether they are in forests or industrial plantations;
- Adoption of a tree-growing approach to create forest resources for timber, energy and carbon sequestration.

Forestry policy priorities

Based on the objectives and principles set out above, six main lines of forestry policy have been identified. They are summarised below.

- In the short term, complete the legislative and regulatory framework for the protection of trees and forest areas by introducing a new concept, that of agro-forestry, into the Forestry Code;
- Strictly protect classified forests that are over 75% conserved and upgrade those that are suitable to “protected area” status;
- Ensure strict compliance with the classified forests principle and the applicable legislation in classified forests with a low level of degradation. These are classified forests with a rate of degradation of between 25 and 75%;
- Wholly or partly rehabilitate classified forests that are more than 75% degraded into agro-forests;
- Apply the agro-forestry system to all residual forest areas in eligible rural districts, while respecting acquired, customary or modern rights;

- Identify and make available under contract, particularly near conurbations which are major consumers of wood energy, areas suitable for the planting of forests that are not only economically useful (timber, wood energy) but also as useful as possible in economic terms.

Putting the PPREF into practice

The PPREF was characterised by the definition of an implementation strategy spread over 10 years as part of an emergency programme under the Strategic Development Plan for the Forestry, Wildlife and Water Resources Sectors 2018–2045. **A substantial budget of CFAF 616 billion has been allocated to the actions** set out in the Strategy. All this reflects the decision of the Ivorian authorities to make forest conservation a major concern.

► Other initiatives to help the Ivorian forest

The Statement of Intent

In March 2017, at a meeting organised by His Royal Highness the Prince of Wales in London, he issued a **Collective Statement of Intent** inviting the parties to work towards a deforestation-free cocoa value chain in Côte d'Ivoire. From then on, a Common Action Framework will take shape, involving all parties in the commitments, objectives and deadlines set out for the implementation of programmes for a deforestation-free cocoa value chain. A solemn declaration marked the commitment of the parties, beginning: "We, the signatories of the Common Framework for Action..."

The Common Framework for Action

On 16 November 2017, the **Common Framework for Action known as the "Cocoa & Forests Initiative"** was signed in Bonn, Germany, between the Republic of Côte d'Ivoire represented by Mr Alain Richard DONWAHI, Minister of Water and Forests, and twenty-two (22) major companies in the cocoa and chocolate industry represented by Mr Richard SCOBEX, President of the World Cocoa Foundation. This signing ceremony coincided with the 23rd Conference of the Parties to the United Nations Framework Convention on Climate Change (COP23) held from 16 to 17 November 2017 in Bonn.

► Social sustainability policy

Guideline 8: Stepping up efforts to eradicate the worst forms of child labour

The Worst Forms of Child Labour (WFCL) are unacceptable practices in a sustainable cocoa value chain. The government intends to go beyond its usual efforts to make a firm commitment to the total eradication of this practice. That will mean stepping up the actions already taken, facilitating access to social protection for producers and their families, and strengthening the activities implemented under the National Action Plan (NAP), which is structured around the following four areas: (i) preventing child labour; (ii) protecting child victims of exploitation; (iii) continuing to crack down on the practice of using children as an illegal labour force; and (iv) strengthening coordination and monitoring-evaluation, with the involvement of all stakeholders in the sector.

Guideline 9: Improving access to basic social services and social protection mechanisms

Improving access for cocoa-producing communities to basic social services, in particular education, vocational training, health, drinking water and housing, and to social protection mechanisms, in particular Universal Health Coverage (CMU) and the Social Scheme for the Self-Employed (RSTI), is a major priority.

Facilitating producers' access to social protection, in particular CMU, RSTI and support for the setting up of Village Savings and Credit Associations (VSCAs) by the cocoa and chocolate industry, development partners and civil society in cocoa-producing communities are also important for improving the living conditions of producers and their families.

► Communication policy

Guideline 10: Implementing an active communication strategy to promote Côte d'Ivoire's cocoa culture

Given the importance of the cocoa sector for Côte d'Ivoire, an ambitious communication strategy will have to be deployed to enable national and international public opinion to be increasingly better informed about the policies implemented and the results achieved.

This strategy, incorporating lobbying and marketing aspects, will enable the Government to better anticipate and manage the often unjustified accusations made against Côte d'Ivoire.

The aim of the communication strategy is **to raise the profile of Côte d'Ivoire cocoa among consumers so that producers can make more profit from it.**

It also aims to restore and preserve Côte d'Ivoire's image in terms of respect for human rights and environmental protection.

SECTION 2. Legislation

Legislation: combating child labour and defending human rights

Côte d'Ivoire has ratified twenty-three international conventions and agreements relating to children's rights and fundamental principles and rights at work. Domestically, the country has enacted twenty-two relevant laws that reflect the State's determination to respect and enforce respect for human rights, particularly those of children. These various legal provisions, which are either general in scope or deal specifically with the issue of children's rights, provide the backbone for public action with a view to combating the child labour problem in the long term.

International and regional conventions and treaties

In the fight against child labour, Côte d'Ivoire has signed up to twenty-three international and regional conventions, treaties and agreements relating to the rights and protection of children. These include:

- **Convention No. 29 of the International Labour Organisation (ILO), 1930**, on Forced Labour;
- **The 1948 Universal Declaration** of Human Rights;
- **The 1956 United Nations Convention** on the Abolition of Slavery;
- **Convention No. 105 of the International Labour Organisation of 1957** on the abolition of forced labour;
- **Convention 138 of the International Labour Organisation, 1973**, concerning the minimum age for admission to employment;
- **The Economic Community of West African States (ECOWAS) Convention of 1975** on the free movement of persons and goods, revised in 1993 and its additional protocol;
- **The 1979 United Nations Convention** on the Elimination of All Forms of Discrimination against Women;
- **The 1981 African Charter** on Human and Peoples' Rights;
- **The 1989 United Nations Convention** on the Rights of the Child (CRC);
- **The 1990 African Charter** on the Rights and Welfare of the Child;
- **The 1992 Dakar Convention** on Mutual Legal Assistance between the States of West Africa;
- **The 1993 Hague Convention** on Protection of Children and Cooperation in respect of Intercountry Adoption;
- **The 1994 Abuja Convention** on Extradition between West African States;
- **Convention 182 of the International Labour Organisation, 1999**, concerning the Prohibition and Immediate Action for the Elimination of the Worst Forms of Child Labour;
- **The 2000 Optional Protocol** to the Convention on the Rights of the Child (CRC) on the involvement of children in armed conflict;
- **The 2000 Protocol** to Prevent, Suppress and Punish Trafficking in Persons, Especially Women and Children, supplementing the United Nations Convention against Transnational Organized Crime;

- **The 2000 Constitutive Act of the African Union;**
- **The 2003 Accra Cooperation Agreement** on criminal policing between the countries of the Economic Community of West African States (ECOWAS);
- **The 2005 Multilateral Cooperation Agreement** to Combat Child Trafficking in West Africa;
- **The 2006 Abuja Regional Cooperation Agreement** on combating trafficking in persons, especially women and children, in West and Central Africa;
- **The 2011 bilateral cooperation agreement** between Côte d'Ivoire and Mali to combat cross-border child trafficking;
- **The 2013 bilateral cooperation agreement** between Côte d'Ivoire and Burkina Faso to combat cross-border child trafficking;
- **The 2016 bilateral cooperation agreement** between Côte d'Ivoire and Ghana to combat cross-border child trafficking.

International and regional conventions and treaties

Twenty-two national legal instruments protecting children against trafficking, exploitation and violence provide a framework for State action to combat child labour. These include:

- **The Constitution of 08 November 2016**, in Article 16, prohibiting child labour;
- **Act No. 2010-272 of 30 September 2010** prohibiting trafficking in children and the worst forms of child labour;
- **Law 2015-635 of 17 September 2015** on compulsory schooling for all children aged 6 to 16;
- **Law 2015-532 of 20 July 2015** on the Labour Code;
- **Law 2016-1111 of 08 December 2016** on the fight against human trafficking;
- **Decree no. 2006-11 of 22 February 2006** on the organisation of the Ministry of the Interior, article 31 of which creates the Sub-Directorate for the Fight against Child Trafficking and Juvenile Delinquency;
- **Decree no. 2011-365 of 3 November 2011** creating the Interministerial Committee for the Fight against Child Trafficking, Exploitation and Labour;
- **Decree no. 2011-366 of 3 November 2011** setting up the National Monitoring Committee for Action to Combat the Trafficking, Exploitation and Labour of Children;
- **Decree no. 2013-857 of 19 December 2013** establishing the Children's Parliament of Côte d'Ivoire;
- **Decree No. 2014-290 of 21 May 2014** on the terms of application of **Law No. 2010-272 of 30 September 2010** prohibiting trafficking and the worst forms of child labour;
- **Decree No. 2014-675 of 5 November 2014** on the creation, powers, organisation and operation of the Unit for Combating Transnational Organised Crime;
- **Decree no. 2017-227 of 13 April 2017** establishing the remit, composition, organisation and operation of the National Committee for Combating Trafficking in Persons ;
- **Decree no. 2018-925 of 12 December 2018** laying down the conditions and procedures for bringing poor or destitute into the universal health cover medical assistance scheme;
- **Decree no. 2019-759 of 18 September 2019** creating the single social register of poor and vulnerable households;

- **Decree no. 2019-779 of 25 September 2019** on the creation, remit, organisation and operation of the Interministerial Child Protection Committee;
- **Order no. 2017-016 MEPS/CAB of 2 June 2017** providing the list of authorised light jobs for children aged between thirteen and sixteen;
- **Order no. 2017-017 MEPS/CAB of 2 June 2017** providing the list of dangerous jobs forbidden for children;
- **Order no. 147 /MFFAS/CAB** on the creation, remit and organisation of children's groups and children's group committees within communities;
- **Order no. 2019-0123 MFFE-CAB of 9 October 2019** determining the conditions for approval of establishments associated with the public service for the promotion and protection of women, families and children;
- **Order no. 2019-0124 MFFE-CAB of 9 October 2019** determining the attributions, composition and working of the Approvals Committee for establishments associated with the public service for the promotion and protection of women, families and children;
- **Circular No. 003/MJDH/CAB of 04 July 2019** from the Minister of Justice and Human Rights on measures to be taken against those responsible for trafficking and the worst forms of child labour;
- **Circular No. 006/MJDH/Cab of 11 September 2019** from the Minister of Justice and Human Rights, on measures to be taken against those responsible for the worst forms of child labour.

