



Cocoa Certification Data Report 2020

Rainforest Alliance and UTZ programs

Introduction

The main goal of this report is to present the scope and scale of the Rainforest Alliance and UTZ cocoa certification programs in 2020 – calendar year. The report is created to inform our stakeholders and is part of our commitment to transparency.

The report focuses on the key indicators related to:

- **Market uptake:** sales of Rainforest Alliance Certified and UTZ certified cocoa;
- **Program reach:** estimated Rainforest Alliance Certified and UTZ certified cocoa production, premiums being paid and multi-certification of this production.

This report is part of the Rainforest Alliance monitoring and evaluation system. Most of the data in this report is collected via our online certification and traceability systems.

We do our best to ensure that all the information in this report is accurate and reliable. As much of the data is collected by third parties, we are aware that there may be some shortcomings.

Summary

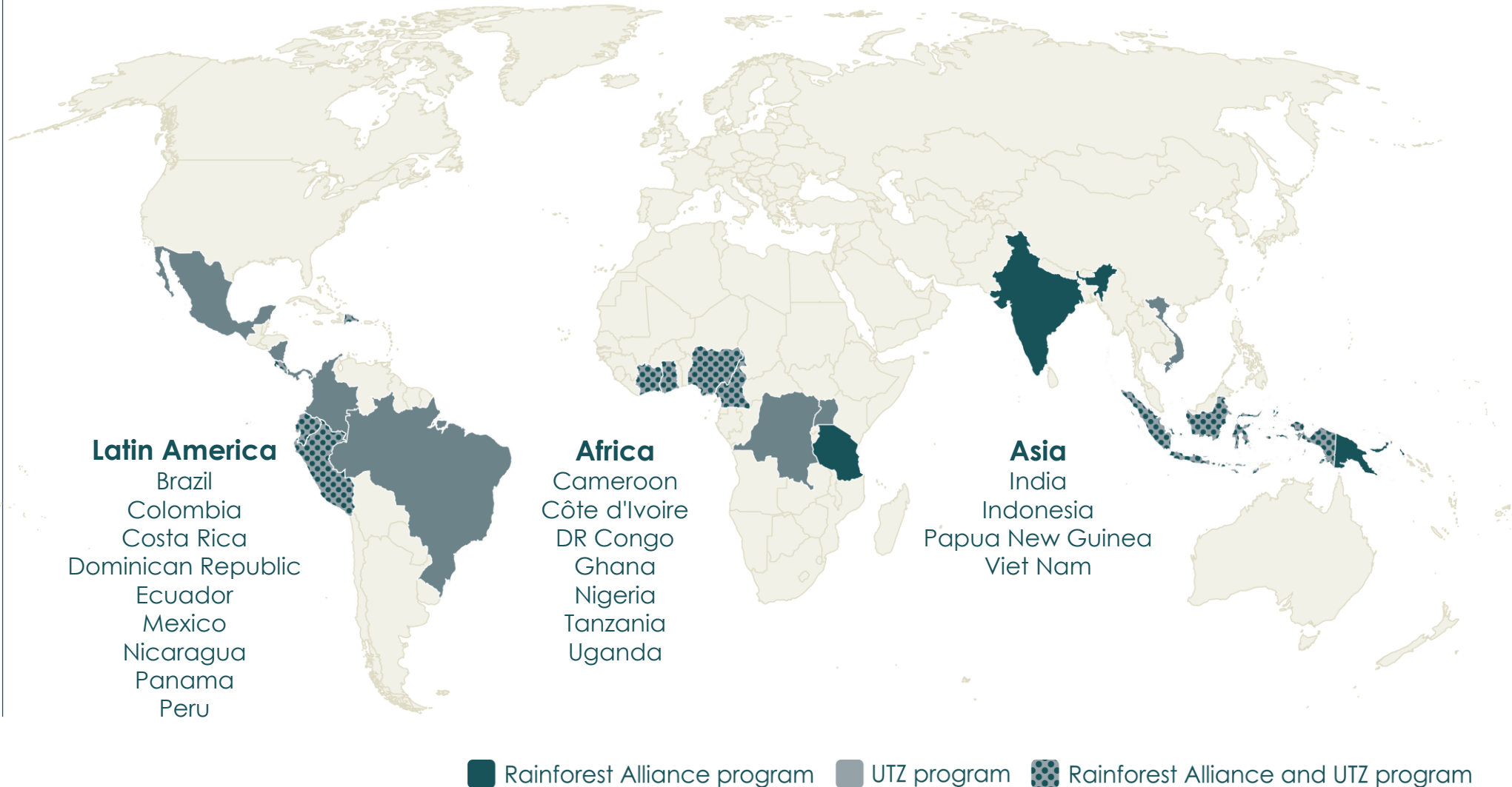
In 2020, we saw the impact of several of our supply interventions. We launched phase 2 of the [Cocoa Assurance Plan](#), which was implemented to improve assurance by introducing stricter certification measures. During this phase, we:

- extended the pause on new growth in Côte d'Ivoire and Ghana and expanded it to include Cameroon and Nigeria. No new producer groups and individual farms were allowed to join the program in 2019-2020;
- introduced a ban on dual certification of UTZ and Rainforest Alliance in Côte d'Ivoire and Ghana;
- introduced an audit allocation system in Côte d'Ivoire and Ghana. Through this system we saw further significant improvements in assurance and impact on available supply;
- provided deforestation and encroachment risk assessments to all certified groups.

These factors led to a better alignment between certified production and demand, and a higher overall supply/demand ratio. For the first time ever we are also publishing premium data for Rainforest Alliance cocoa from Côte d'Ivoire and Ghana. All of these interventions together will help us prepare our current programs for the transition to our 2020 Rainforest Alliance Certification Program.

While estimated certified production and sales from Africa decreased slightly, we saw increases in both estimated production and producer sales in Latin America and Asia Pacific. Global demand for certified cocoa decreased slightly compared to 2019.

Geographical program reach



The Rainforest Alliance and UTZ cocoa programs reach farmers and workers in 20 countries worldwide.

Cocoa Certification Data Report 2020
Rainforest Alliance and UTZ programs

Program reach: Rainforest Alliance and UTZ



2.7 Million

Area (hectare)

