

# **The Ghana Cocoa Report 2024: Ghana International Cocoa Trade: Key Trends, Challenges, and Future Outlook**

Explore Ghana's role in the global cocoa trade, including market dynamics, sustainability initiatives, and projections for 2024. Learn about the challenges and opportunities for Ghana's cocoa exports in the international market.



## **Highlights**

Ghana is the second-largest cocoa exporter globally, contributing significantly to international markets with high-quality cocoa beans.

Examination of Ghana's role in the global cocoa supply chain, including market dynamics, export policies, and trade agreements.

Strategic recommendations for enhancing Ghana's competitiveness in the global cocoa trade through value addition and sustainability initiatives.

## **Content**

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## Research Methodology:

This article is based on data from the Ghana Cocoa Board (COCOBOD), the International Cocoa Organization (ICCO), trade reports from the World Bank, and interviews with industry stakeholders. A combination of quantitative data on export volumes and prices is analyzed alongside qualitative insights into trade policies and global market trends.

## Key Statistics and Facts:

1. Ghana is the second-largest producer and exporter of cocoa, supplying around 850,000 to 1 million tonnes of cocoa annually.
2. Cocoa exports generate approximately \$2 billion annually, representing 30% of Ghana's foreign exchange earnings.
3. Over 70% of Ghana's cocoa is exported to the European Union, making the EU Ghana's largest trading partner for cocoa.
4. Ghana's cocoa exports account for 20-25% of the global cocoa market, second only to Ivory Coast.
5. The Living Income Differential (LID) introduced by Ghana and Ivory Coast adds a \$400 premium per tonne to global cocoa prices, ensuring higher incomes for farmers.
6. Cocoa is Ghana's third-largest export product after oil and gold, making it a vital contributor to the national economy.
7. Ghana's certified cocoa exports, including Fairtrade and Rainforest Alliance, make up approximately 25% of total exports, accessing premium international markets.
8. Global cocoa consumption is expected to grow by 4-5% annually, driven by rising demand in Asia and North America.
9. The European Union's new deforestation-free cocoa regulation, set to take effect in 2024, will impact Ghana's trade access to the EU market.
10. Ghana's government aims to process 50% of its cocoa domestically by 2030, reducing reliance on raw bean exports and increasing value-added exports such as cocoa butter and chocolate.

## Body of Article / Critical Analysis:

### Introduction

Ghana's position in the global cocoa trade is pivotal, with the country serving as one of the world's top suppliers of high-quality cocoa beans. As the second-largest exporter of cocoa globally, Ghana plays a crucial role in meeting the growing global demand for chocolate and cocoa-based products. This article provides an in-depth analysis of Ghana's international cocoa trade, exploring market dynamics, trade policies, and the challenges the country faces in maintaining and expanding its global market share.

### The Role of Cocoa in Ghana's Economy and Trade

Cocoa is a key pillar of Ghana's economy, contributing significantly to foreign exchange earnings, job creation, and rural development. With cocoa exports generating over \$2 billion annually, the sector supports the livelihoods of over 800,000 smallholder farmers. Ghana's reputation for producing high-quality cocoa beans, with a rich flavor profile and high fat content, makes its cocoa highly sought after by chocolate manufacturers worldwide.

Despite its dominance in the raw cocoa export market, Ghana faces several challenges in maximizing the value derived from its cocoa sector. While the country is a leading supplier of cocoa beans, the majority of these beans are exported in raw form, limiting the potential for value addition. The government's strategy to process 50% of cocoa domestically by 2030 is aimed at reversing this trend and capturing more value from the cocoa supply chain.

1.

### Export Markets and Trade Agreements

Ghana's largest export market for cocoa is the European Union, which imports over 70% of Ghana's cocoa output. The EU's strict regulatory environment, including sustainability requirements, has made it imperative for Ghana to meet high standards in cocoa production, particularly in the areas of environmental impact and ethical sourcing. In 2024, the EU's new deforestation-free cocoa regulation is expected to take effect, requiring cocoa exporters like Ghana to demonstrate that their production processes do not contribute to deforestation. This regulation could pose both opportunities and challenges for Ghana's access to the EU market.

2.