Legislation: the fight against deforestation and environmental protection

Côte d'Ivoire has ratified around ten international conventions and agreements relating to the conservation of the environment in general and forests in particular. Domestically, the country has passed twenty-four relevant laws. These various legal provisions, which are either general in scope or deal specifically with the issue of flora, provide the backbone for public action with a view to dealing sustainably with the deforestation issue.

International and regional conventions and treaties

Internationally, Côte d'Ivoire's commitment to protecting nature is reflected in its accession to several international conventions, including:

- **The 1968 Algiers African Convention** on the Conservation of Nature and Natural Resources;
- **The 1971 Ramsar Convention** on Wetlands of International Importance, especially as Waterfowl Habitat;
- **The 1972 Paris Convention** Concerning the Protection of the World Cultural and Natural Heritage;
- **The 1973 CITES Convention** on International Trade in Endangered Species of Wild Fauna and Flora;
- **The 1979 Bonn Convention** on the Conservation of Migratory Species of Wild Animals;
- **The 1992 Rio Convention** on Biological Diversity;
- **The 1992 Rio Convention** on Climate Change;
- **The 1933 London Convention** on the conservation of fauna and flora in their natural state;
- **The Paris Convention of June 1994** to Combat Desertification in those Countries Experiencing Serious Drought and/or Desertification, particularly in Africa;
- **The 2007 Reducing Emissions from Deforestation and Forest Degradation (REDD+)** mechanism, adopted by Côte d'Ivoire in June 2011;
- **The Common Framework for Action of the Cocoa and Forests Initiative** signed in November 2017, in Bonn, Germany, between the Governments of Côte d'Ivoire and Ghana with some thirty companies in the cocoa and

chocolate sector, aiming to eliminate deforestation from the cocoa value chain.

National legal instruments

With regard to national legal instruments, Côte d'Ivoire has adopted several legislative texts that define the backbone of public action in the fight against deforestation. These include:

- **Article 16 of the Constitution of 8 November 2016**, which prohibits child labour;
- **Law 73-575 of 22 December 1973** allocating the one-off proceeds from Chapter 44 of the Customs Tariff to certain expenses (financing national parks);
- **Law 94-442 of 16 August 1994** amending law no. 65-255 of 4 August 1965 on the protection of wildlife and hunting;
- **Law 96-766 of 3 October 1996** on the Environmental Code;
- **Law 97-519 of 4 September 1997** defining and organising state-owned companies;
- **Law 2002-102 of 11 February 2002** on the creation, management and financing of National Parks and Nature Reserves;
- **Law 2015-537 of 20 July 2015** on Agricultural Guidelines in Côte d'Ivoire (LOACI);
- **Law 2019-675 of 23 July 2019** on the Forestry Code;
- **Decree no. 6-422 of 15 September 1966** creating a state-owned company called "Société de Développement des Plantations Forestières [Forest Plantation Development Company] (SODEFOR);
- **Decree no. 66-433 of 15 September 1966** on the status and regulation of the procedure for classifying full or partial nature reserves and national parks;
- **Decree no. 73-27 of 17 January 1973**, setting out the conditions for the operation and management of the Special Fund for National Parks;
- **Decree no. 93-206 of 3 February 1993**, transforming the Société de Développement des Plantations Forestières (SODEFOR) into a state-owned company under the name "Société de Développement des Forêts" [Forest Development Company] (SODEFOR);
- **Decree no. 2002-359 of 24 July 2002** on the creation, organisation and operation of the Office Ivoirien des Parcs et Réserves [Ivorian Parks and Reserves Office] (OIPR);
- **Decree no. 2012-1049 of 24 October 2012** on the creation, organisation and operation of the National REDD+ Commission;
- **Decree no. 2013-41 of 30 January 2013** on the strategic environmental assessment of policies, plans and programmes, including in the agricultural sector;
- **Decree no. 2019-828 of 9 October 2019** on the terms and conditions for the creation of Agro-Forests;
- **Decree no. 2019-895 of 30 October 2019** on the terms and conditions for reclassifying certain classified protected forests as National Parks or Reserves;
- **Decree no. 2019-896 of 30 October 2019** redefining the boundaries of the Mabi and Yaya Classified Forests;
- **Decree no. 2019-897 of 30 October 2019** creating the Mabi-Yaya nature reserve;
- **Decree no. 2019-977 of 27 November 2019** on forest and agroforest classification procedures;
- **Decree no. 2019-978 of 27 November 2019** on the concession for the management of the private forest estate belonging to the State and local authorities;

- **Decree no. 2019-979 of 27 November 2019** on the terms and conditions for the management of Agro-Forests, the operation of agricultural plantations and the marketing of agricultural products in Agro-Forests;
- **Decree no. 2019-980 of 27 November 2019** on logging in the national forest estate;
- **Order no. 258/PM/CAB of 27 June 2014** setting up the Enlarged Coordination Committee (CCE -CI /UN).

SECTION 3. Institutions

Institutions: combating child labour and defending human rights

The political will of the President of the Republic of Côte d'Ivoire to combat child labour was demonstrated by the creation in 2011, by decree, of two national committees responsible for combating this scourge. These are the Interministerial Committee to Combat Trafficking, Exploitation and Child Labour (CIM) and the National Monitoring Committee for Action to Combat Trafficking, Exploitation and Child Labour (CNS).

Made up of representatives from the Prime Minister's Office and 12 technical ministries, the CIM is chaired by the Minister for Labour and the Minister for Women, the Family and Children, who acts as vice-chair, It seeks to:

- define and ensure the application of the Government's guidelines within the framework of the national policy to combat trafficking, exploitation and child labour;
- validate the various programmes and projects carried out by partners to check that they comply with the national policy to combat trafficking, exploitation and child labour.

The CNS is made up of 2 United Nations agencies, 6 international organisations and 6 national organisations. It is chaired by the First Lady of Côte d'Ivoire, **Mrs. Dominique OUATTARA**, Founding President of the *Children of Africa* Foundation. The committee is responsible for:

- Monitoring the implementation of government projects and programmes to combat trafficking, exploitation and child labour;
- Monitoring the application of conventions to combat trafficking, exploitation and child labour;
- Initiating preventive action against trafficking, exploitation and child labour.

These two committees are responsible for implementing the national policy and coordinating actions to combat child labour, under the leadership and guidance of the First Lady, **Chair of the CNS**.

Alongside the IMC and CNS, a number of leading institutions are contributing to the fight against child labour. These include:

- **The Comité National de Lutte contre la Traite des Personnes (CNLTP)** [National Committee for the Fight against Trafficking of People], chaired by the Prime Minister and whose executive secretariat is housed at the Ministère de la Solidarité, de la Cohésion Sociale et de la Lutte contre la Pauvreté [Ministry of Solidarity, Social Cohesion and the Fight against Poverty] (MSCSLP);
- **The Conseil du Café-Cacao**, by improving the living conditions and environment of cocoa farmers and building basic social infrastructure in rural cocoa-growing areas;
- **The International Labour Organization (ILO)**, which contributes through programmes to the progressive abolition of child labour worldwide by strengthening the capacity of countries to tackle this problem;
- **The United Nations Children's Fund (UNICEF)**, which supports the implementation of national programmes that foster the emergence of an environment that protects children's rights;
- **The International Criminal Police Organisation (Interpol)**, which facilitates international police cooperation, assists police forces in preventing and combating organised crime and human trafficking by arresting traffickers in human beings;

- **The chocolate industry**, which contributes to the implementation and financing of various projects to combat the worst forms of child labour in cocoa farming, and which provides assistance to child victims of exploitation, supports schooling for children and raises awareness of the issue of children's rights and social protection;
- **International Cocoa Initiative (ICI Foundation)**, which works to improve the lives of children in cocoa-producing communities and helps to eradicate child labour.
- **Save the Children International** fights against the exploitation, abuse and contempt to which children are subjected by providing them with protection regardless of their gender, origin or beliefs;
- **Droit et Dignité de l'enfant en Côte d'Ivoire (DDE-CI)**, an **NGO** affiliated to the Bureau International Catholique de l'Enfance (BICE), contributes to the promotion, defence and protection of children's rights.

The Ministry for Women, the Family and Children has a Child Protection Department and a Child Labour Unit.

However, the overall strategy of the Ministry for Women, the Family and Children is to combat and protect children against all forms of violence, abuse and exploitation.

At the operational and regional levels, socio-educational complexes, social centres and reception centres provide care for child victims or children at risk, and carry out prevention activities for families and communities. These protection initiatives cover the entire country, with the emphasis on risk mapping developed in each region of the country.

At the level of the Ministry of Security and Civil Protection, the institutional arrangements put in place by the State include two entities responsible for cracking down on offenders. These are the Sub-Directorate for the Fight against Child Trafficking and Juvenile Delinquency and the Unit for the Fight against Organised Transnational Crime.

Institutions: Combating deforestation and protecting the environment

At the level of the Ministry of Water and Forests, the institutional framework planned for the implementation of the new forestry strategy and the Cocoa and Forests initiative includes: i) the General Directorate of Forests and Fauna (DGFF), including technical directorates such as the Directorate of Reforestation and the Forest Registry; ii) the Special Surveillance and Intervention Brigade (BSSI); iii) SODEFOR; iv) the Technical Secretariat of the Cocoa and Forests Initiative; v) the private sector and companies in the cocoa sector; vi) NGOs, in particular the Wild Chimpanzee Foundation (WCF) for independent observation.

1. Directorate-General for Forestry and Wildlife (DGFF)

The Directorate-General for Forestry and Wildlife is responsible for:

- establishing, demarcating, conserving, renewing, developing and managing the national forest heritage;
- maintaining the integrity of the State's forest cover;
- applying the management rules for state-owned forests with a view to their development and increasing their timber-related potential;
- promoting the rational use of forest resources;
- programming and developing forest plantations;
- updating and implementing the national reforestation plan; coordinating and monitoring reforestation work;
- monitoring the use of wood products and their compliance with current standards;
- protecting the soil, wildlife and vegetation;
- managing and promoting hunting resources;
- safeguarding wild fauna and protecting its habitats, particularly those of vulnerable species.