Combined estimated production area



890 K+

Number of farmers

Combined number of farmers

Cocoa Certification Data Report 2020

 Rainforest Alliance program

 UTZ program

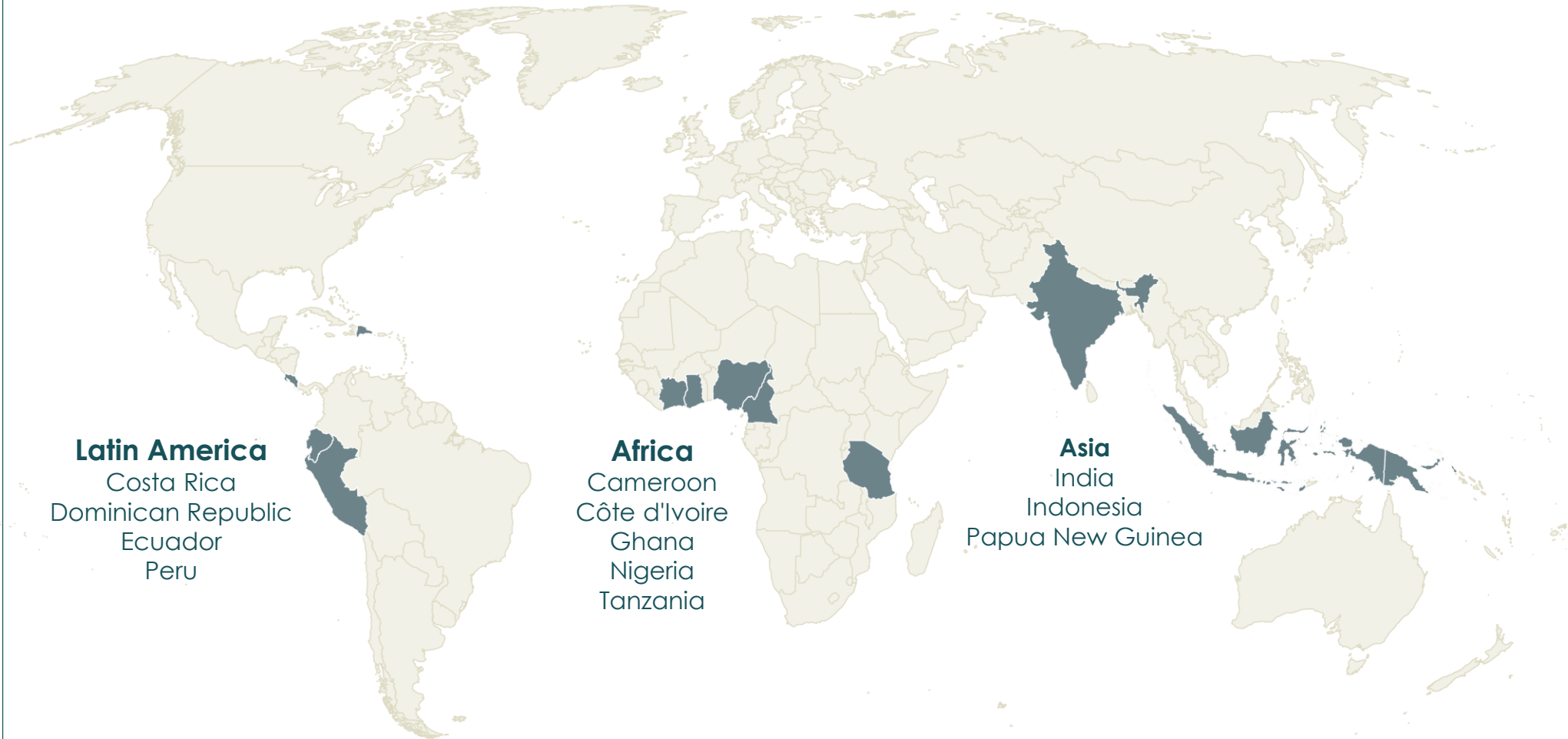


Rainforest Alliance Cocoa program



Program reach

Geographical reach



In 2020, Rainforest Alliance Certified cocoa was produced in 12 countries.

Program reach



544,207

Area (hectare)

Relative growth
2019-2020:
-33%



156,391

Number of farmers

Relative growth
2019-2020:
-25%



327,915

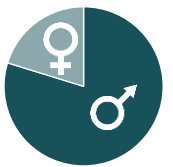
Estimated production (MT)

Relative growth
2019-2020:
-25%



8,880

Number of workers
(seasonal and permanent)



Relative growth
2019-2020:
+8%

Program reach



In 2020, the estimated production area dropped by 33% compared to 2019. A decrease is experienced in all regions. The ban on dual certification per July 2020 for Ghana and Côte d'Ivoire has contributed to this drop, as well as the stronger requirements on GPS data.

Area (hectare)



In 2020, similar to the certified area, the estimated certified volume dropped by 25% compared to 2019. A decrease is experienced for all regions. The top 3 producing countries remains the same; Côte d'Ivoire followed by Ghana and the Dominican Republic.

Estimated production (MT)



In 2020, the number of farmers decreased by 25% vs. 2019. Africa shows a significant decrease of 29% with Côte d'Ivoire (-22%), Ghana (-32%) and to a lesser extent Nigeria (-77%) being responsible for this decrease. A part of this change can be attributed to the ban on dual certification in Côte d'Ivoire and Ghana.

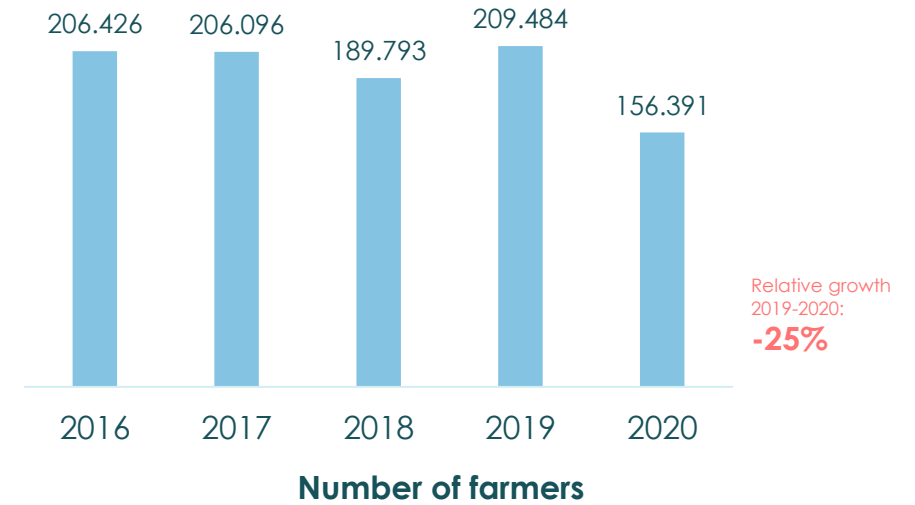
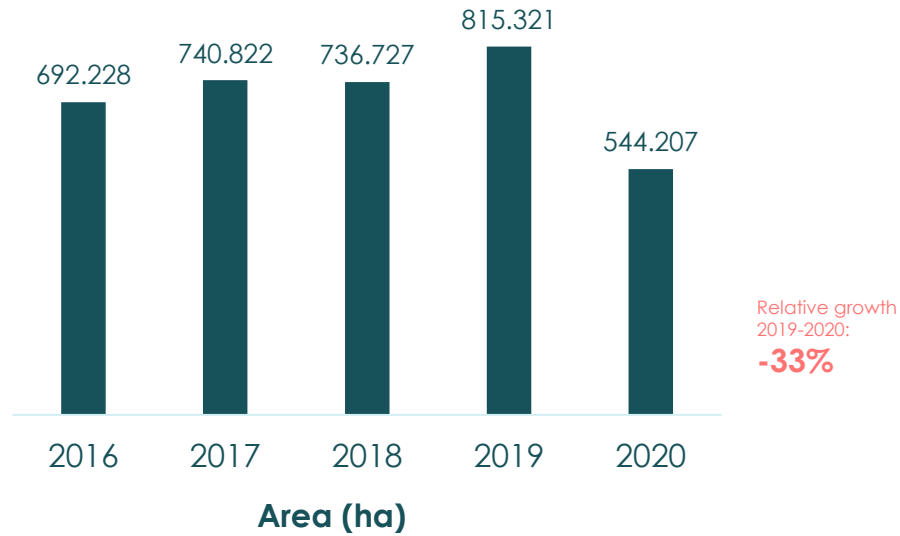
Number of farmers



In 2020, the number of workers increased by 8% vs. 2019. Africa shows a significant drop (52%), mainly due to Côte d'Ivoire and Ghana. Ecuador is responsible for the increase in Latin America (+96%). The 364% increase in Asia and Pacific is driven by the addition of a producer with many workers in India.

Number of workers
(seasonal and permanent)

Program reach

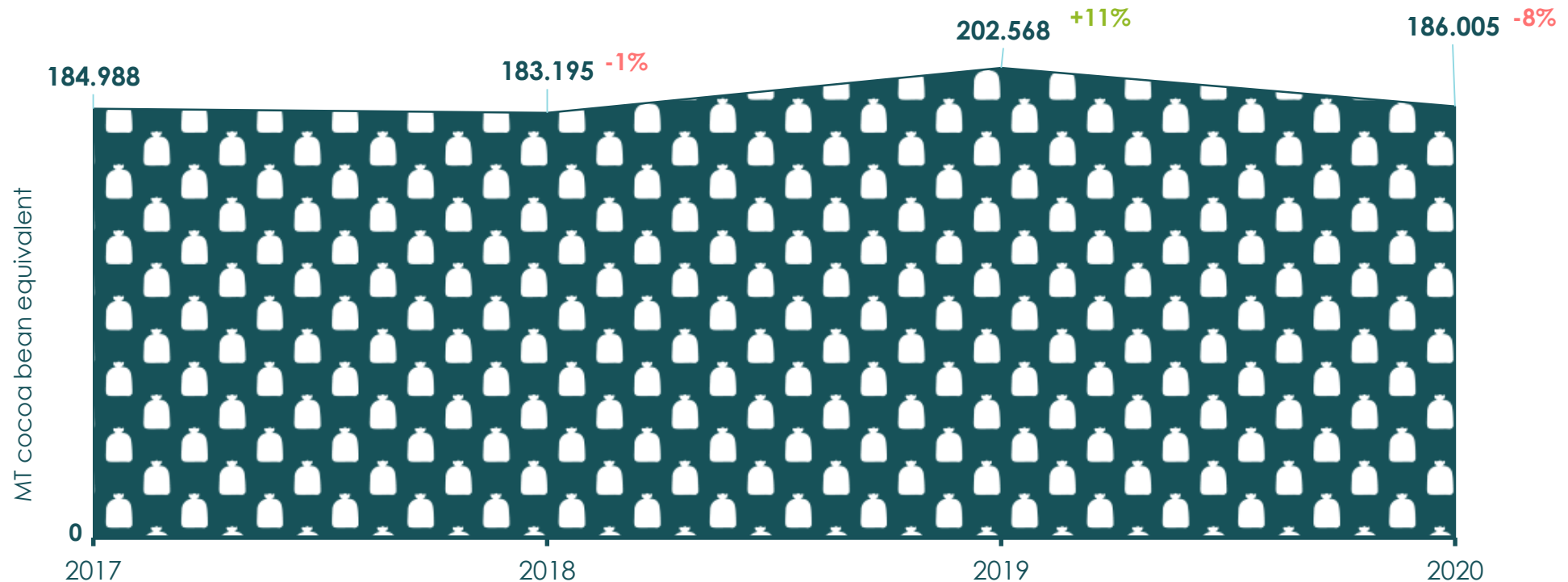


Global sales

Global cocoa sales

The global Rainforest Alliance cocoa sales decreased by 8% in 2020. This drop could be caused by changes in demand for certified cocoa, e.g. due to COVID-19, and a lower availability of certified cocoa due to the Cocoa Assurance Plan.