### The Living Income Differential (LID) and Global Price Influence

In 2019, Ghana and Ivory Coast, which together account for over 60% of global cocoa production, introduced the Living Income Differential (LID) to address the issue of low farmer incomes. The LID imposes a \$400 per tonne premium on cocoa exports, aimed at improving the livelihoods of smallholder farmers. While this initiative has helped stabilize incomes, it has also introduced new complexities in trade negotiations, as global buyers have resisted price increases. Nevertheless, the LID has strengthened Ghana's position in the international cocoa trade, making it a leading voice in the global movement toward fairer compensation for farmers.

3.

### Challenges in Value Addition and Local Processing

One of the main challenges Ghana faces in the international cocoa trade is its reliance on raw bean exports, which are subject to price volatility and provide limited value addition. Currently, only 20-25% of Ghana's cocoa is processed domestically into products such as cocoa butter, liquor, and powder. The government's goal of processing 50% of cocoa domestically by 2030 is a critical component of its strategy to

increase export revenues and reduce dependency on raw cocoa exports. Expanding local processing capacity will allow Ghana to capture more value from its cocoa exports and reduce exposure to global price fluctuations.

## Current Top 10 Factors Impacting Ghana's International Cocoa Trade:

1. **Global Cocoa Prices:** Price fluctuations in the international market affect Ghana's export revenues and the competitiveness of its cocoa products.
2. **Living Income Differential (LID):** The \$400 per tonne price premium impacts trade negotiations and buyer willingness to pay higher prices for ethically sourced cocoa.
3. **EU Deforestation-Free Cocoa Regulation:** This new regulation could impact Ghana's access to its largest market unless environmental standards are met.
4. **Currency Fluctuations:** The depreciation of the Ghanaian cedi affects the profitability of cocoa exports, as transactions are conducted in U.S. dollars.
5. **Global Demand Growth:** Rising global demand for chocolate, particularly in Asia and North America, provides opportunities for Ghana to expand its market share.
6. **Local Processing Initiatives:** Expanding domestic processing capacity is critical for Ghana to add value to its exports and reduce reliance on raw bean exports.
7. **Climate Change:** Changing weather patterns and the impact of climate change on cocoa yields pose long-term risks to Ghana's export volumes.
8. **Sustainability Certifications:** Increasing demand for certified, ethically sourced cocoa is reshaping the market and driving the adoption of sustainability practices in Ghana.
9. **Supply Chain Logistics:** Efficient export logistics and transportation infrastructure are crucial for ensuring timely deliveries and maintaining trade competitiveness.
10. **Trade Agreements:** Bilateral and multilateral trade agreements, including those with the EU and other key markets, play a role in shaping Ghana's cocoa export strategy.

## Projections and Recommendations:

Looking ahead to 2024, Ghana's international cocoa trade is expected to face both opportunities and challenges. The global demand for cocoa is projected to grow by 4-5%, driven by rising chocolate consumption in emerging markets such as Asia. However, challenges related to sustainability regulations, climate change, and value addition will need to be addressed to ensure Ghana remains competitive in the global market.

### Recommendations:

- 1. Enhance Local Processing Capacity:** To reduce reliance on raw bean exports and capture more value from cocoa exports, Ghana should continue investing in processing facilities and promoting value-added cocoa products.
- 2. Comply with Sustainability Regulations:** Meeting the EU's deforestation-free cocoa standards will be essential for maintaining market access and securing premium prices in the European market.
- 3. Promote Fair Trade Practices:** Expanding the adoption of sustainability certifications, such as Fairtrade and Rainforest Alliance, will allow Ghana to access premium markets and improve farmer incomes.
- 4. Mitigate Climate Risks:** Investment in climate-smart agriculture and infrastructure will be crucial for safeguarding future cocoa production against the impacts of climate change.

## Conclusion:

Ghana's international cocoa trade is at a critical juncture as it navigates the challenges of global price fluctuations, regulatory pressures, and the need for value addition. By focusing on sustainability, enhancing local processing, and expanding market access, Ghana can strengthen its position in the global cocoa supply chain and ensure long-term growth in this vital sector. As demand for chocolate continues to rise worldwide, Ghana's role in meeting this demand while ensuring fair compensation for its farmers will be pivotal.

## Notes:

This article is based on data from COCOBOD, ICCO, and global trade reports, providing a comprehensive analysis of Ghana's international cocoa trade.

Projections are informed by current trends in global demand, trade regulations, and domestic policy initiatives.



## Bibliography:

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