

# **The Ghana Cocoa Report 2024: Ghana Cocoa and EU Trade: Navigating Opportunities and Challenges**

Explore the dynamics of Ghana's cocoa trade with the EU, focusing on sustainability regulations, Fairtrade opportunities, and compliance challenges. Learn how Ghana is adapting to EU policies and the future of cocoa trade.



## **Highlights**

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The EU's evolving trade policies and sustainability requirements significantly influence Ghana's cocoa industry.

Despite opportunities, Ghana faces challenges such as compliance with EU regulations and price volatility in cocoa trade.

## **Content**

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## **Research Methodology**

This article draws on data from the Ghana Cocoa Board (COCOBOD), the European Union's trade publications, and international reports from the International Cocoa Organization (ICCO). It incorporates both qualitative and quantitative analyses, examining the dynamics of cocoa trade between Ghana and the EU, including regulatory frameworks, market trends, and sustainability standards. Key statistics are reviewed alongside expert commentary on current and projected trends affecting this bilateral trade relationship.

## Key Statistics and Facts

1. Ghana is the second-largest cocoa exporter globally, with around 70% of its cocoa exported to the European Union.
2. The EU consumes over 50% of the world's cocoa products, making it the largest cocoa market globally.
3. Ghana exported approximately 850,000 metric tonnes of cocoa in 2023, with over 600,000 tonnes destined for the EU.
4. Cocoa constitutes about 30% of Ghana's total export earnings, with the EU being the largest contributor.
5. The EU's sustainability requirements, including deforestation-free supply chains, are expected to impact 80% of Ghana's cocoa farmers.
6. Ghana's cocoa export revenues reached \$3.7 billion in 2023, with the EU contributing nearly 70% of that figure.
7. The EU's focus on Fairtrade and organic certification has increased the demand for sustainably sourced cocoa, with growth in this sector estimated at 7% annually.
8. Ghana faces a compliance cost of approximately \$200 million annually to meet EU regulatory standards on sustainability and labor practices.
9. The EU's Cocoa Sustainability Program, launched in 2022, allocates over €100 million to support sustainable cocoa farming in West Africa.
10. The EU's new regulation on deforestation-free products is set to impact Ghana's cocoa supply chains by 2025, demanding traceability and environmental transparency.

## Body of Article / Critical Analysis

### Ghana's Cocoa Trade Relationship with the EU

Ghana's cocoa industry is deeply intertwined with the European Union, its most important trade partner. The EU imports about 70% of Ghana's cocoa, which is then processed into various products, including chocolate, cocoa butter, and cocoa powder, making Europe the epicenter of the global chocolate industry. This trade relationship is critical to Ghana's economy, as cocoa remains the single largest contributor to the country's export earnings.

### The Role of the European Union in Ghana's Cocoa Economy

The EU's importance to Ghana's cocoa sector cannot be overstated. The European market provides a stable demand for Ghana's cocoa exports, particularly in countries like Germany, the Netherlands, Belgium, and France, which are among the world's leading cocoa processors. The economic benefits to Ghana are significant, as over \$3.7 billion in cocoa export revenue in 2023 was driven primarily by European buyers.

However, the relationship is not without its complexities. The EU's market influence means that any changes in European trade policies, particularly around sustainability and labor standards, have profound implications for Ghana's cocoa sector. In recent years, the EU has increasingly emphasized the importance of sustainable cocoa production, pushing for reforms that protect the environment and promote fair labor practices. These policies, while necessary, present both opportunities and challenges for Ghana's cocoa farmers and exporters.

### Sustainability Standards and Regulatory Challenges

A key issue shaping Ghana's cocoa exports to the EU is the stringent sustainability standards imposed by European regulations. The EU has introduced comprehensive measures aimed at ensuring that cocoa imports do not contribute to deforestation, environmental degradation, or exploitative labor practices. One of the most notable regulations is the EU Deforestation-Free Regulation, which will come into full effect by 2025, requiring that all cocoa products imported into the EU are certified as not contributing to deforestation or illegal land use.

For Ghana, this poses a significant challenge. Over 80% of Ghana's cocoa is grown by smallholder farmers, many of whom lack the resources to meet the traceability and sustainability requirements demanded by European buyers. Ensuring compliance with these regulations will require substantial investments in technology, training, and infrastructure. The estimated annual cost of compliance is around \$200 million, which places a heavy burden on the cocoa sector, particularly for smaller farmers who are already operating on thin margins.