Cocoa Certification Data Report 2020
Rainforest Alliance program



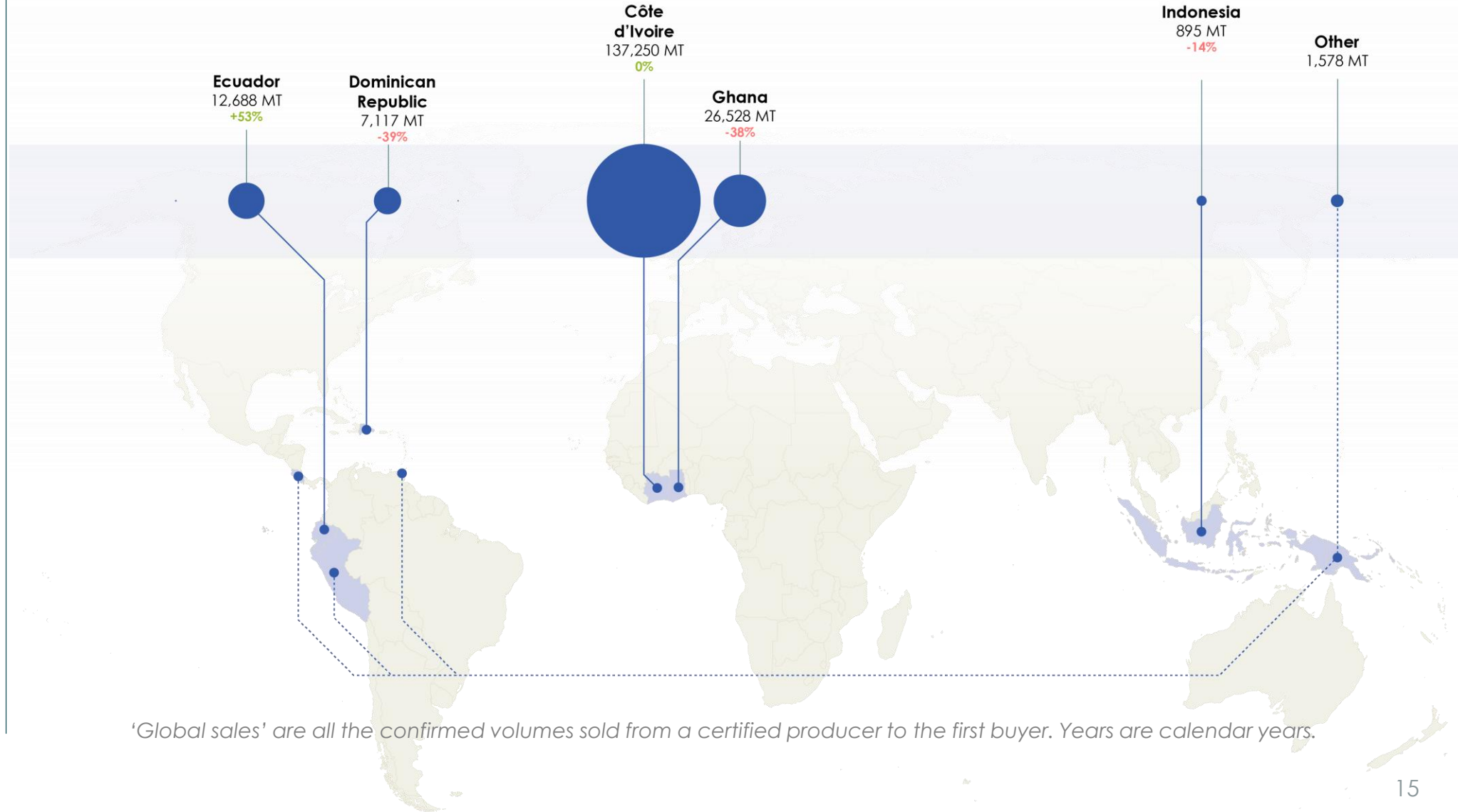
'Global sales' are all the confirmed volumes sold from a certified producer to the first buyer. Years are calendar years.

Global sales per origin

The global decrease is experienced in Africa and Latin America (-9% and -3% respectively). Asia and Pacific saw a sales increase of 42% driven by sales from Papua New Guinea.

Most certified cocoa was sold from producers in Côte d'Ivoire (74% of the global sales), Ghana (14%) and Ecuador (7%).