2. Special Surveillance and Intervention Brigade (BSSI)

Created by Decree No. 2018-36 of 17 January 2018, the Special Surveillance and Intervention Brigade (BSSI), under the exclusive authority of the Minister, for:

- gathering information on the protection of natural resources in rural and classified areas;
- intervening rapidly in the event of offences in rural and classified areas;
- helping to secure forest, wildlife and water resources in rural and classified areas;
- recording offences relating to forestry, wildlife and water resources as defined in the Forestry, Water and Wildlife Code;
- searching for and seizing all fraudulent forest and wildlife products;
- conducting investigations and hearings.

By decision of the National Security Council (CNS), in its session no. 117 of 2 May 2019, the BSSI's workforce has been increased to 650 agents. This number should eventually be increased to 700 agents to effectively combat deforestation.

3. SODEFOR

SODEFOR's mission is to “participate in the development and implementation of government policy” in terms of enriching the national forest heritage, developing forestry production, adding value to products and safeguarding forest areas. To this end, it is responsible for:

- managing and equipping state-owned forests and land entrusted to it by the Forestry Administration under general or special agreements;
- designing and implementing management models for implementing the Forestry Master Plan;
- carrying out or commissioning all work relating to the maintenance, equipment or restoration of public or private forest estates;
- contributing to the organisation of rural areas adjacent to the forest areas it manages;
- promoting its expertise outside Côte d'Ivoire;
- participating in any activity or study related to its stated objectives.

Day-to-day management is carried out by a Directorate General, 5 Central Management offices, 2 Departmental Management offices, 9 Management Centres and 60 Forest Management Units.

At the level of the Ministry of the Environment and Sustainable Development, the main state structures involved in the fight against deforestation are: i) the Office Ivoirien des Parcs et Réserves [Ivorian Parks and Reserves Department] (OIPR), ii) the Fondation pour les Parcs et Réserves de Côte d'Ivoire [Côte d'Ivoire Parks and Reserves Foundation] (FPRCI), iii) the National REDD+ Commission.

4. Ivorian Parks and Reserves Department

OIPR is responsible for the management of protected areas in Côte d'Ivoire. Its mission is to sustainably manage and enhance a representative sample of the country's biological diversity. Its main responsibilities include:

- management of fauna, flora and their biotopes ;
- management of the land heritage that forms the basis of the fauna, flora and bodies of water;
- the exercise of administrative and judicial police powers in accordance with Law 2002-102 of 11 February 2002 relating to the creation, management and financing of national parks and nature reserves;
- the implementation of sustainable management policies by promoting activities that are legally permitted in terms of the legal status of the park or reserve in question and its surrounding area.

Day-to-day management is carried out by the General Management, an executive body which is served by Central Directorates and decentralised structures, in particular 5 Area Directorates, 5 mobile brigades and 24 Sectors. An Area Directorate manages a park and/or reserve or a group of parks and reserves. The mobile brigade is an operational unit responsible for ensuring the integrity of protected areas and the Sector is an operational entity responsible for implementing activities in the field.

5. Côte d'Ivoire Parks and Reserves Foundation (FPRCI)

The Côte d'Ivoire Parks and Reserves Foundation (FPRCI) was set up on 20 November 2003 to provide stable long-term funding for the conservation of national parks and reserves, in particular through public, private and non-governmental structures. It was recognised as being in the public interest by Decree No. 2009-05 of 8 January 2009, published in the Journal Officiel on 4 June 2009. The FPRCI's mission is to collect and administer funds and provide financing for conservation, in particular by investing the funds collected in a trust fund in perpetuity.

6. National REDD+ Commission

For the implementation of the REDD+ mechanism in Côte d'Ivoire, **the National REDD+ Commission** set up in 2012 operates through three bodies, (i) the National Steering Committee, chaired by the Prime Minister's Office; (ii) the Interministerial Technical Committee in charge of planning and (iii) the Permanent Executive Secretariat (SEP-REDD+) in charge of the day-to-day management of the REDD+ mechanism and the mobilisation of funding. These bodies bring together all the stakeholders with an impact on deforestation. The main sectors involved are forestry, agriculture, mining and energy.

- **At the level of the Ministry of Agriculture**, most projects or initiatives have been run by Project Coordination Units working under the supervision of a Steering or Monitoring Committee made up of several structures.

- **At the level of the Ministry of Solidarity, Social Cohesion and the Fight against Poverty**, the Enlarged Coordination Committee (CCE), which includes United Nations agencies, technical ministries, international NGOs and the private sector, is the coordinating body for the players involved in the fight against poverty. Among other things, this Committee deals with the social aspects of the illegal occupation of classified forests.

► Institutions: improving incomes for cocoa farmers

In the quest to improve the incomes of cocoa and coffee farmers, the governance of the coffee and cocoa sectors has undergone several changes since 1960:

- **From 1960 to 1991:** Creation and operation of the **Caisse de stabilisation et de soutien des prix des productions agricoles** (CSSPPA), commonly known as **CAISTAB**;
- **From 1991 to 2000:** Restructuring of CAISTAB into **Nouvelle CAISTAB**;
- **2000 to 2011:** Abolition of the Nouvelle Caistab and creation of new structures: the **Bourse du Café-Cacao** [Coffee-Cocoa Exchange] (**BCC**), the **Fonds de Développement et de Promotion des activités des producteurs de Café et de Cacao** [Fund for the Development and Promotion of Cocoa and Coffee Producers' Activities] (**FDPCC**), the **Autorité de Régulation du Café et du Cacao** [Coffee and Cocoa Regulatory Authority] (**ARCC**) and the **Fonds de Régulation et de Contrôle** [Regulatory and Control Fund] (**FRC**).
- **Since 2011:** Creation and operation of the **Conseil de Régulation, de Stabilisation et de Développement de la Filière Café-Cacao** [Council for the Regulation, Stabilisation and Development of the Coffee-Cocoa Sector], abbreviated to "**Conseil du Café-Cacao**".

It should be noted that the Conseil du Café-Cacao has been entrusted with several missions relating to the regulation, stabilisation and development of the coffee and cocoa sector. These missions are detailed below:

Regulatory missions

- To manage all the activities of the Coffee-Cocoa Sector;
- To control the quality of coffee and cocoa;
- To approve operators in the coffee and cocoa sector;
- To assist the government in negotiating and implementing international agreements on the marketing of coffee and cocoa;
- To ensure the State's financial participation in international coffee and cocoa organisations;
- To supervise the development of projects aimed at improving product quality.

Stabilisation missions

- To forecast coffee and cocoa harvests;
- To monitor physical stocks of coffee and cocoa;
- To set purchase prices for coffee and cocoa producers and ensure that these prices are respected;
- To organise and control the domestic marketing of coffee and cocoa;
- To organise and monitor the external marketing of coffee and cocoa;
- To manage electronic messaging for export sales of coffee and cocoa (see PVAM in Section 8);
- To implement price stabilisation mechanisms to benefit coffee and cocoa producers (see point “8.2 Price fixing”, Section 8, page 2);
- To manage the packaging and export of coffee and cocoa;
- To set up a compensation system between the guaranteed purchase price paid to producers and the export selling price of coffee and cocoa (see point “8.2 Setting prices”, Section 8, page 2);
- To produce and disseminate statistics nationally and internationally;
- To designing and implementing sales programmes.

Development missions

- To research and implement all measures aimed at increasing coffee and cocoa productivity (cf. *Contract Plan CCC- FIRCA 2013-2016 on: “Improving farm productivity and product quality”* Section 4 page 14);
- To bring technological innovations and scientific research closer to producers (see *Training to strengthen producers’ capacities*, Section 4 page 15);
- To help the Government to combat the worst forms of child labour in cocoa farming;
- To encourage improvements in the quality of coffee and cocoa production and packaging (see Section 6 *Quality and Storage*, page 14);
- To promote the industrial processing of coffee and cocoa (the CCC has taken control and management of the FRC packaging plant in SOUBRE and the grinding plant ex SAF CACAO in San Pedro).

Licensing of value chain players

Most players in the coffee and cocoa sector are licensed to operate in the sector. The accreditation procedure is governed by the decrees regulating marketing. These decrees relate to the exercise of the professions of product purchaser, exporter, processor and third-party collateral holder.

Applications for approval are submitted in June. Approval committees examine applications on the basis of criteria relating to solvency, trustworthiness and financial capacity, etc. (see point 1.1.2.2.4 Product buyers in Section 1, pages 5 and 6).

Land use planning and tree renewal

Land-use planning and tree renewal should be understood to mean the preservation of forests, national parks and reserves on the one hand, and the replanting of farms damaged by diseases such as swollen shoot virus on the other. Both aspects of this subject have been dealt with in previous sections (see Land use planning in point 7.1 of the Analysis of sectoral regulations, and point 4.2.6 Improving farm production and product quality under the “2QC”, on pages 15 and 16).

Inputs

Through plan-contracts signed with FIRCA, the CCC financed the supply of inputs consisting of seeds, seedlings, fertilisers, pesticides and fungicides. The first three-year contract-plan signed on 6 June 2014, FIRCA provides some statistics in its “Programme termination Technical and Financial Report”:

Food-crop seeds: 283,120 kg of maize seeds, equivalent to 14,161 ha, 19,480 kg of groundnuts, equivalent to 325 ha, 6,350 kg of cowpeas, equivalent to 318 ha and 2,500 kg of rice equivalent to 50 ha, i.e. a total of 14,854 ha, representing 88.8% of requirements;

Plantain seedlings: 17,887,581 seedlings distributed for an area of 12,776 ha, i.e. 76% of the total uprooted area;

Herbicides: the herbicide supply rate was 98.38%.

A total of **11,974,528,528 FCFA** was spent on replanting cocoa farms affected by swollen shoot virus and uprooted.

The distribution of improved cocoa seeds was stopped in 2018 due to the increase in production in 2017-2018.

With regard to the cocoa swollen shoot virus disease, the programme continued under the direct control of the CCC and produced good results, as reported in section 4.2.6 Improving farm production and product quality under “2QC” on pages 15 and 16.

