

Sustainable Supply & Demand

working in partnerships for tomorrow's cocoa

Kojo Amoo-Gottfried

Country Manager Ghana Cargill Cocoa & Chocolate



Agenda

- Global supply and demand
- Complexities in the cocoa sector
 - Global issues
 - · Local challenges
- Sector responding
 - The Cargill Cocoa Promise





Demand for cocoa beans is ever-increasing There is increase global demand for cocoa beans The supply of beans coming

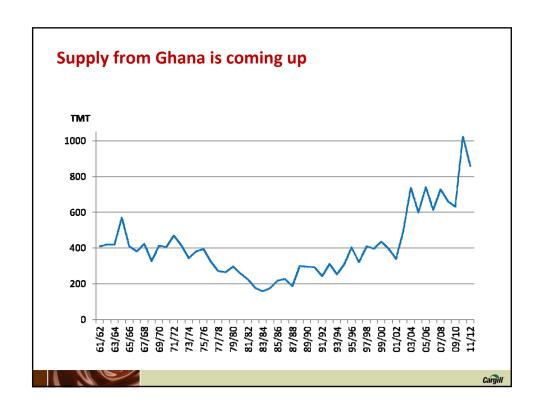
 The supply of beans coming from the top 3 cocoa producing countries are not as stable any more

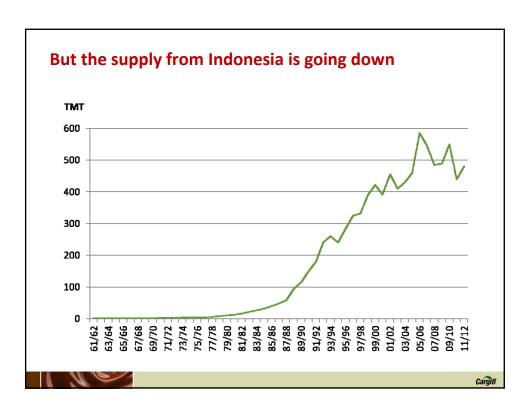


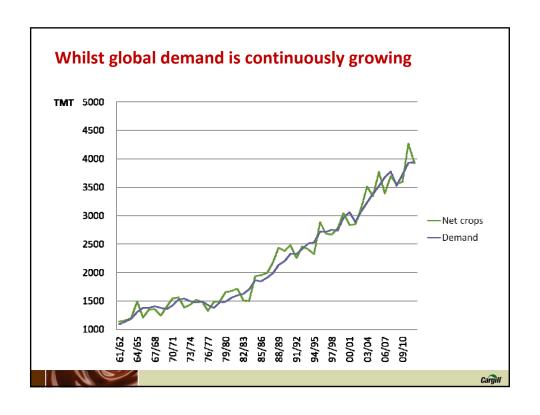
Supply from Côte d'Ivoire was increasing steadily

TMT

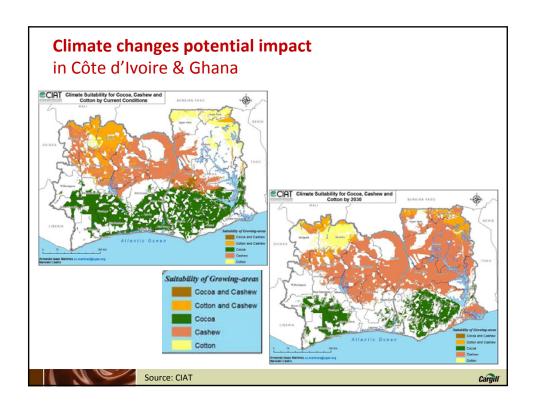
3500
3000
2500
2000
1500
1000
500
0
759/19
89/26
89/26
89/26
80/20
2000
1500
1000
500
0
759/19
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26
80/26







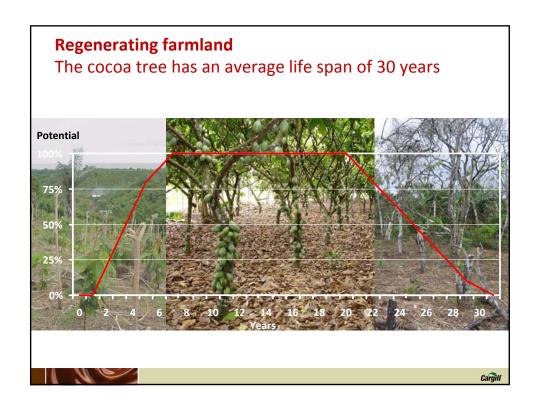


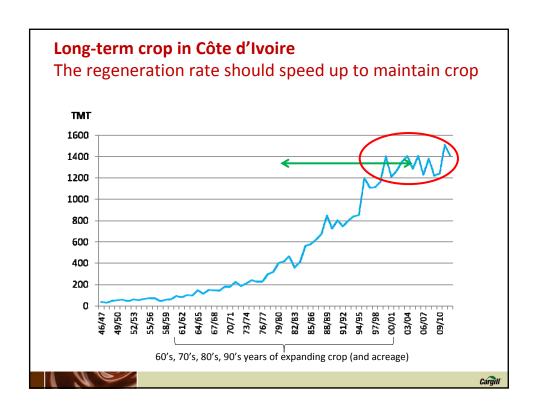


Urbanization is a fact

Already 40% of Africa's population lives in cities, more than India's 30% and close to China's 45%

- Côte d'Ivoire: 51% (2010-15 est. rate of change 3.7%)
- Ghana: 51% (2010-15 est rate of change 3.4%)
- * Damian et al "the rise of the African consumer" McKinsey report, oct 2012





How the sector is responding

- Companies in the sector are responding
- A need for transparency across the supply chain
- The Cargill Cocoa Promise, our global commitment





Growing # of commitments from brands



100.000 MT UTZ Certified 100.000 MT Rainforest

All 350.000 MT to be certified sustainable by 2020



All cocoa in Magnum icecream Rainforest Alliance certified by 2018.

HERSHEY'S

Hershey will source 100% certified cocoa by 2020 for it's global chocolate product lines



Nestle will invest £65 million over next 10 years in theirs Cocoa Plan, also works with WCF.



All cocoa sustainable through either Fairtrade or Cadbury Cocoa Plan



100% certified sustainable



Increase volume of Rainforest Alliance cocoa to 30.000 MT by 2020.



Increase volume of Rainforest Alliance cocoa to 30.000 MT by 2020.



100% of all chocolate products will be UTZ certified, or Fairtrade Organic by 2015.