Cocoa Certification Data Report 2020
Rainforest Alliance program

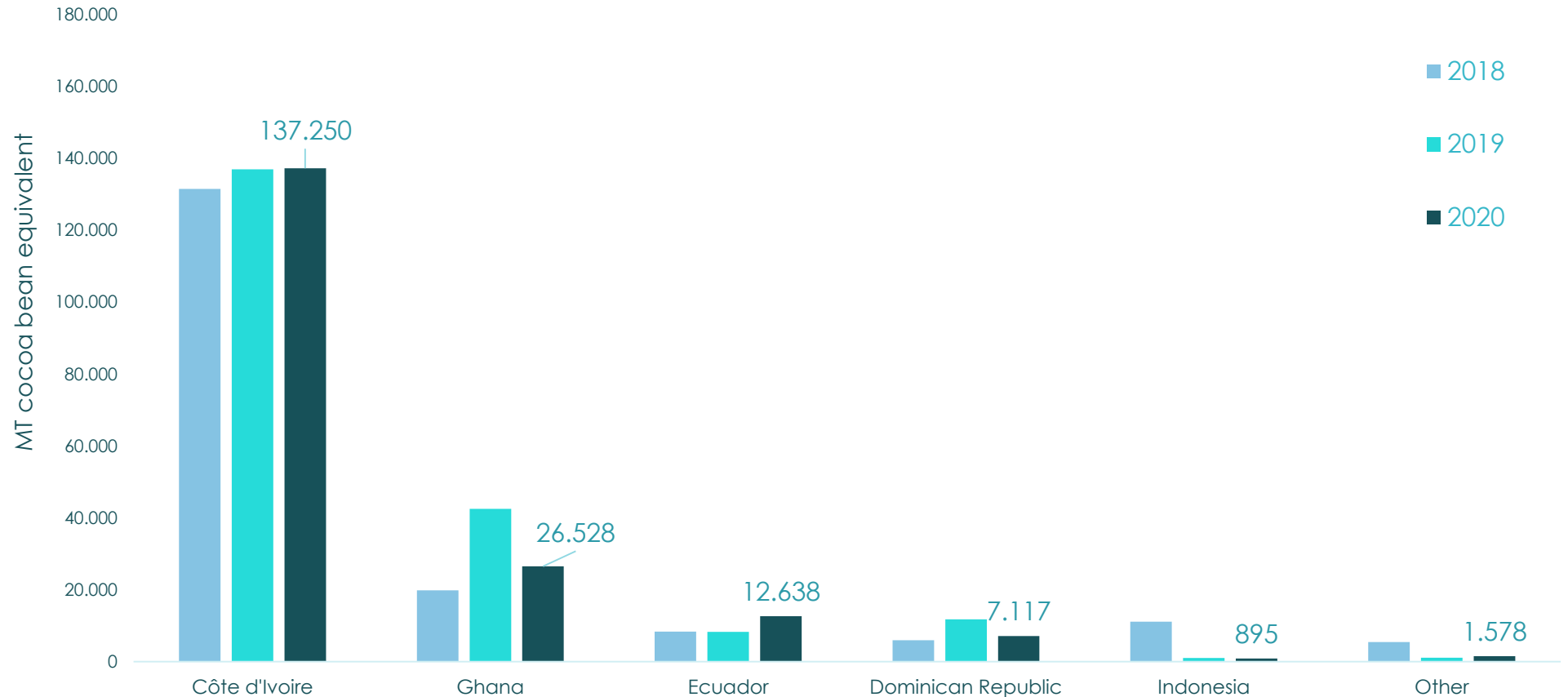


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Global sales per origin



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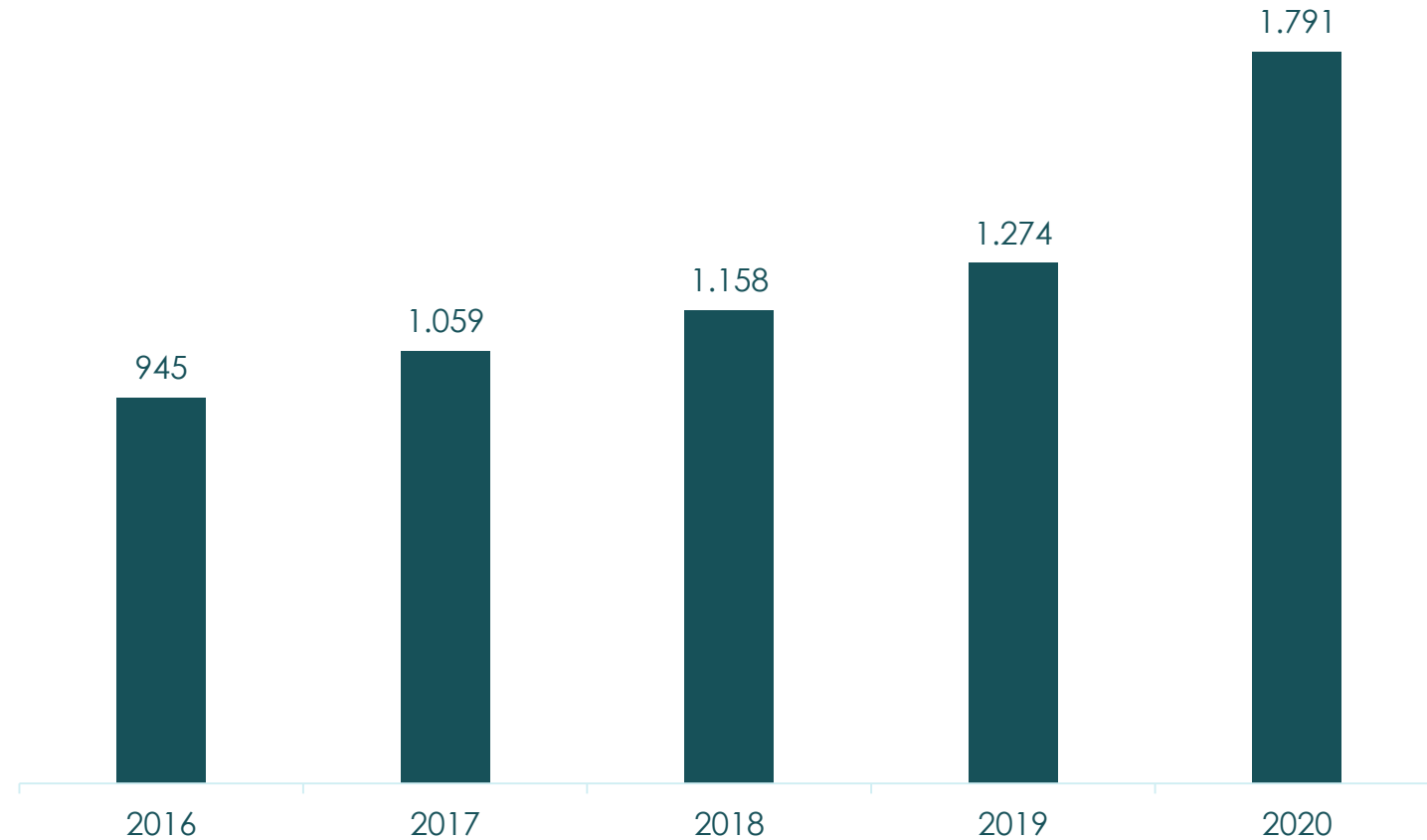
Registered supply chain actors

In 2020, the number of supply chain actors within the program increased by 41%. All regions show an increase.

This can be seen as an indicator for steady demand. It could also be the result of Chain of Custody mutual recognition*, which makes it easier for UTZ certified supply chain actors to become Rainforest Alliance Certified and vice versa.

Supply chain actors from 5 new countries joined the Rainforest Alliance program.

Cocoa Certification Data Report 2020
Rainforest Alliance program



'Supply Chain Actors' include exporters, traders, processors, manufacturers and retailers.

* Chain of Custody mutual recognition allows companies to purchase both UTZ certified and Rainforest Alliance Certified ingredients while only having to be audited for one of the current Chain of Custody standards.

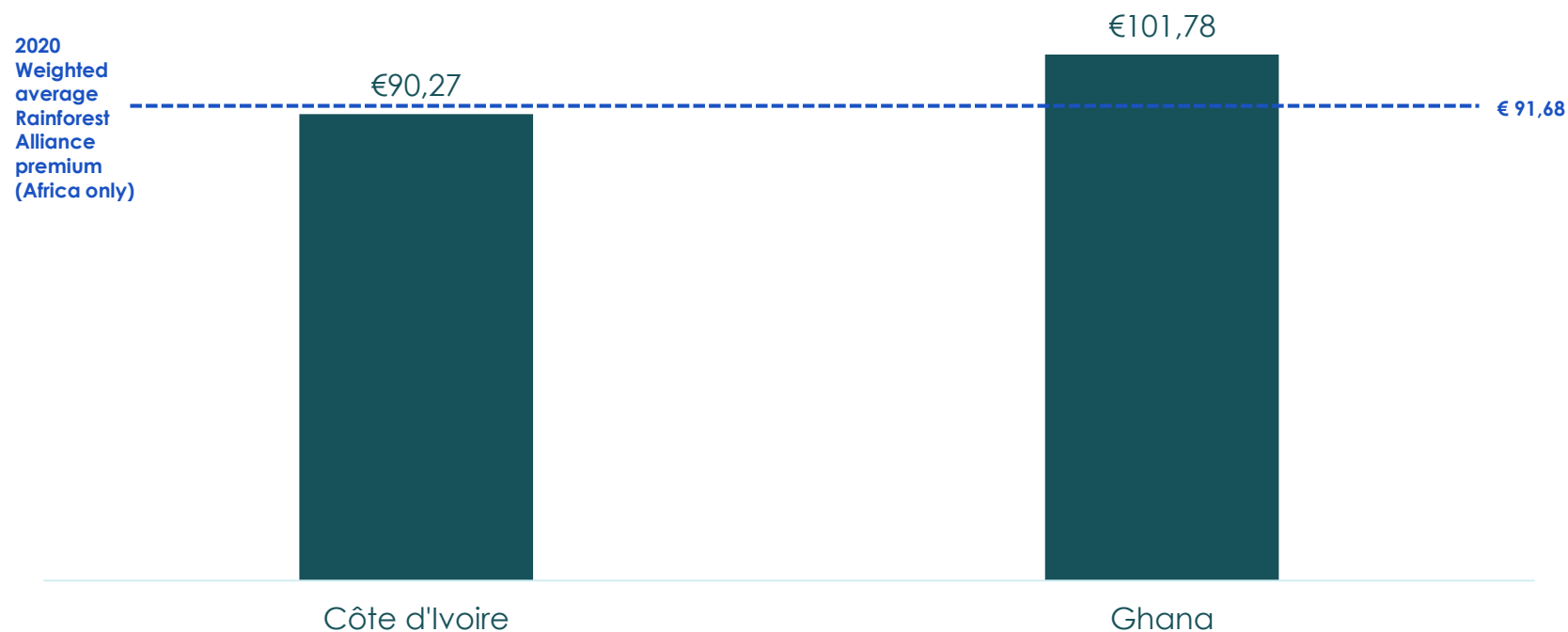
Premium

In July 2020, we introduced premium payments from the first buyer to the producer group/ estates. The weighted average for Africa is € 91,68.

The Rainforest Alliance premium is an additional cash amount (not in-kind) paid to producers, above the market price for a similar conventional (non-certified) product. It is negotiated between the certified group or producer and the first buyer.

