

# The Ghana Cocoa Report 2024: Ghana Cocoa Exports: Trends, Challenges, and Opportunities for 2024

Explore the latest trends in Ghana's cocoa exports, including global demand growth, sustainability certifications, and local processing initiatives. Learn about the key factors shaping the future of cocoa exports in 2024.



## Highlights

Ghana is the second-largest exporter of cocoa, contributing approximately 20-25% of the global cocoa supply.

Examination of trends in cocoa export volumes, revenue generation, and the role of government policies in boosting exports.

Strategic recommendations for enhancing Ghana's position in the global cocoa market, with a focus on sustainability and value-added products.

## Content

[Ghana Cocoa Exports: Navigating Global Markets and Emerging Challenges](#)

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## Research Methodology:

This article draws on data from the Ghana Cocoa Board (COCOBOD), the International Cocoa Organization (ICCO), trade reports from the World Bank, and interviews with industry experts. Quantitative data analysis of export volumes, pricing trends, and global demand dynamics are combined with qualitative insights into market access and trade policies.

## Key Statistics and Facts:

1. Ghana produces around 850,000 to 1 million tonnes of cocoa annually, with over 85% exported to international markets.
2. Cocoa exports generate approximately \$2 billion in annual revenue for Ghana, contributing around 30% of the country's foreign exchange earnings.
3. Ghana's cocoa accounts for 20-25% of global cocoa exports, making it the second-largest cocoa exporter after Ivory Coast.
4. The European Union is Ghana's largest cocoa export market, accounting for over 70% of total cocoa exports.
5. COCOBOD has set a target of processing 50% of cocoa beans domestically by 2030 to increase value addition.
6. The Living Income Differential (LID) introduced in 2019 by Ghana and Ivory Coast adds a \$400 premium per tonne to the cocoa export price, aimed at ensuring farmers receive a fair income.
7. Ghana's certified cocoa exports, including Fairtrade and Rainforest Alliance, represent approximately 25% of total exports, tapping into premium markets.
8. Cocoa is Ghana's third-largest export product, after oil and gold, and plays a crucial role in the country's GDP.
9. Global cocoa demand is projected to grow by 4-5% annually, driven by rising chocolate consumption in Asia and North America.
10. Climate change is expected to reduce the amount of arable land suitable for cocoa cultivation in West Africa by 40% by 2050, posing a long-term challenge to export volumes.

## Body of Article / Critical Analysis:

### Introduction

Cocoa exports are the backbone of Ghana's agricultural economy, contributing significantly to foreign exchange earnings, job creation, and rural development. As the world's second-largest exporter of cocoa, Ghana holds a pivotal position in the global cocoa value chain, supplying high-quality cocoa beans to major chocolate manufacturers worldwide. Despite its strong position in the market, Ghana faces several challenges and opportunities as it navigates fluctuating global prices, regulatory changes, and the growing demand for sustainable cocoa products. This article examines the current state of Ghana's cocoa exports, analyzes the factors impacting export volumes and revenue, and provides strategic recommendations for sustaining growth in this vital sector.

### The Importance of Cocoa Exports to Ghana's Economy

Cocoa has been a cornerstone of Ghana's economy for over a century, with cocoa exports consistently ranking among the country's top three revenue-generating commodities. In 2023, Ghana exported between 850,000 and 1 million tonnes of cocoa, generating approximately \$2 billion in revenue. The sector supports the livelihoods of over 800,000 smallholder farmers, many of whom depend entirely on cocoa production for their income.

The global market for cocoa remains robust, with demand growing steadily, particularly in emerging markets in Asia and North America. Ghana's cocoa is prized for its rich flavor profile and high fat content, making it a preferred choice for premium chocolate manufacturers in Europe, which is the largest importer of Ghanaian cocoa. However, despite the strong demand, Ghana's export earnings are subject to price volatility in international markets, climate-related challenges, and the growing importance of sustainability certifications.

1.

### Export Revenue and Foreign Exchange Earnings

Cocoa exports contribute approximately 30% of Ghana's total foreign exchange earnings, underscoring their importance to the country's macroeconomic stability. In recent years, fluctuations in global cocoa prices have led to volatility in export revenues, prompting the government to implement policies aimed at stabilizing farmer incomes and ensuring consistent export volumes.

2.