Similarly, the distribution of plant protection products is covered in section 7.1 of the Regulatory Review.

Extending and strengthening capacity

This part of the “Improving farm productivity and product quality” programme has been entrusted to ANADER, with the following achievements over the first 3 years:

Establishment of 37,527 field training plots, including 1,848 for swollen shoot virus disease;

Number of producers trained (rehabilitation and integrated predator management techniques, planting/replanting techniques, swollen shoot disease management, product quality training (village): 557,359 producers;

Planting and replanting of ageing cocoa farms: 109 467 ha;

Implementation of the “Young Farmers Project” component: 883 young people trained in coffee and cocoa growing, 531.6 ha of cocoa planted, 73.31 ha of coffee planted;

Implementation of the “Support for cooperative societies” component: 200 cooperative societies (SCOOPs) identified and monitored, enabling them to improve their level of performance.

ANADER is currently continuing its training and support programmes for cooperatives.

Output quality standards

The standard used to control and classify Ivorian cocoa is the Ivorian standard, an adaptation of the ISO standard. In Section 6 “Quality and storage”, the Ivorian standard is described at length, with its characteristics and special features. Interestingly, over 90% of Ivorian cocoa is admitted to the world market as “Good Fermented” thanks to this standard.

The ARS 1000 standard for sustainable cocoa: Ghana and Côte d’Ivoire recently developed a regional standard for sustainable cocoa. Submitted to the African Regional Standards Organisation (ARSO) for harmonisation and adoption as an African standard for sustainable and traceable cocoa, ARS 1000 was published by ARSO on 15 June 2021.

ARS 1000 incorporates the requirements of the UTZ, Rainforest Alliance and Fairtrade sustainability objectives and the sustainability programmes implemented by chocolate makers.

The pilot start-up will begin in October 2023, with the aim of meeting the cocoa sector’s sustainability requirements at the end of a ten-year cycle (source: JNCC, 8th ed.).

Evolution (cf. points developed in the previous section on regulation and sustainability policies);

Strengths and weaknesses of sector regulation

Strength: the 2012 reform has radically overhauled the coffee and cocoa industry; quality has improved significantly, to the point where Côte d’Ivoire is regarded as a producer of niche cocoa varieties. Producers, even if they don’t earn much, are assured of having a minimum living wage. Moreover, the good working relationship between Ghana and Côte d’Ivoire will bear fruit in the long term.

Weakness: farmers’ organisations seem to have been left out in the cold. Their voice is barely heard. And since the reform, nothing has been done to solve their funding problems. The creation of a strong inter-professional body does not seem to be on the CCC’s agenda, even though it is a requirement of the reform. At the same time, forest preservation will be a delusion if energetic measures are not taken, if Côte d’Ivoire fails to come to grips with a problem which could have a crucial impact in the future.

APPENDIX I

Data tables

Tableau 3.1. Données de production (tonnes de cacao produites par an)

CAMPAGNE	DISTRICT AUTONOME D'ABIDJAN	DISTRICT AUTONOME DE YAUKRO	AGNEBY-TIASSA	BAFING	BELIER	BERE	GBEKE	GBÔKLE	GÔH
2012-2013	3 711	3 536	57 454	27	11 566		67	93 335	108 897
2013-2014	1 045	7 453	67 876	223	13 279		179	106 902	139 251
2014-2015	3 003	7 750	75 527	192	9 785		139	95 751	128 609
2015-2016	2 747	3 165	49 957	571	10 741		55	102 238	118 929
2016-2017	1 422	3 049	70 515	1 971	14 190	138	249	131 674	144 663
2017-2018	1 312	4 304	77 693	4 157	12 587	179	158	117 795	138 436
2018-2019	1 224	6 534	69 670	11 132	11 243	157	123	135 135	149 949
2019-2020	776	4 599	78 000	25 974	10 317	1 248	150	109 336	134 096
2020-2021	1 404	3 323	88 560	12 382	10 820	1 990	102	101 397	147 700
2021-2022	1 447	2 166	76 583	9 424	9 246	2 489	961	95 562	131 375

Suite : Tableau 3.1. Données de production (tonnes de cacao produites par an)

CAMPAGNE	GONTOUGO	GRANDS-PONTS	GUEMON	HAUT-SASSANDRA	IFFOU	INDENIE-DJUABLIN	LA ME	LÔH-DJIBOUA	MARAHOUÉ	MORONOU
2012-2013	2 053	10 977	105 929	134 433	1 392	71 980	48 024	96 459	67 030	11 121
2013-2014	3 171	17 910	147 180	139 760	2 745	92 332	54 866	148 447	65 247	9 282
2014-2015	2 097	19 985	152 468	147 973	2 122	73 192	63 367	140 354	72 245	13 766
2015-2016	2 634	19 221	92 858	158 919	686	75 956	50 572	117 019	51 312	11 398
2016-2017	1 660	19 332	233 040	201 674	1 148	70 801	57 617	137 769	71 141	9 667
2017-2018	1 380	22 068	232 969	152 922	2 580	59 969	64 350	137 789	69 189	12 288
2018-2019	1 228	17 697	305 632	180 839	1 807	64 026	68 056	147 849	72 359	12 686
2019-2020	3 099	20 020	331 926	161 571	1 662	68 325	64 072	140 344	58 510	15 428
2020-2021	1 753	18 004	396 364	169 481	346	72 538	69 285	153 337	63 200	15 809
2021-2022	1 806	24 929	428 968	132 603	1 184	54 893	51 605	148 550	53 568	16 678

Fin : Tableau 3.1. Données de production (tonnes de cacao produites par an)

CAMPAGNE	NAWA	N'ZI	SUD-COMOE	CAVALLY	SAN-PEDRO	TONKPI	WORODOUGOU	Total général
2012-2013	286 139	80	32 645	44 876	215 083	39 041	3 136	1 448 992
2013-2014	318 082	24	45 998	61 301	264 731	33 212	5 707	1 746 204
2014-2015	331 168		45 364	67 294	298 749	36 251	8 702	1 795 852
2015-2016	262 506		41 047	60 560	304 262	32 063	11 242	1 580 658
2016-2017	213 264		42 883	165 208	332 370	79 676	14 358	2 019 479
2017-2018	205 262	67	31 713	202 048	303 756	94 746	14 293	1 964 012
2018-2019	188 921	115	36 957	249 911	283 030	121 257	16 820	2 154 356
2019-2020	173 203	30	30 146	314 367	200 818	141 120	15 670	2 104 806
2020-2021	182 259	-	33 477	347 696	166 034	171 657	19 081	2 248 000
2021-2022	165 055	-	30 919	342 087	157 623	164 510	16 417	2 120 647

Source : tous les tableaux ont été fournis par le CCC

Tableau 3.2 Données sur la transformation locale (tonnes de cacao transformées par an)

CAMPAGNE	Transformateur de cacao GF								
	CARGILL COCOA SARL	CEMOI CHOCOLAT	CEMOI CI	CHOCO-IVOIRE SA	CONDICAF SA	FORAGRI SA	SACO	TAFI SA	UNICAO SA
2012-2013	112 448	-	66 092	17 675	3 184	2 225	171 408	355	66 045
2013-2014	120 559	-	72 758	25 950	9 280	6 515	166 021	90	70 064
2014-2015	116 290	-	70 907	18 325	16 319	8 388	175 645	75	64 057
2015-2016	96 827	2 791	63 629	14 050	22 153	9 016	153 064	-	43 534
2016-2017	117 021	7 222	64 877	18 423	21 011	1 291	167 994	-	66 689
2017-2018	115 970	16 646	57 134	5 900	19 237	-	162 242	308	66 995
2018-2019	123 472	12 366	61 565	-	18 183	-	194 089	150	72 179
2019-2020	123 863	10 718	64 001	-	3 509	-	210 518	25	-
2020-2021	119 696	11 182	51 632	-	2 098	-	195 409	675	-
2021-2022	144 635	12 143	49 409	-	2 625	-	212 474	744	-

Suite : Tableau 3.2 Données sur la transformation locale (tonnes de cacao transformées par an)

CAMPAGNE	Transformateur de cacao GF										Total Transformateur GF
	PLOT ENTERPRISE	TRANSCAO-CI	IVORY COCOA PRODUCTS	OLAM COCOA PROCESSING CI	COMPAGNIE CACAOYERE DU BANDAMA	SUCSO SA	IVOIRE COMPAGNIE DE CACAO S.A	OLAM COCOA PROCESSING	COMPAGNIE IVOIRIENNE DE TRANSFORMATION DE CACAO	GCB COCOA CÔTE D'IVOIRE	
2012-2013	-	-	13 516	-	-	9 462	1 440	-	-	-	463 849
2013-2014	-	-	20 756	20 523	-	6 614	275	-	-	-	519 406
2014-2015	-	-	22 486	53 365	-	24	-	322	-	-	546 203
2015-2016	-	-	30 691	43 509	-	-	-	1 537	-	-	480 801
2016-2017	-	-	45 569	53 924	-	-	-	2 291	-	-	566 313
2017-2018	-	-	43 024	58 972	-	-	-	1 897	-	-	548 326
2018-2019	474	-	49 624	61 553	-	-	-	2 119	-	-	595 774
2019-2020	1 867	3 350	50 041	116 572	-	-	-	634	-	-	585 098
2020-2021	4 000	17 500	41 169	98 475	24 636	-	-	1 780	-	-	568 252
2021-2022	4 750	24 460	51 185	109 722	32 439	-	-	2 815	-	-	647 400

Fin : Tableau 3.2 Données sur la transformation locale (tonnes de cacao transformées par an)

CAMPAGNE	Transformateurs de Résidus de cacao								Total Transformateurs de Résidus de cacao	Total général
	ALCI	EPHOKA	GPA-TRANSFORMATION SA	NESKAO	SOCIETE IVOIRIENNE DES DERIVES DU CACAO	IVORY COCOA WASTE PRODUCTS	DIAKITE COCOA PRODUCTS	SOCIETE DE NOIX DE CAJOU		
2012-2013	-	-	-	-	4 720	-	-	-	4 720	468 570
2013-2014	-	-	-	1 641	6 819	-	-	-	8 460	527 865
2014-2015	-	-	-	2 982	9 090	-	-	-	12 072	558 275
2015-2016	-	-	-	3 150	7 544	-	-	-	10 694	491 495
2016-2017	-	170	-	1 506	9 005	-	-	-	10 681	576 994
2017-2018	63	42	250	1 025	9 383	-	-	100	10 863	559 189
2018-2019	252	-	186	151	8 455	-	-	-	9 043	604 817
2019-2020	399	-	561	284	9 003	1 012	-	-	11 259	596 357
2020-2021	504	-	3 237	-	7 181	373	1 370	-	12 664	580 917
2021-2022	525	-	3 853	-	6 350	311	2 329	-	13 370	660 770