Cocoa Certification Data Report 2020
Rainforest Alliance program

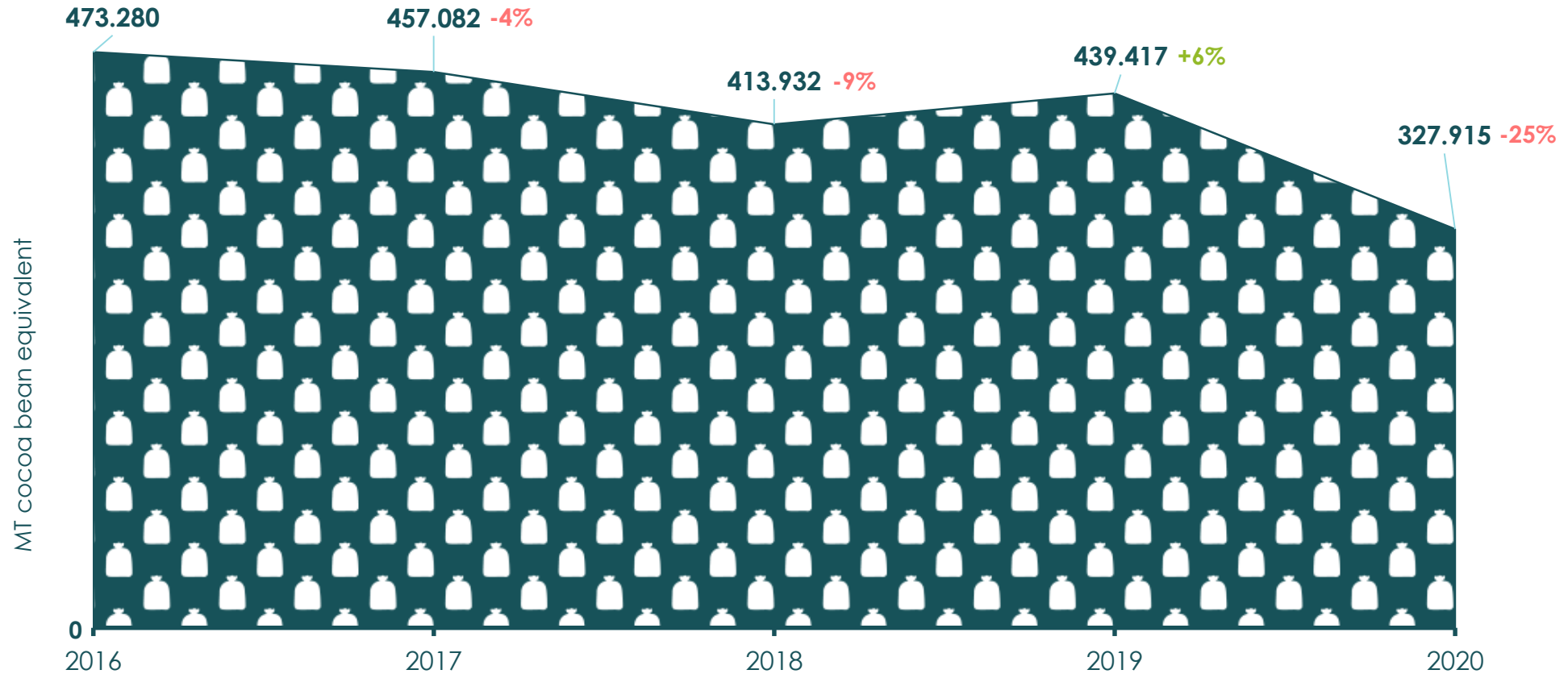
Average Rainforest Alliance premium in EUR/MT



Figures shown are based on sales that took place since July 1, 2020 in Côte d'Ivoire and Ghana.

Estimated Production

Global estimated cocoa production



After last year's increase, in 2020 the estimated global certified volume dropped by 25%, approximately 110,000 MT.

Cocoa Certification Data Report 2020
Rainforest Alliance program

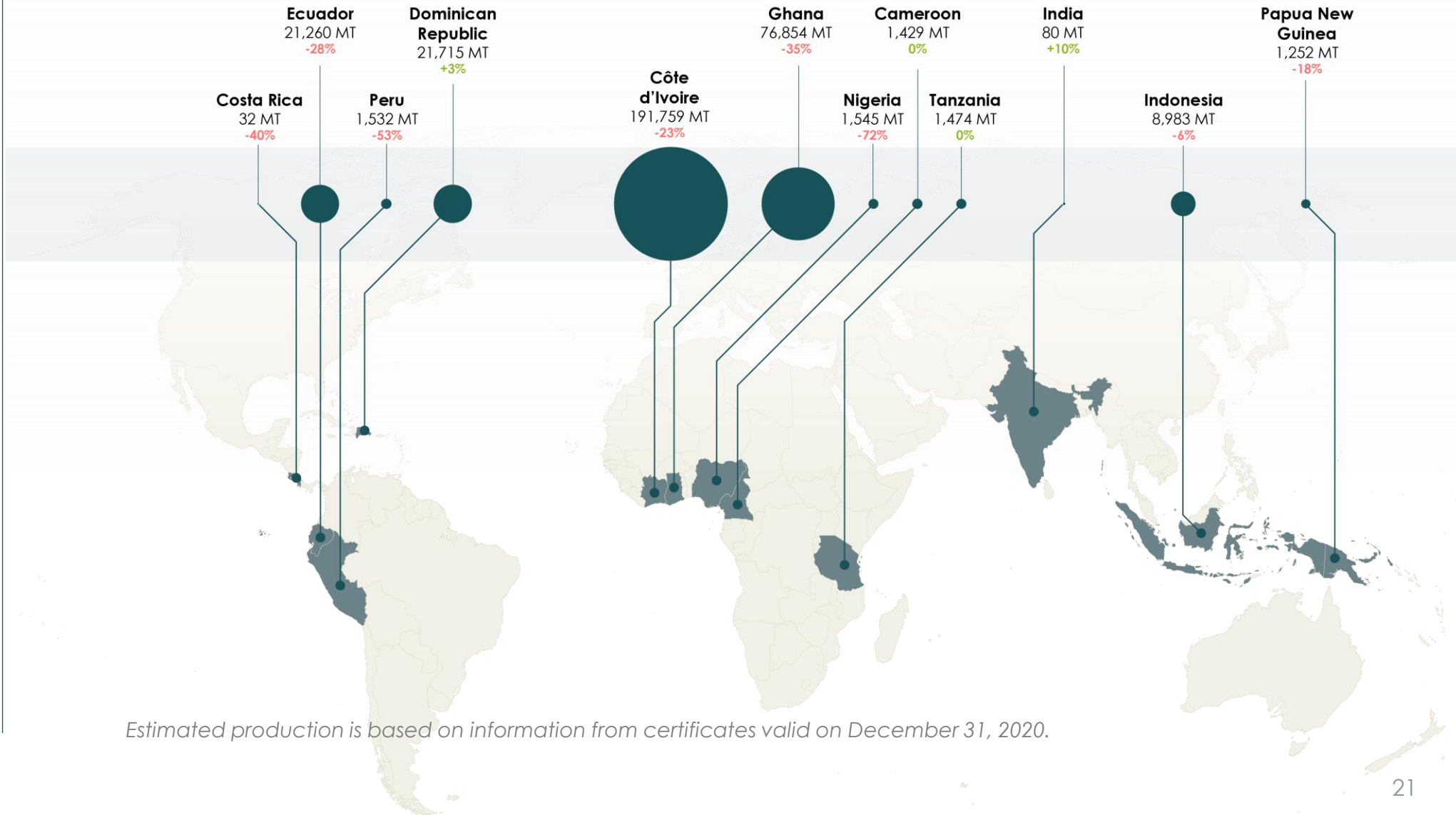
Estimated production is based on information from certificates valid on December 31, 2020.

Estimated production per origin

A decrease in estimated certified volume is shown in all regions; Africa (-27%), Latin America (-18%), Asia and Pacific (-7%).