### Economic Opportunities in Fairtrade and Organic Cocoa

Despite these challenges, there are significant opportunities for Ghana to capitalize on the growing demand for ethically and sustainably sourced cocoa in the EU. European consumers are increasingly prioritizing products that are certified as Fairtrade or organic, creating a premium market for cocoa that meets these standards. Ghana has already seen some growth in this area, with the Fairtrade segment of its cocoa exports increasing by 7% annually. This trend presents a pathway for Ghanaian farmers to earn higher incomes by accessing premium prices for certified cocoa.

Furthermore, the EU's Cocoa Sustainability Program, launched in 2022, provides financial and technical support to West African countries, including Ghana, to improve sustainability practices in cocoa production. The program allocates over €100 million to support initiatives that promote reforestation, reduce carbon emissions, and improve working conditions in cocoa farming communities. For Ghana, leveraging this support

will be critical in aligning its cocoa production with EU requirements while improving the livelihoods of its farmers.

## Current Top 10 Factors Impacting Ghana-EU Cocoa Trade

1. **EU Sustainability Regulations:** The EU's deforestation-free and sustainable sourcing requirements are reshaping cocoa trade dynamics.
2. **Traceability Demands:** Increased demand for traceable supply chains is forcing Ghana to adopt new technologies and systems to ensure compliance.
3. **Fairtrade Certification:** The growing consumer preference for Fairtrade cocoa is creating new opportunities but also challenges for Ghanaian farmers.
4. **Price Volatility:** Global cocoa price fluctuations affect the stability of trade relationships and income predictability.
5. **Labor Standards:** The EU's focus on ethical labor practices is pressuring Ghana to improve its labor conditions, particularly regarding child labor.
6. **Compliance Costs:** Meeting EU regulatory standards comes with high compliance costs, particularly for smallholder farmers.
7. **Carbon Emissions:** The EU's carbon reduction goals are influencing cocoa farming practices, with a focus on lowering the environmental impact.
8. **Regional Competition:** Other cocoa-producing countries, particularly Côte d'Ivoire, are also competing for a larger share of the EU market.
9. **Consumer Preferences:** The shift towards healthier and organic chocolate products is driving demand for higher-quality, sustainably sourced cocoa.
10. **Market Access:** Tariff policies and trade agreements between Ghana and the EU influence market access and competitiveness.

## Projections and Recommendations

### Projections:

**Increased Demand for Sustainable Cocoa:** The demand for Fairtrade and organic cocoa in the EU will continue to grow, offering premium pricing opportunities for compliant farmers in Ghana.

**Stringent Compliance:** Ghana's cocoa sector will face increasing pressure to comply with the EU's sustainability regulations, requiring significant investment in infrastructure and traceability systems.

**Expansion of Cocoa Processing:** Ghana is expected to expand its domestic cocoa processing capacity to capture more value within the supply chain and reduce reliance on raw bean exports.

### Recommendations:

**1. Invest in Sustainability Programs:** Ghana must prioritize investments in sustainability programs that align with EU regulations, including deforestation-free certifications and traceability systems.

**2. Leverage Fairtrade Opportunities:** Expanding Fairtrade and organic certification for Ghanaian cocoa farmers will provide access to premium markets in the EU.

**3. Strengthen Government Support:** The Ghanaian government should offer subsidies or financial support to smallholder farmers to help offset the costs of complying with EU regulations.

**4. Expand Processing Capacity:** Investing in domestic cocoa processing will enable Ghana to retain more value from its cocoa exports, reduce its reliance on raw exports, and meet the EU's demand for processed cocoa products.



## **Conclusions**

The trade relationship between Ghana and the European Union remains critical to the future of Ghana's cocoa industry. As the EU continues to push for stricter sustainability and labor standards, Ghana must navigate the challenges and opportunities presented by these evolving regulations. By investing in compliance infrastructure, expanding Fairtrade certification, and increasing domestic processing capacity, Ghana can strengthen its position in the EU market and ensure the long-term sustainability of its cocoa exports.

## **Notes**

The data used in this article is sourced from reports by COCOBOD, ICCO, and EU trade publications as of 2023.

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