Tableau 3.3 Données d'exportation par pays de destination (tonnes de cacao exportées par an)

CAMPAGNE	AFRIQUE DU SUD AF1	ALGERIE AF1	ALLEMAGNE	ANGLETERRE	ARABIE SAOUDITE	ASIE	AUSTRALIE	AUTRES	BELGIQUE
2012-2013	5 922	3 296	90 764	34 583	1 366	1 376	2 797	1 226	133 239
2013-2014	4 823	2 075	120 157	45 682	1 187	576	3 656	-	107 373
2014-2015	2 594	1 219	133 749	63 591	143		4 417	193	218 809
2015-2016	2 147	3 608	137 390	58 442		50	2 889		204 329
2016-2017	653	3 473	163 007	171	75	501	3 416		199 172
2017-2018	1 456	3 464	151 648	-	51	-	2 778		109 574
2018-2019	716	324	165 461	-	45	-	3 657		160 847
2019-2020	1 157	733	164 835	-	722	-	3 356		185 159
2020-2021	1 393	219	151 539	-	900		4 988		176 495
2021-2022	3 084	63	168 837	-	521		3 526		210 163

Suite 1 : Tableau 3.3 Données d'exportation par pays de destination (tonnes de cacao exportées par an)

CAMPAGNE	BELGIQUE/LUXEMB	BENIN AF1	BRESIL	BULGARIE	BURKINA FASSO AF1	CAMEROUN AF1	CANADA	CENTRE-AFRIQUE AF1	CHILI	CHINE
2012-2013	5 778		1 273	1 078			41 339			8 001
2013-2014	15 819		7 241	9 592			28 630		-	10 103
2014-2015	11 461		6 228	7 423			40 587		722	4 739
2015-2016	7 833		4 451	4 643			29 128		806	5 206
2016-2017	-		1 367	1 260			33 491		804	2 845
2017-2018	-		10 441	13 706			76 302		835	7 755
2018-2019	-		45 326	17 745		25	46 545		671	15 796
2019-2020	-		39 753	9 883		-	70 022		418	11 367
2020-2021	1 001		14 156	13 989	3	-	69 757	7	300	7 821
2021-2022	-	0	29 569	13 338		-	63 564		300	898

Suite 2 : Tableau 3.3 Données d'exportation par pays de destination (tonnes de cacao exportées par an)

CAMPAGNE	COLOMBIE	CONGO RDC AF1	COREE DU SUD	CROATIE	CUBA	DJIBOUTI	EGYPTE AF1	EMIRAT ARABE	EQUATEUR	ESPAGNE
2012-2013							400	210	-	46 911
2013-2014			25				375	1 241	-	62 558
2014-2015					50	10	292	2 052		90 862
2015-2016	26						26	1 272		74 838
2016-2017	-			250			-	2 574		94 645
2017-2018	-			-			-	3 071		89 420
2018-2019	-			-			279	7 256		97 290
2019-2020	-	88		100			678	2 939		97 150
2020-2021	-	-		2 417			1 222	4 315		101 678
2021-2022	-	-		7 838			3 689	5 235		106 661

Suite 3 : Tableau 3.3 Données d'exportation par pays de destination (tonnes de cacao exportées par an)

CAMPAGNE	ESTONIE	FRANCE	GABON AF1	GEORGIE	GHANA AF1	GRECE	HOLLANDE	HONDURAS	HONGRIE	INDE	INDONESIE
2012-2013	72 874	132 036		-	8 831	50	374 381			776	10 136
2013-2014	65 792	144 877		100	997	526	372 181		164	10 110	60 488
2014-2015	45 885	122 442			16 733	49	437 434			2 604	24 828
2015-2016	53 009	135 074			1 600	68	375 952			2 182	7 332
2016-2017	65 861	154 907			11 360	171	445 653			400	62 060
2017-2018	34 505	152 849		25	1 001	170	534 527			9 289	65 609
2018-2019	71 470	159 032		50	9 951	47	539 531			5 058	77 060
2019-2020	67 368	169 279		-	4 580	78	489 044	50		21	53 439
2020-2021	72 888	136 586	2	-	488	217	513 472	-		176	93 129
2021-2022	53 693	113 469		-	1	297	516 377	-		197	52 299

Suite 4 : Tableau 3.3 Données d'exportation par pays de destination (tonnes de cacao exportées par an)

CAMPAGNE	IRAN	ISRAEL	ISTAMBUL	ITALIE	JAPON	LETTONIE	LIBAN	LITUANIE	MALAISIE	MAROC AF1	MEXIQUE
2012-2013	435	1 667	-	50 715	2 615	1 001	-	-	61 243	208	26 674
2013-2014	297	2 954	1 326	48 655	2 623	50		-	73 747	508	30 447
2014-2015	50	3 179	2 928	55 754	2 006			150	55 007	661	26 980
2015-2016	55	3 340	801	46 555	1 158				41 917	125	25 356
2016-2017	620	4 729	-	48 578	694	175	21		107 190	695	30 589
2017-2018	8 984	4 275	-	48 310	880	-	-		97 078	491	31 910
2018-2019	-	5 526	-	56 321	1 024	-	16	42	136 668	-	26 673
2019-2020	-	3 643	-	45 399	979	-	-	76	162 202	136	24 680
2020-2021	-	4 212	-	47 024	434	643	-	-	199 029	25	20 444
2021-2022	-	4 588	-	49 024	496	-	-	67	150 266	217	39 858

Suite 5 : Tableau 3.3 Données d'exportation par pays de destination (tonnes de cacao exportées par an)

CAMPAGNE	MOZAMBIQUE	NLLE ZELANDE	OUZBEKISTAN	PAKIST/ OCCID	PHILIPINES	POLOGNE	Portugal	REPUBLIQUE TCHEQUE	ROUMANIE	ROYAUMES-UNIS	RUSSIE
2012-2013		25	50	-	-	30 641	1 123	2 966		1 376	891
2013-2014	13	75	-	-	-	41 298	1 093	2 169	90	1 470	899
2014-2015		175			80	38 914	1 381	650	135	1 526	743
2015-2016						20 434	1 012			1 410	538
2016-2017					200	20 767	1 579			73 906	394
2017-2018	-				98	29 829	1 577			72 551	260
2018-2019	-				150	30 875	1 894			95 242	386
2019-2020	-				50	33 045	1 092			93 738	913
2020-2021	-				-	25 053	1 958			90 370	1 132
2021-2022	-				-	17 340	3 229			84 734	3 859

Suite 6 : Tableau 3.3 Données d'exportation par pays de destination (tonnes de cacao exportées par an)

CAMPAGNE	SENEGAL AF1	SINGAPOUR	SRI LANKA	SUISSE	SYRIE	TAIWAN	TOGO AF1	TUNISIE AF1	TURQUIE	U.R.S.S.	UKRAINE
2012-2013	-	2 096			-	79		1 602	41 231		681
2013-2014	162	3 237	100		-	105		1 602	75 028		84
2014-2015	482	1 392			79	53		1 026	64 485	79	31
2015-2016	688	1 735		25	53	78			47 261		
2016-2017	627	1 790		25	131	79		501	73 823	26	
2017-2018	340	1 588		-	103	53		-	67 470	-	
2018-2019	638	2 402	200	-	289	53	81	3 253	63 812	-	100
2019-2020	779	2 183	-	-	105	104	84	1 502	90 955	-	63
2020-2021	1 119	930	-	-	131	131	84	-	74 525	-	281
2021-2022	812	1 673	-	-	131	105	-	63	58 458	-	135

Fin : Tableau 3.3 Données d'exportation par pays de destination (tonnes de cacao exportées par an)

CAMPAGNE	URUGUAY	USA	VIET-NAM	YEMEN	Total général
2012-2013	25	296 581	-		1 502 568
2013-2014	-	353 000	-		1 717 378
2014-2015	79	292 380			1 789 522
2015-2016	264	274 926			1 580 030
2016-2017	94	380 668			1 996 013
2017-2018	25	318 156			1 952 453
2018-2019	-	281 941			2 131 766
2019-2020	1 138	296 749	27	52	2 131 915
2020-2021	3 814	380 955	25	26	2 221 500
2021-2022	1 842	276 415	-	-	2 046 930

Tableau 3.4 Données d'exportation par exportateur (tonnes de cacao exportées par an)

CAMPAGNE	2CICS SA	AFCOTT-CI SARL	AFRICA COMMODITIES TRADING SA	AFRICA SOURCING	AGRIBUSINESS & SOFT COMMODITIES TRADING	AGRICOM	AGRO WEST AFRICA ABIDJAN	ALCI	BARRY CALLEBAUT NEGOCE
2012-2013	8 947	-	-	-	-	2 521	-	-	60 976
2013-2014	15 032	-	-	-	-	8 881	-	-	47 626
2014-2015	28 871	-	-	74 411	-	22 957	-	-	69 620
2015-2016	29 051	-	-	60 452	-	17 826	-	-	75 077
2016-2017	8 706	449	11 549	69 844	-	27 563	10 327	-	65 903
2017-2018	-	150	13 656	70 035	1 929	18 943	-	63	79 232
2018-2019	-	293	20 139	68 556	1 564	22 119	-	246	99 497
2019-2020	-	-	21 057	59 703	1 313	30 297	-	395	66 515
2020-2021	-	-	13 409	60 807	-	17 278	-	519	67 176
2021-2022	-	-	3 088	64 821	-	3 603	4 683	540	57 487

Suite 1 : Tableau 3.4 Données d'exportation par exportateur (tonnes de cacao exportées par an)