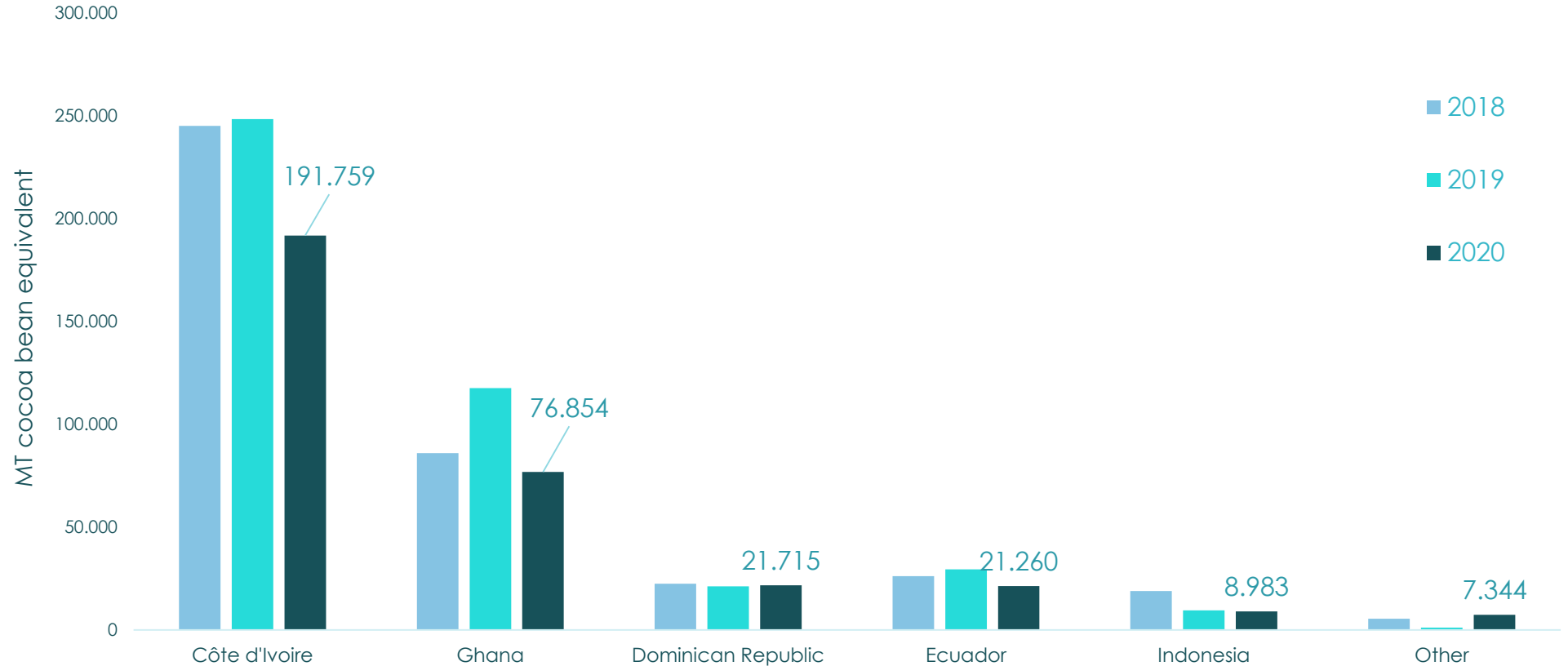
The strengthened assurance through the Cocoa Assurance Plan, the pause on certification of new groups and the ban on dual certification have contributed to this drop in Africa.

Cocoa Certification Data Report 2020
Rainforest Alliance program



Estimated production is based on information from certificates valid on December 31, 2020.

Estimated production per origin



The top 3 producing are Côte d'Ivoire (58% of the global production), followed by Ghana (23%) and the Dominican Republic (7%).

Cocoa Certification Data Report 2020
Rainforest Alliance program

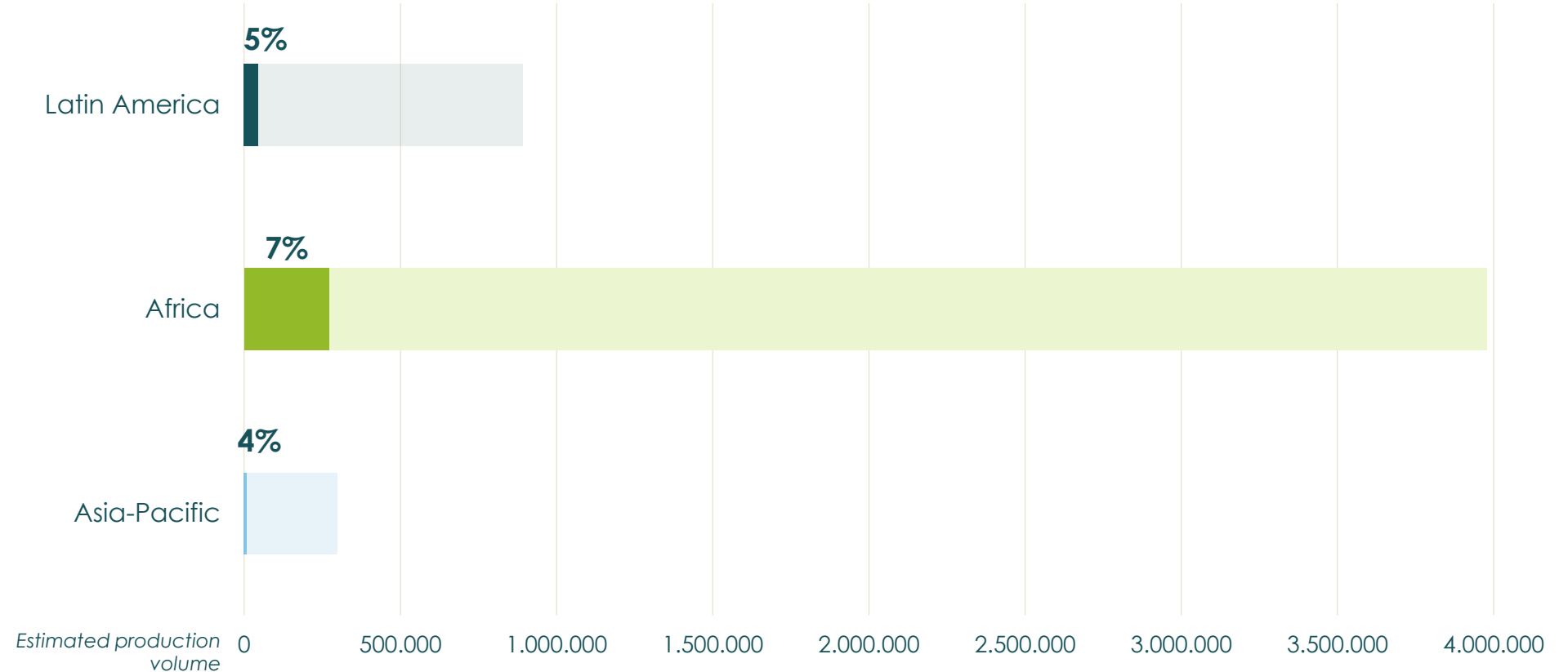
Estimated production is based on information from certificates valid on December 31, 2020.

In 2020, of all cocoa produced globally 7% was Rainforest Alliance certified.

On regional level, certified cocoa from Africa had the highest production market share.

Cocoa Certification Data Report 2020
Rainforest Alliance program

Production market share per region



Rainforest Alliance Certified estimated cocoa production vs. regional estimated production (source: [ICCO](#)).

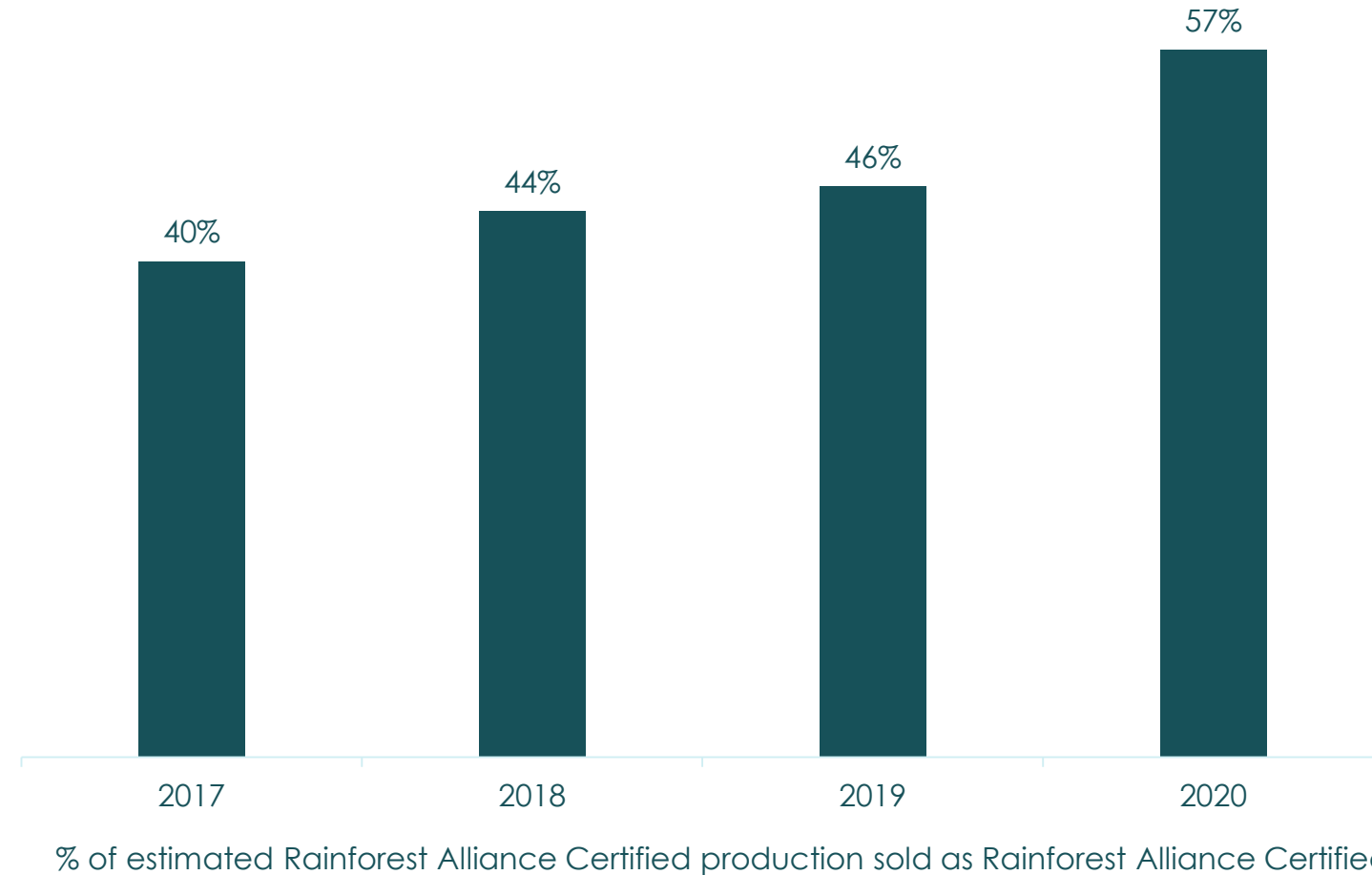
Supply and Demand ratio

Supply – Demand ratio

In 2020, producers sold on average 57% of their estimated certified volume as Rainforest Alliance Certified.