### Living Income Differential (LID) and Farmer Compensation

In 2019, Ghana and Ivory Coast introduced the Living Income Differential (LID), a \$400 per tonne premium added to cocoa export prices, designed to improve the incomes of cocoa farmers. This initiative was a response to the widespread poverty faced by cocoa farmers, many of whom earn less than \$2 per day despite the high global demand for cocoa. The LID has had a stabilizing effect on prices, but it has also introduced new challenges in negotiating with international buyers, who have been resistant to price increases.

3.

### Value Addition and Local Processing Initiatives

While the majority of Ghana's cocoa is exported as raw beans, the government has set an ambitious target of processing 50% of cocoa beans domestically by 2030. Currently, only 20-25% of Ghana's cocoa is processed locally into products such as cocoa butter, liquor, and powder. Increasing local processing capacity will enable Ghana to capture

more value from its cocoa exports and reduce its reliance on volatile global prices. COCOBOD has launched several initiatives aimed at expanding domestic processing capacity, including providing incentives for private-sector investment in cocoa processing facilities.

## Current Top 10 Factors Impacting Ghana's Cocoa Exports:

- 1. Global Cocoa Prices:** The fluctuation of global cocoa prices directly affects Ghana's export revenues, with prices influenced by supply-demand dynamics, speculation, and geopolitical factors.
- 2. Climate Change:** Rising temperatures, erratic rainfall, and soil degradation are reducing the amount of land suitable for cocoa cultivation, potentially reducing export volumes in the long term.
- 3. Sustainability Certifications:** Growing demand for certified cocoa (such as Fairtrade and Rainforest Alliance) is reshaping the market, with premium buyers prioritizing sustainability.
- 4. The Living Income Differential (LID):** The \$400 per tonne premium introduced by Ghana and Ivory Coast has improved farmer incomes but also led to tensions with buyers over price increases.
- 5. European Union Regulations:** The EU's new deforestation-free cocoa regulation, set to take effect in 2024, could impact Ghana's access to European markets unless environmental standards are met.
- 6. Local Processing and Value Addition:** Ghana's goal of processing 50% of its cocoa domestically by 2030 is critical to capturing more value from the cocoa supply chain.
- 7. Supply Chain Disruptions:** Political instability, transportation bottlenecks, and logistical challenges in Ghana's export infrastructure can delay shipments and reduce export efficiency.
- 8. Currency Fluctuations:** The depreciation of the Ghanaian cedi relative to the US dollar affects the profitability of cocoa exports, as cocoa is traded in international markets in dollars.
- 9. Global Demand for Chocolate:** Rising demand for chocolate, particularly in emerging markets such as Asia, is expected to drive up global cocoa demand and support higher export volumes.
- 10. Farmer Productivity and Support Programs:** Government-led programs aimed at improving farm productivity, including hybrid seedling distribution and fertilizer subsidies, are key to sustaining export volumes.

## Projections and Recommendations:

Looking ahead to 2024, Ghana's cocoa export outlook remains positive, buoyed by strong global demand and government initiatives to enhance local processing. However, the sector faces ongoing challenges related to climate change, price volatility, and regulatory compliance.

### Recommendations for Enhancing Cocoa Exports:

- 1. Invest in Climate Resilience:** The government and private sector should invest in climate-smart agriculture practices to mitigate the effects of climate change on cocoa production.
- 2. Expand Local Processing Capacity:** Increasing local cocoa processing capacity will enable Ghana to capture more value from its cocoa exports and reduce dependence on raw bean exports.
- 3. Improve Export Infrastructure:** Enhancing export logistics, including port facilities and transportation networks, will improve the efficiency of cocoa shipments and reduce delays.
- 4. Leverage Sustainability Certifications:** Promoting certified cocoa production will allow Ghana to access premium markets and ensure long-term sustainability of its cocoa exports.

## **Conclusion:**

Ghana's cocoa exports play a critical role in the country's economy, providing substantial foreign exchange earnings and supporting the livelihoods of millions of farmers. While the outlook for 2024 is positive, driven by growing global demand and government initiatives, challenges such as climate change, price volatility, and regulatory pressures must be addressed. By focusing on value addition, sustainability, and infrastructure development, Ghana can strengthen its position in the global cocoa market and ensure the long-term success of its cocoa sector.

## **Notes:**

This article integrates data from COCOBOD, ICCO, and global cocoa market analysis reports.

Projections are based on current trends in global demand, climate forecasts, and government policy initiatives in Ghana.

## Bibliography:

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