CAMPAGNE	BICAO	CABF COOP-CA	CADESA COOP CA	CAPODU SCOOP-CA	CAREPCI COOP CA	CARGILL COCOA SARL	CARGILL WEST AFRICA	CASB SCOOPS	CAT EXPORT SCOOP-CA	CAY WANDA
2012-2013	-	395	-	25	-	111 061	134 433	-	297	-
2013-2014	-	376	-	4 334	-	120 695	123 940	-	576	676
2014-2015	3 843	3 144	-	5 315	-	115 957	116 183	-	2 945	5 240
2015-2016	5 200	725	200	475	-	96 734	95 928	-	2 450	175
2016-2017	5 488	6 286	-	1 596	673	116 643	186 983	3 417	5 837	299
2017-2018	24 306	7 768	-	-	-	116 120	183 971	12 028	2 030	226
2018-2019	17 695	8 847	1 980	-	6 012	120 588	189 927	15 886	-	538
2019-2020	35 078	6 144	5 450	-	5 450	122 615	137 762	13 253	-	248
2020-2021	3 404	3 043	4 796	-	2 089	123 343	231 159	516	-	-
2021-2022	2 625	1 853	3 603	-	-	148 726	143 152	-	-	-

Suite 2 : Tableau 3.4 Données d'exportation par exportateur (tonnes de cacao exportées par an)

CAMPAGNE	CEMOI CHOCOLAT	CEMOI CI	CEMOI TRADING	CENTRAL INDUSTRIE	CENTRALE ACHAT DE PRODUITS AGRICOLE	CENTRE ACHAT CAFE CACAO	CHOCO-IVOIRE SA	CIPEXI	COCOA TRADE IVOIRE	COEX CI
2012-2013	-	65 277	20 416	-	-	-	17 457	32 621	8 724	42 883
2013-2014	-	72 840	13 930	-	2 906	-	25 979	43 294	9 047	62 157
2014-2015	-	70 704	10 555	-	6 064	-	18 273	12 793	19 289	62 434
2015-2016	2 788	63 567	18 526	-	12 300	-	14 036	3 27	10 875	36 176
2016-2017	7 199	64 668	7 558	-	17 960	3 367	18 364	27 414	9 928	55 825
2017-2018	16 667	57 208	3 207	8 018	27 012	-	5 908	5 613	4 861	54 224
2018-2019	12 078	60 127	6 575	9 434	30 160	-	-	-	4 644	47 512
2019-2020	10 610	63 356	6 614	-	28 836	-	-	-	-	49 026
2020-2021	11 523	53 205	6 421	-	23 570	-	-	-	-	12 997
2021-2022	12 487	50 807	5 816	-	26 659	-	-	-	-	-

Suite 3 : Tableau 3.4 Données d'exportation par exportateur (tonnes de cacao exportées par an)

CAMPAGNE	ELIXIR AGRI COMMODITIES	EPHOKA	ETCCI SARL	FILDISI COCOA INDUSTRY SA	FORAGRI SA	GENERALE DE PRODUITS AGRICOLE SARL	GPA- TRANSFORMATIO N SA	GREEN & BROWN COMMODITIES	IPAG COOP- CA	IVCAO	IVCOM
2012-2013	-	-	-	-	2 198	-	-	8 453	-	6 525	-
2013-2014	-	-	25	-	6 522	1 729	-	2 681	-	17 687	-
2014-2015	-	-	-	299	8 364	6 987	-	2 271	-	11 329	-
2015-2016	-	-	-	1 300	9 008	5 675	-	7 125	575	20 201	-
2016-2017	1 197	170	-	4 016	1 287	12 971	-	14 268	4 241	6 486	873
2017-2018	2 681	42	1 729	5 513	-	17 440	250	576	-	11 802	3 508
2018-2019	-	-	9 776	1 418	-	8 408	181	171	-	20 628	2 468
2019-2020	-	-	11 470	9 909	-	1 908	556	-	-	17 589	2 477
2020-2021	-	-	27 618	6 189	-	77	3 336	-	-	12 610	1 393
2021-2022	-	-	25 270	11 580	-	-	3 962	-	-	13 458	4 246

Suite 4 : Tableau 3.4 Données d'exportation par exportateur (tonnes de cacao exportées par an)

CAMPAGNE	KINEDEN COMMODITIES SA	MIRAL	NDL SA	NESKAO	NOCOACY	OCEAN SA	OUTSPAN IVOIRE	PERFORM WORLD	PROMONT	QUANG THIEN IMEX SA	SACO
2012-2013	-	939	-	-	-	-	68 984	-	-	-	169 294
2013-2014	-	401	-	1 643	3 407	1 353	114 093	-	-	1 754	166 209
2014-2015	699	7 761	-	2 973	41 098	1 148	86 239	-	-	5 440	175 143
2015-2016	12 575	2 250	-	3 147	73 652	1 300	54 277	-	-	6 600	152 916
2016-2017	27 314	2 918	374	1 501	26 441	5 313	78 600	-	-	6 910	167 452
2017-2018	41 896	3 232	2 255	1 026	-	8 595	95 068	727	25	9 898	162 453
2018-2019	42 624	733	-	147	-	7 601	139 360	1 833	2 933	12 807	189 556
2019-2020	46 078	-	-	281	-	12 386	111 874	-	-	15 855	208 397
2020-2021	49 048	-	-	-	-	11 114	129 788	309	-	26 819	201 363
2021-2022	48 789	-	-	-	-	9 187	112 298	-	-	33 684	218 484

Suite 5 : Tableau 3.4 Données d'exportation par exportateur (tonnes de cacao exportées par an)

CAMPAGNE	SAF CACAO	SCANZUE COOP CA	SCOABIA COOP-CA	SCOLAS	SCOOPADIS SCOOP CA	SCOOPS COOPARM	SIFCA COOP	SOCAR KATANA COOP CA	SOCAT	SOCIETE DE COMMERCIALISATIO N CAFE CACAO	SOCIETE IVOIRIENNE DES DERIVES DU CACAO
2012-2013	98 174	-	-	-	5 042	-	989	-	-	25 152	4 662
2013-2014	130 402	-	-	601	6 739	-	-	-	-	40 011	6 826
2014-2015	159 228	-	349	1 248	24 130	-	-	-	-	59 314	9 064
2015-2016	119 929	-	575	4 050	19 901	-	1 000	150	-	67 177	7 537
2016-2017	109 156	1 596	-	2 869	9 379	-	2 245	1 771	5 413	131 806	8 976
2017-2018	30 420	5 237	-	-	-	1 253	6 014	5 663	8 319	108 398	9 395
2018-2019	-	293	11 047	-	-	2 371	14 567	6 868	31 162	101 257	8 257
2019-2020	-	495	5 450	-	-	941	-	9 414	31 313	107 762	8 912
2020-2021	-	-	-	-	-	-	-	12 481	36 773	156 246	7 400
2021-2022	-	-	2 548	-	-	-	-	14 410	34 636	114 871	6 530

Suite 6 : Tableau 3.4 Données d'exportation par exportateur (tonnes de cacao exportées par an)

CAMPAGNE	SOCODAK	SOCODD SCOOPS	SONEMAT SA	SOPLAD COOP-CA	SUCDEN-CI	SUSCOM CI	SUTEC	TAFI SA	TAN IVOIRE SA	TIBONI COOP-CA	TIZIER FOODS AGRO ALIMENTAIRE
2012-2013	-	-	39 596	-	70 273	-	-	351	5 808	-	-
2013-2014	-	-	54 466	-	100 589	-	-	90	9 671	-	-
2014-2015	3 918	-	8 933	-	29 645	2 795	-	75	12 452	-	-
2015-2016	6 475	-	13 375	4 000	46 752	5 575	-	-	16 301	75	-
2016-2017	3 018	4 989	28 786	10 152	42 480	4 490	11 799	-	16 214	6 785	-
2017-2018	-	5 011	25 358	6 740	94 542	3 984	24 431	309	26 385	10 073	501
2018-2019	-	4 888	17 842	12 318	122 716	3 080	18 110	146	15 666	4 570	415
2019-2020	-	7 556	1 635	14 071	118 464	7 135	9 414	25	27 597	6 441	-
2020-2021	-	4 126	-	20 398	88 709	8 458	4 848	696	28 340	2 837	-
2021-2022	-	4 889	7 771	20 432	50 076	5 095	4 375	765	21 770	4 117	-

Suite 7 : Tableau 3.4 Données d'exportation par exportateur (tonnes de cacao exportées par an)

CAMPAGNE	TOUTON NEGOCE COTE D'IVOIRE	TROPICAO SA	UNICAO SA	UNION DES COOPERATIVE S DE SAN PEDRO	UPAMCI COOP- CA	USCAD COOP CA	WAGAJACA COOP CA	ZAMACOM SA	PLOT ENTERPRISE	SOCIETE COOPERATIVE AGRICOLE ALLIANCE	SOCAGC SCOOPS
2012-2013	68 380	7 267	65 231	-	4 350	-	-	64 683	-	-	-
2013-2014	88 584	2 781	70 143	-	5 137	-	-	54 666	-	-	-
2014-2015	89 334	6 613	63 874	3 244	6 064	-	-	39 526	-	-	-
2015-2016	69 852	4 000	43 492	1 050	3 200	375	700	31 151	-	-	-
2016-2017	137 144	11 824	66 474	3 966	75	4 465	673	44 825	-	-	-
2017-2018	117 845	551	67 082	5 763	-	2 305	1 203	38 864	-	-	-
2018-2019	126 187	-	70 493	-	-	-	2 077	49 639	463	978	5 279
2019-2020	127 456	-	-	-	-	-	2 973	55 491	1 848	495	11 073
2020-2021	149 567	-	-	-	-	-	2 063	43 916	4 122	516	11 346
2021-2022	93 282	-	-	-	-	-	3 860	33 736	4 884	1 132	16 984

Suite 8 : Tableau 3.4 Données d'exportation par exportateur (tonnes de cacao exportées par an)