The ban on dual certification in Côte d'Ivoire has contributed to the increase compared to 2019, combining a large drop in estimated production with a smaller drop in overall sales.

Cocoa Certification Data Report 2020
Rainforest Alliance program



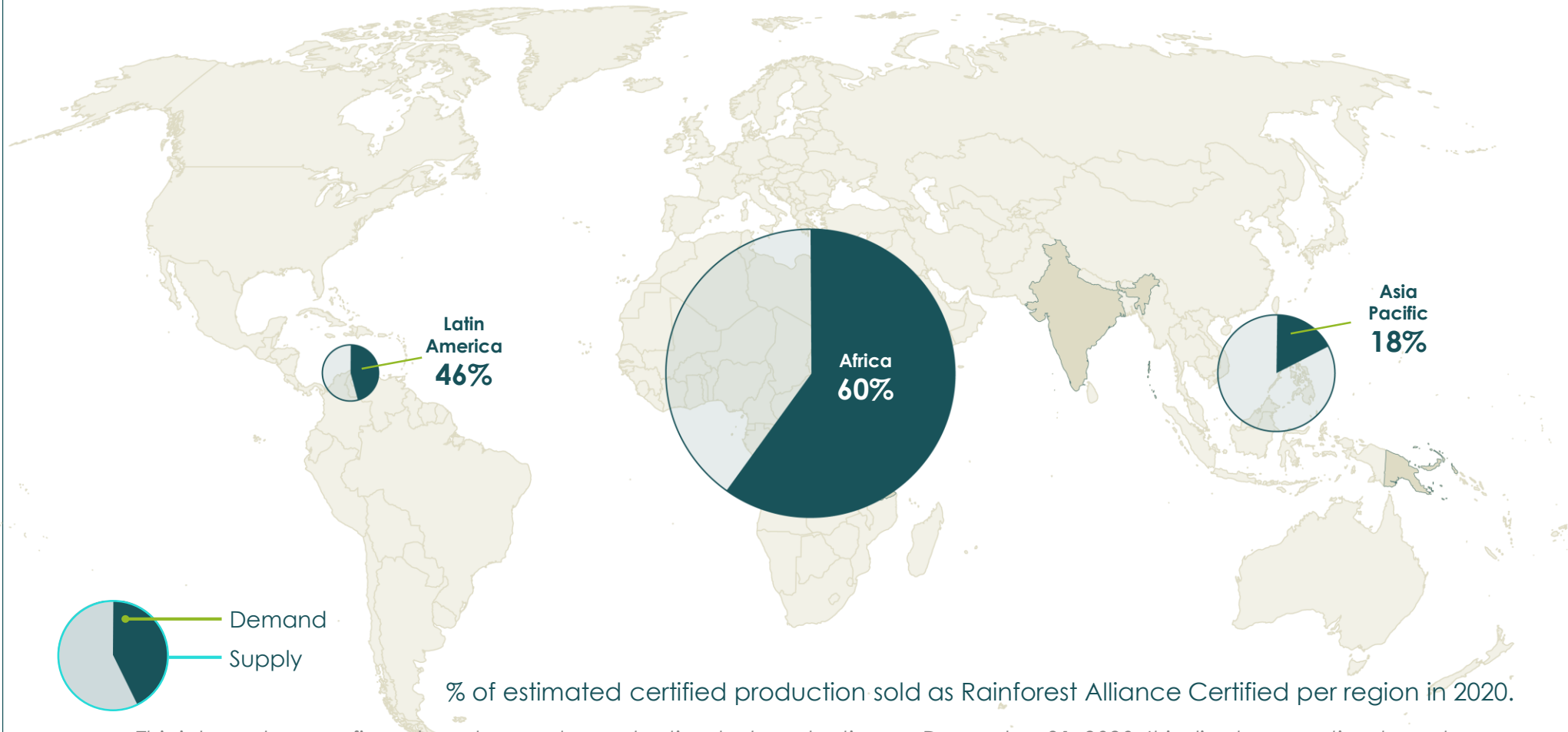
This is based on confirmed producer sales and estimated production on December 31, 2020. It indicates an estimate, not an absolute number.

Supply – Demand per region

The global supply and demand ratio for the Rainforest Alliance cocoa program increased by 23% vs. 2019.

This increase is reflected in all regions. Africa remains to have the highest share of certified sales with 60% of all certified production sold as Rainforest Alliance Certified.

Cocoa Certification Data Report 2020
Rainforest Alliance program



Supply – Demand per region

The continued global increase in supply and demand ratio is also shown for Latin America and Africa.

Although the supply and demand ratio in Asia and Pacific lags behind, the share of certified sales increased again after last year's sharp drop.

Cocoa Certification Data Report 2020
Rainforest Alliance program



% of estimated certified production sold as Rainforest Alliance Certified per region

This is based on confirmed producer sales and estimated production on December 31, 2020. It indicates an estimate, not an absolute number.

Multi-certification

Multi-certification



19%

of the Rainforest Alliance producers' groups and individual farms were certified for at least one other standard

13% UTZ

6% Organic

7% Fairtrade

4% Other

Double-certification Rainforest Alliance and UTZ is the predominant combination. However, the percentage dropped from 27% in 2019 to 13% in 2020, partly due to the ban on dual certification in Côte d'Ivoire and Ghana.

Certification data

Estimated production (MT)

Country	2018	2019	2020
Global	413,932	439,417	327,915
Côte d'Ivoire	245,124	248,359	191,759
Dominican Republic	22,429	21,144	21,715
Ecuador	26,057	29,456	21,260
Ghana	85,959	117,519	76,854
Indonesia	18,861	9,529	8,983
Nigeria	3,795	5,461	1,545
Papua New Guinea	1,058	1,527	1,252
Peru	3,964	3,295	1,532
Other*	6,685	3,127	3,015

*Other countries are Cameroon, Costa Rica, India, and Tanzania

Global sales (MT)

Country	2018	2019	2020
Global	183,195	202,568	186,005
Côte d'Ivoire	131,442	136,956	137,250
Dominican Republic	5,967	11,757	7,117
Ecuador	8,369	8,288	12,638
Ghana	19,852	42,518	26,528
Indonesia	11,132	1,039	895
Other*	6,433	2,010	1,577

*Other countries are Cameroon, Costa Rica, India, Peru, Papua New Guinea, Tanzania and Trinidad & Tobago

Number of farmers

	2018	2019	2020
Global	189,793	209,484	156,391
Africa	168,672	185,463	132,430
Asia / Pacific	13,909	16,717	15,880
Latin America	7,212	7,304	8,081

Number of workers (permanent & seasonal)

	2018	2019	2020
Global	14,834	8,400	8,880
Africa	4,667	5,156	2,471
Asia / Pacific	7,245	363	1,683
Latin America	2,922	2,881	4,726

Area (Hectare)

	2018	2019	2020
Global	736,727	815,321	544,207
Africa	655,352	749,482	484,135
Asia / Pacific	30,188	16,383	14,892
Latin America	51,186	49,456	45,180



UTZ Cocoa program

Program reach

Geographical reach

With Colombia added and Tanzania no longer producing UTZ certified cocoa, the number of countries with UTZ certified cocoa farmers remained stable at 17 in 2020.

