

**Cocoa Supply Chains**

**Côte d’Ivoire Ghana**

- Small, Family farms (> 750,000) - Independent operation

- Few Cooperatives (< 20% of Crop)

Farmer

- Small, Family farms (> 600,000) - Independent operation

- Few Cooperatives (< 10% of Crop)

- Initial Purchase by Licensed Buyers (LBC’s)

- Ghana Cocoa Board (COCOBOD) and affiliated organizations.

- Quality requirements linked to sales

Collectors   
Transporters

- Various Participants, Including International

Companies

Processors

Exporters

- Various participants, including

COCOBOD and international

Companies (not necessarily linked)

- Includes Semi-Finished Goods

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**Other Beans**

- Beans, SF products into Global Market - Further Manufacturing of Products

- Privately Funded operators - Pisteurs, Traitants

- Fewer Quality linkages

Global Market

- Beans, SF products into Global Market

Manufacturers

- Further Manufacturing of Products

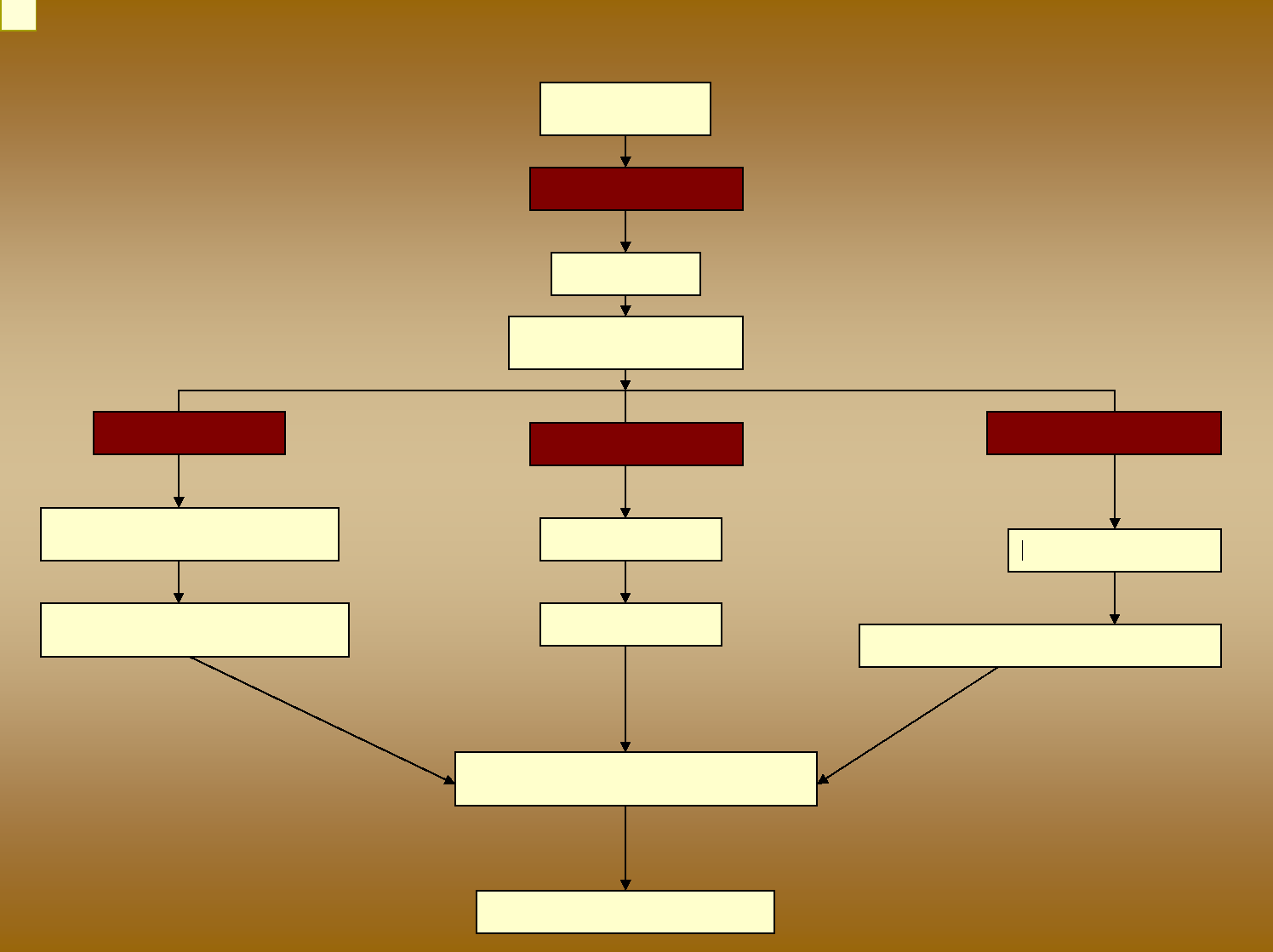
- Retail Outlets, Restaurants, small businesses

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Customers   
Consumers

Final Consumer

- Final Consumer



i10

***The Market for***

***Chocolate***

***Confectionery***

**Farms**

**Cocoa Beans**

**Traders**

**Cocoa Grinders**

**Cocoa Liquor**

**Cocoa Powder**

**Confectionery Industry**

**Cocoa Butter**

**Cosmetics**

**Food Industry**

**Chocolate, Confectionery**

**Cream, Soap**

**Drink, Ice Cream, Biscuit, etc**

**Supermarkets and shops**

**Consumers**

**Slide 2**

**i10** Just a thought: This is a good overview slide but perhaps is not easily understood for someone new to cocoa.

Perhaps we can illustrate the end uses rather than have those as text boxes... Have given a try at reorganising in next slide.

isabelle, 11/21/2008