CAMPAGNE	COOPCA CAYAT	SOCIETE AGRICOLE DE CAFE ET CACAO	SOCICAF - SA	ECAMOM COOP CA	IVORY COCOA WASTE PRODUCTS	SAFAL COMMODITIES SA	COMSERV COOP CA	TRANSCAO-CI	OMNI VALUE SA	IVORY COCOA PRODUCTS	OLAM COCOA PROCESSING CI
2012-2013	-	-	-	-	-	-	-	-	2 373	13 350	-
2013-2014	-	-	-	-	-	-	-	-	6 464	20 780	20 546
2014-2015	-	-	-	-	-	-	-	-	12 352	22 422	53 212
2015-2016	-	-	-	-	-	-	-	-	10 300	30 661	43 467
2016-2017	-	-	-	-	-	-	-	-	2 644	45 423	53 750
2017-2018	-	-	-	-	-	-	-	-	13 656	43 080	59 049
2018-2019	2 933	-	978	-	-	-	-	-	10 998	48 465	60 115
2019-2020	5 450	15 830	743	1 585	1 002	991	1 982	3 316	16 201	49 537	115 398
2020-2021	4 126	5 828	-	-	384	2 166	2 063	18 033	1 908	42 423	101 475
2021-2022	7 437	5 404	-	1 595	320	2 831	-	25 152	-	52 632	112 825

Suite 9 : Tableau 3.4 Données d'exportation par exportateur (tonnes de cacao exportées par an)

CAMPAGNE	SOCIETE AWAHUS SERVICES (SAS)	NEDEX SA	TRANSCAO NEGOCE SA	COMPAGNIE CACAOYERE DU BANDAMA	TRC-CI SARL	SOCODENI COOP-CA	SOCIETE AGRICOLE DE CAFE ET DE CACAO	SOCIETE COOPERATIVE ETRAYAWIEN DE LA COTIERE	ASONDO SA	SOCIETE COOPERATIVE DES PLANTEURS DE ZABEZA	ECORIGINE SA
2012-2013	-	-	-	-	-	-	-	-	-	-	-
2013-2014	-	-	-	-	-	-	-	-	-	-	-
2014-2015	-	-	-	-	-	-	-	-	-	-	-
2015-2016	-	-	-	-	-	-	-	-	-	-	-
2016-2017	5 463	-	-	-	-	-	-	-	-	-	-
2017-2018	22 527	-	-	-	-	326	-	-	-	-	-
2018-2019	34 608	-	-	-	-	9 654	12 709	-	-	-	-
2019-2020	34 682	991	248	-	-	9 414	90 173	-	-	-	-
2020-2021	82 623	2 063	7 066	25 386	2 398	11 011	69 936	516	-	-	-
2021-2022	69 427	2 059	6 819	33 357	2 239	11 837	64 435	2 573	2 728	2 573	11 348

Suite 10 : Tableau 3.4 Données d'exportation par exportateur (tonnes de cacao exportées par an)

CAMPAGNE	SOCIETE COOPERATIVE AVEC CONSEIL D'ADMINISTRATI ON DES ECO- AGRICULTEURS ET PRODUCTEURS DE ROBERT-PORT	CIE IVOIRIENNE DU CAFE CACAO	EXPLOITS COMMODITI ES	SOCAN COOP CA	DIAKITE COCOA PRODUCTS	COCAF IVOIRE	ADM COCOA SIFCA	OLAM COCOA IVOIRE SA	ARMAJARO NEGOCE	SOCOOP ACDI	SOCOOPAAI COOP-CA
2012-2013	-	-	-	-	-	52 597	4 523	66 809	45 108	-	14 632
2013-2014	-	-	-	-	-	51 983	-	72 028	-	-	-
2014-2015	-	-	-	-	-	17 792	-	29 196	-	1 323	-
2015-2016	-	-	-	-	-	-	-	13 225	-	200	-
2016-2017	-	-	-	-	-	-	-	-	-	-	-
2017-2018	-	-	-	-	-	-	-	-	-	-	-
2018-2019	-	-	-	-	-	-	-	-	-	-	-
2019-2020	-	-	-	-	-	-	-	-	-	-	-
2020-2021	-	-	-	-	1 411	-	-	-	-	-	-
2021-2022	51	257	-	1 029	2 395	-	-	-	-	-	-

Suite 11 : Tableau 3.4 Données d'exportation par exportateur (tonnes de cacao exportées par an)

CAMPAGNE	SOCIETE COOPERATIVE AGRICOLE GRAND CHANTIER COOP-CA	RESICAO SARL	SUCSO SA	COOPAAKO EXPORT	COOPADIS	SIACO	CACOCI	CABF	ECOOPAD	OMNI VALUE	IVOIRE COMPAGNIE DE CACAO S.A
2012-2013	346	222	9 345	-	1 532	494	297	272	247	124	1 422
2013-2014	-	1 326	6 622	1 729	-	12 527	-	-	-	-	275
2014-2015	973	-	24	-	-	-	-	-	-	-	-
2015-2016	1 025	-	-	2 375	-	-	-	-	-	-	-
2016-2017	-	-	-	-	-	-	-	-	-	-	-
2017-2018	-	-	-	-	-	-	-	-	-	-	-
2018-2019	-	-	-	-	-	-	-	-	-	-	-
2019-2020	-	-	-	-	-	-	-	-	-	-	-
2020-2021	-	-	-	-	-	-	-	-	-	-	-
2021-2022	-	-	-	-	-	-	-	-	-	-	-

Suite 12 : Tableau 3.4 Données d'exportation par exportateur (tonnes de cacao exportées par an)

CAMPAGNE	SOKAKHS	SOCOOABAS COOP-CA	CONFISERIE UNIES AFRIQUE	UNION INTER REGIONALE VICTOIRE	GGTCI-SA	CAGRAAS	CASAH	COOPAGRIG	UNACACC-CI	UPAMCI	SIVECCO
2012-2013	-	2 571	20 342	2 422	791	173	593	-	99	49	1 137
2013-2014	-	5 211	7 366	2 881	1 278	802	-	-	-	-	1 428
2014-2015	75	2 196	299	13 076	-	998	-	200	-	-	1 447
2015-2016	100	1 000	-	4 125	-	-	-	25	-	-	-
2016-2017	-	-	-	-	-	-	-	-	-	-	-
2017-2018	-	-	-	-	-	-	-	-	-	-	-
2018-2019	-	-	-	-	-	-	-	-	-	-	-
2019-2020	-	-	-	-	-	-	-	-	-	-	-
2020-2021	-	-	-	-	-	-	-	-	-	-	-
2021-2022	-	-	-	-	-	-	-	-	-	-	-

Suite 13 : Tableau 3.4 Données d'exportation par exportateur (tonnes de cacao exportées par an)

CAMPAGNE	CAASI	SOCAASI	CAGO SCOOP- CA	U.INTER. CC.CI	AGRO EXPORT	IVOIRE COMPAGNIE DE CACAO NEGOCE	INTER AGRO- CI SARL	SOGIM SARL	ENTREPRISE COOPERATIVE POUR LA COMMERCIALISATIO N DE PRODUITS CAFE CACAO	BIO PARTENAIRE SA	COCCAV SCOOPS
2012-2013	4 004	865	2 669	-	2 076	25	-	-	4 276	-	-
2013-2014	-	-	-	100	-	-	-	-	5 061	-	1 478
2014-2015	-	-	-	-	-	-	-	-	599	-	6 912
2015-2016	-	-	-	-	-	-	500	75	-	-	11 225
2016-2017	-	-	-	-	-	-	-	-	-	374	-
2017-2018	-	-	-	-	-	-	1 503	-	-	301	-
2018-2019	-	-	-	-	-	-	-	-	-	-	-
2019-2020	-	-	-	-	-	-	-	-	-	-	-
2020-2021	-	-	-	-	-	-	-	-	-	-	-
2021-2022	-	-	-	-	-	-	-	-	-	-	-

Suite 14 : Tableau 3.4 Données d'exportation par exportateur (tonnes de cacao exportées par an)

CAMPAGNE	SAI IVORY SA	OLAM COCOA PROCESSING	MATRANCI SA	EMOF EXPORTS VENTURES	ECAG SCOOPS	COOPROVAYA	AK INTERNATIONAL	HCCO CI SA	COOPASD COOP-CA	COPRODA COOP CA	U-COM SCOOP CA
2012-2013	-	-	-	-	-	-	-	-	-	-	-
2013-2014	401	-	100	225	-	-	-	-	-	-	-
2014-2015	-	321	499	549	2 994	1 298	474	2 670	-	873	5 490
2015-2016	-	1 536	-	-	325	-	100	3 850	100	-	500
2016-2017	-	2 284	-	-	-	-	-	-	-	-	-
2017-2018	-	1 899	-	-	-	-	-	-	175	-	-
2018-2019	-	2 069	-	-	-	-	-	-	-	-	-
2019-2020	-	628	-	-	-	-	-	-	-	-	-
2020-2021	-	1 835	-	-	-	-	-	-	-	-	-
2021-2022	-	2 895	-	-	-	-	-	-	-	-	-

Suite 15 : Tableau 3.4 Données d'exportation par exportateur (tonnes de cacao exportées par an)

CAMPAGNE	GLOMI X SA	NATCAFI	AGRO CITA MANDIRI	SOCIETE DE NOIX DE CAJOU	BEYOND BEANS COCOA	SUCAFIN A COTE D'IVOIRE SA	COOP-CA ENTENTE	AKAGNY CACAO	ENTREPRISE COOPERATI VE AGRICOLE KOOGNANA N DE GROUGOUY A	SOCIETE DE CONDITIONNEME NT DE CAFE CACAO	SOCIETE COOPERATIVE AVEC CONSEIL D'ADMINISTRATI ON YAWOUBE D'ANIASSUE
2012-2013	-	-	-	-	-	-	-	-	-	-	-
2013-2014	-	-	-	-	-	-	-	-	-	-	-
2014-2015	-	-	-	-	-	-	-	-	-	-	-
2015-2016	50	100	-	-	-	-	-	-	-	-	-
2016-2017	-	-	200	-	-	-	-	-	-	-	-
2017-2018	-	-	-	100	-	-	-	-	-	-	-
2018-2019	-	-	-	-	-	-	-	-	-	-	-
2019-2020	-	-	-	-	1 982	-	495	-	-	-	-
2020-2021	-	-	-	-	-	1 031	6 473	1 547	-	7 994	-
2021-2022	-	-	-	-	-	515	154	9 032	1 029	4 117	1 029

Fin : Tableau 3.4 Données d'exportation par exportateur (tonnes de cacao exportées par an)

CAMPAGNE	COOPERATIVE AGRICOLE ANITCHE DU HAUT SASSANDRA	Total général
2012-2013	-	1 502 568
2013-2014	-	1 717 378
2014-2015	-	1 789 522
2015-2016	-	1 580 030
2016-2017	-	1 996 013
2017-2018	-	1 952 453
2018-2019	-	2 131 766
2019-2020	-	2 131 915
2020-2021	-	2 221 500
2021-2022	1 029	2 046 930

Mode opératoire du contrôle.

Les étapes du contrôle à l'entrée des usines sont exposées dans le tableau ci-dessous.

Tableau 6.5 : Mode opératoire du contrôle

ETAPES		LIEUX	ACTEURS	DOCUMENTS/OUTILS	DETAILS
1	Faire entrer le camion	Entrée du site	Usinier	Tickets d'entrée	
2	Réceptionner les informations relatives au chargement		Peseur de l'usinier ;	Connaissance	L'immatriculation, la provenance, la date, le numéro du connaissance, le nom du chauffeur, le nombre de sacs, le poids brut, le poids net, nature du produit, la campagne
3	Peser le camion avec le chargement (le camion plein)		Agent peseur du Conseil café-cacao	Pont bascule	S'assurer que les roues arrières du camion sont sur le pont bascule, ainsi le camion est correctement positionné sur le pont bascule et tous les éléments autres que le cacao ou le café sont retirés
4	Enregistrer les informations et le poids du camion			SAIGIC	
5	Trier sommairement le chargement sacs par sacs	Dans le camion, au niveau de la Plateforme de déchargement	Usinier, Concessionnaire qualité	KPM (Humidimètre) et aspect visuel des sacs	Un agent à l'aide du KPM pique les sacs (libres), à mesure du déchargement afin de faire le tri des sacs supposés humides et secs en fonction de la valeur indiquée par le KPM
6	Refuser les sacs trop humides ou d'aspect visuel dégradé,				
7	Décharger les sacs qui ont passé le premier trie ;	Plateforme de déchargement	Usinier et concessionnaire qualité	Sondes, seaux, table de quartage, balance, bâche, tamis, Diviseur conique Pochons	Les sacs secs ou de bonne qualité sont sondés au fur et à mesure qu'ils sont identifiés par le KPM. Les sacs humides ou de mauvaises qualités identifiées sont mis sur des palettes, ils peuvent être acceptés ou refoulés par l'usinier.
8	Classer les sacs en fonction de leur taux d'humidité ou de leur mauvaise qualité apparente				
9	Sonder les groupes de sacs constitués, 100% des sacs acceptés par l'exportateur.				
10	Brasser l'échantillon global issu du sondage des différents types de sacs				
11	Homogénéiser dans un diviseur conique l'échantillon (les sous-échantillons obtenus à partir des sous-groupes de sacs) et répartir en 4 sous-échantillons : Un (01) sous-échantillon pour le concessionnaire ; Un (01) sous-échantillon pour l'exportateur ; Un (01) sous-échantillon scellé pour les contre-analyses et les supervisions des concessionnaires. (Scellé en présence des parties) ; Un (01) sous-échantillon scellé pour les contrôles inopinés du Conseil du Café-Cacao. (Scellé en présence des parties).				Les sacs refoulés sont rechargés dans le camion et pesés à la sortie, sous la supervision du Responsable de quai. Déterminer le taux de crabot pour les chargements de cacao
12	Codifier les échantillons (les 3 échantillons portent le même code)				
13	Transmettre les échantillons à chaque destinataire, l'échantillon témoin est scellé par le concessionnaire qualité en présence de l'usinier et remis à ce dernier qui le garde pendant 2 jour.	Plateforme de déchargement, Laboratoire de site du concessionnaire	Brasseur-codificateur	Registre de transmission	
14	Réceptionner les échantillons d'analyses destinés au concessionnaire		Analyseurs	Equipement de laboratoire & Bulletin d'analyse	
15	Analyser les échantillons				

ETAPES		LIEUX	ACTEURS	DOCUMENTS/OUTILS	DETAILS
16	Produire un bulletin d'analyse en trois exemplaires par échantillon analysé				
17	Etablir la «conformité» ou la «non-conformité» de la qualité de chaque échantillon sur le bulletin d'analyse en cochant dans les cases «OUI» ou «NON» conformément aux spécifications en vigueur				
18	Confronter les résultats d'analyses obtenus à ceux de l'usinier et/ou du représentant de l'exportateur			Bulletin d'analyse	
19	Faire contresigner chaque bulletin d'analyse par l'usinier et/ou le représentant de l'exportateur, en cas d'accord sur les résultats				
20	En cas de désaccord, faire une analyse conjointe avec l'usinier et/ou le représentant de l'exportateur sur l'échantillon témoin, le résultat issu de l'analyse conjointe fait foi.	Laboratoire de site, chez l'agent SAIGIC, et chez l'usinier		Bulletin d'analyse	
21	Communiquer les résultats consensuels d'analyse au fournisseur, ces résultats font foi s'ils ne sont pas contestés, sinon l'analyse est reprise en présence du fournisseur ou son représentant. Le fournisseur peut demander un nouveau sondage du chargement.				
22	Achever le remplissage des bulletins d'analyses en mentionnant si le chargement est « ACCEPTE » ou « REFOULE » par l'exportateur				
23	Faire contresigner les trois (3) exemplaires de bulletin d'analyse par l'usinier et l'Agent peseur du Conseil café-cacao				
24	Remettre les bulletins contresignés : <ul style="list-style-type: none"> • Le feuillet blanc à l'usinier ou représentant de l'exportateur • Le feuillet bleu à l'Agent peseur du Conseil café-cacao • Le feuillet vert pour le laboratoire du concessionnaire (siège) • Le feuillet jaune (souche) pour le laboratoire de site du concessionnaire 	Laboratoire de site du concessionnaire, laboratoire central du concessionnaire	Analyseurs du concessionnaire		
25	Saisir : <ul style="list-style-type: none"> • Les informations relatives à la qualité de chaque chargement • Le nombre de sacs déchargés • Le nombre de sacs acceptés • Le nombre de sacs refoulés • Le nombre de sacs remboursés • Les mentions sur la conformité et les motifs de refoulements 			Bulletin d'analyse SAIGIC	
26	Peser le camion à la sortie de l'usine	Entrée du site		Ponts bascules SAIGIC	
27	Enregistrer et transférer les données du jour dans le serveur du Service Informatique du Conseil café-cacao	Entrée du site	Agent peseur du Conseil café-cacao	SAIGIC WEB, bulletin d'analyse, ticket de pesée, connaissance	
28	Valider les données à travers le SAIGIC WEB, au deuxième jour par le concessionnaire « Approuve ou Conteste » la ligne de pesée. En cas de contestation, le Conseil café-cacao vérifie et corrige la pesée.	Laboratoire central du Concessionnaire	Concessionnaire		

Tableaux des données

Tableau 8.1 : Prix à la production (francs CFA/tonne)

	Jan	Fev	Mars	Avr	Mai	Juin	Juil	Août	Sept	Oct	Nov	Dec	Moy
2018	700000	700000	700000	700000	700000	700000	700000	700000	700000	700000	700000	700000	700000
2019	750000	750000	750000	750000	750000	750000	750000	750000	750000	750000	750000	750000	750000
2020	825000	825000	825000	825000	825000	825000	825000	825000	825000	825000	825000	825000	825000
2021	1000000	1000000	1000000	750000	750000	750000	750000	750000	750000	1000000	1000000	1000000	1000000
2022	825000	825000	825000	825000	825000	825000	825000	825000	825000	825000	825000	825000	825000

Tableau 8.2 : Prix intermédiaires (francs CFA/tonne)

	Jan	Fev	Mars	Avr	Mai	Juin	Juil	Août	Sept	Oct	Nov	Dec	Moy
2018	780000	780000	780000	780000	780000	780000	780000	780000	780000	780000	780000	780000	780000
2019	830000	830000	830000	830000	830000	830000	830000	830000	830000	830000	830000	830000	830000
2020	905000	905000	905000	905000	905000	905000	905000	905000	905000	905000	905000	905000	905000
2021	1080000	1080000	1080000	830000	830000	830000	830000	830000	830000	1080000	1080000	1080000	955000
2022	905000	905000	905000	905000	905000	905000	905000	905000	905000	905000	905000	905000	905000

Tableau 8.3 : Prix des transformateurs (francs CFA/tonne)

	Jan	Fev	Mars	Avr	Mai	Juin	Juil	Août	Sept	Oct	Nov	Dec	Moy
2018	1166357	1166357	1166357	1166357	1166357	1166357	1166357	1166357	1166357	1166357	1166357	1166357	1166357
2019	1253571	1253571	1253571	1253571	1253571	1253571	1253571	1253571	1253571	1253571	1253571	1253571	1253571
2020	1351218	1351218	1351218	1351218	1351218	1351218	1351218	1351218	1351218	1351218	1351218	1351218	1351218
2021	1509912	1509912	1509912	1212373	1212373	1212373	1212373	1212373	1212373	1509912	1509912	1509912	1361142
2022	1345872	1345872	1345872	1345872	1345872	1345872	1345872	1345872	1345872	1345872	1345872	1345872	1345872

Tableau 8.4 : Prix à l'exportation (francs CFA/tonne)

	Jan	Fev	Mars	Avr	Mai	Juin	Juil	Août	Sept	Oct	Nov	Dec	Moy
2018	1166357	1166357	1166357	1166357	1166357	1166357	1166357	1166357	1166357	1166357	1166357	1166357	1166357
2019	1253571	1253571	1253571	1253571	1253571	1253571	1253571	1253571	1253571	1253571	1253571	1253571	1253571
2020	1351218	1351218	1351218	1351218	1351218	1351218	1351218	1351218	1351218	1351218	1351218	1351218	1351218
2021	1509912	1509912	1509912	1212373	1212373	1212373	1212373	1212373	1212373	1509912	1509912	1509912	1361142
2022	1345872	1345872	1345872	1345872	1345872	1345872	1345872	1345872	1345872	1345872	1345872	1345872	1345872

Source : compilation à partir d'informations du Conseil Café-Cacao



APPENDIX II

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