Cocoa Certification Data Report 2020
UTZ program

Latin America

Brazil
Colombia
Costa Rica
Dominican Republic
Ecuador
Mexico
Nicaragua
Panama
Peru

Africa

Cameroon
Côte d'Ivoire
DR Congo
Ghana
Nigeria
Uganda

Asia

Indonesia
Vietnam

Program reach



2,405,874

Relative growth
2019-2020:
-5%

Area (hectare)



774,940

Relative growth
2019-2020:
0%

Number of farmers



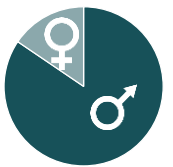
1,263,427

Relative growth
2019-2020:
-6%

Estimated production (MT)



24,542



Relative growth
2019-2020:
+8%

Number of workers
(seasonal and permanent)

Program reach



In 2020, the estimated production area slightly dropped by 5% vs. 2019, due to a decrease in Africa. The ban on dual certification per July 2020 for Ghana and Côte d'Ivoire has contributed to this drop, as well as the Cocoa Assurance Plan and stronger requirements on GPS data.

Area (hectare)



In 2020, similar to the certified area, the estimated certified volume decreased by 6% vs 2019, for which Africa is accountable (-9%). Both Latin America and Asia and Pacific show an increase. The top 3 producing countries remains the same; Côte d'Ivoire, Ghana and Nigeria.

Estimated production (MT)



In 2020, the number of farmers remained stable compared to 2019. Asia and Pacific shows a significant increase of 46% (due to Indonesia), followed by an increase in Latin America (+24%). Africa remains relatively stable (-4%), yet, a sharp drop of 24% is seen in Nigeria.

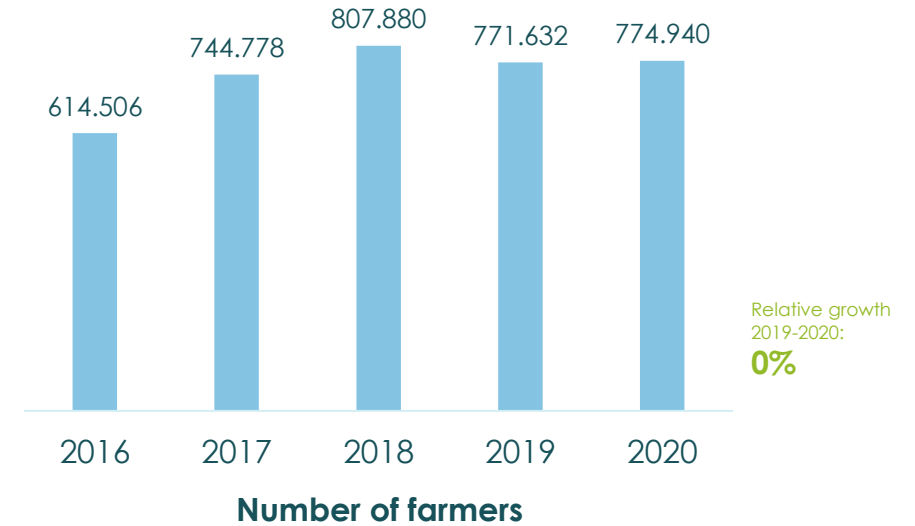
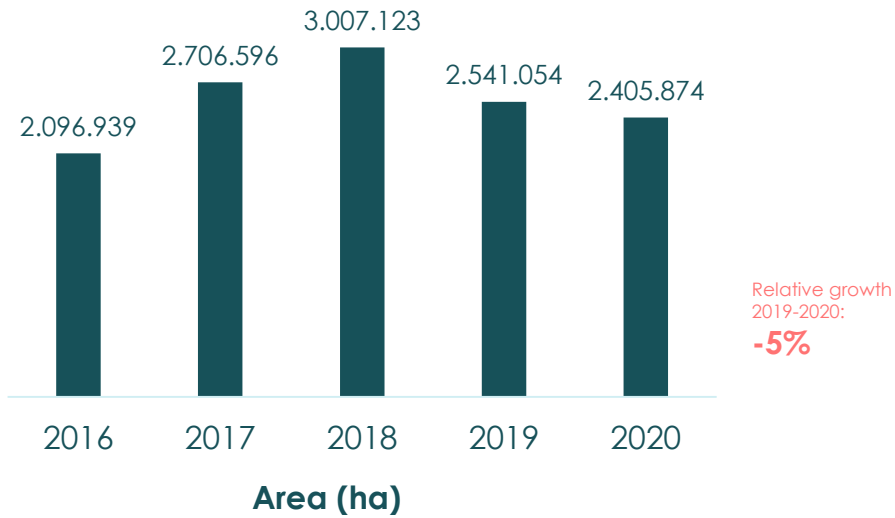
Number of farmers



In 2020, the number of workers increased by 8% compared to 2019. On regional level, Asia and Pacific show a sharp increase (+68%) followed by Latin America (+24%), yet Africa experienced a 6% drop. The increase in Asia and Pacific is mainly driven by to an increase in Indonesia (+73%).

Number of workers
(seasonal and permanent)

Program reach



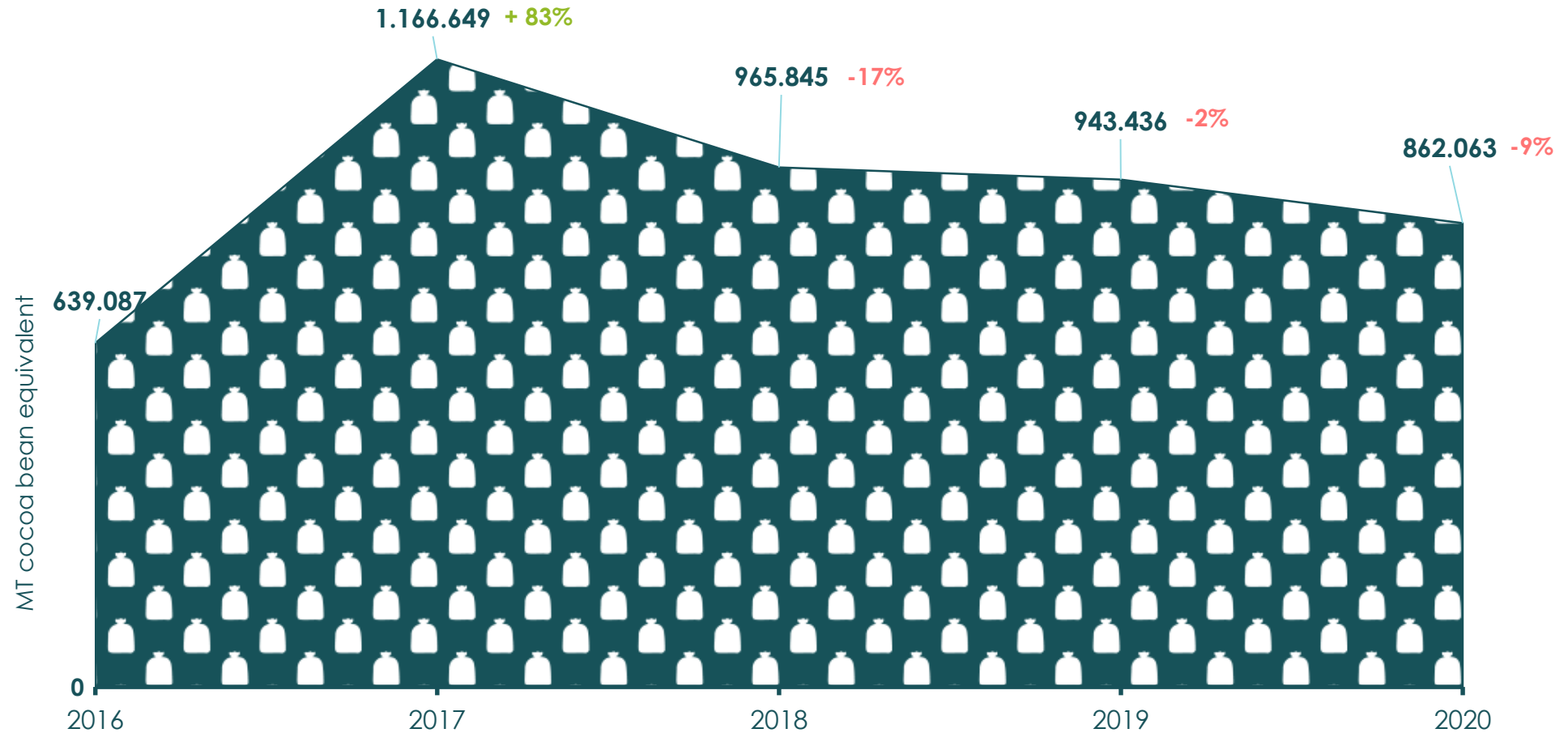
Global sales

Global cocoa sales

The global UTZ cocoa sales decreased by 9% in 2020.

This drop could be caused by changes in demand for certified cocoa, e.g. due to COVID-19, and a lower availability of certified cocoa due to the Cocoa Assurance Plan. We have also seen the industry start to use up existing UTZ stock in preparation for the transition to the new 2020 Rainforest Alliance Certification Program.

Cocoa Certification Data Report 2020
UTZ program



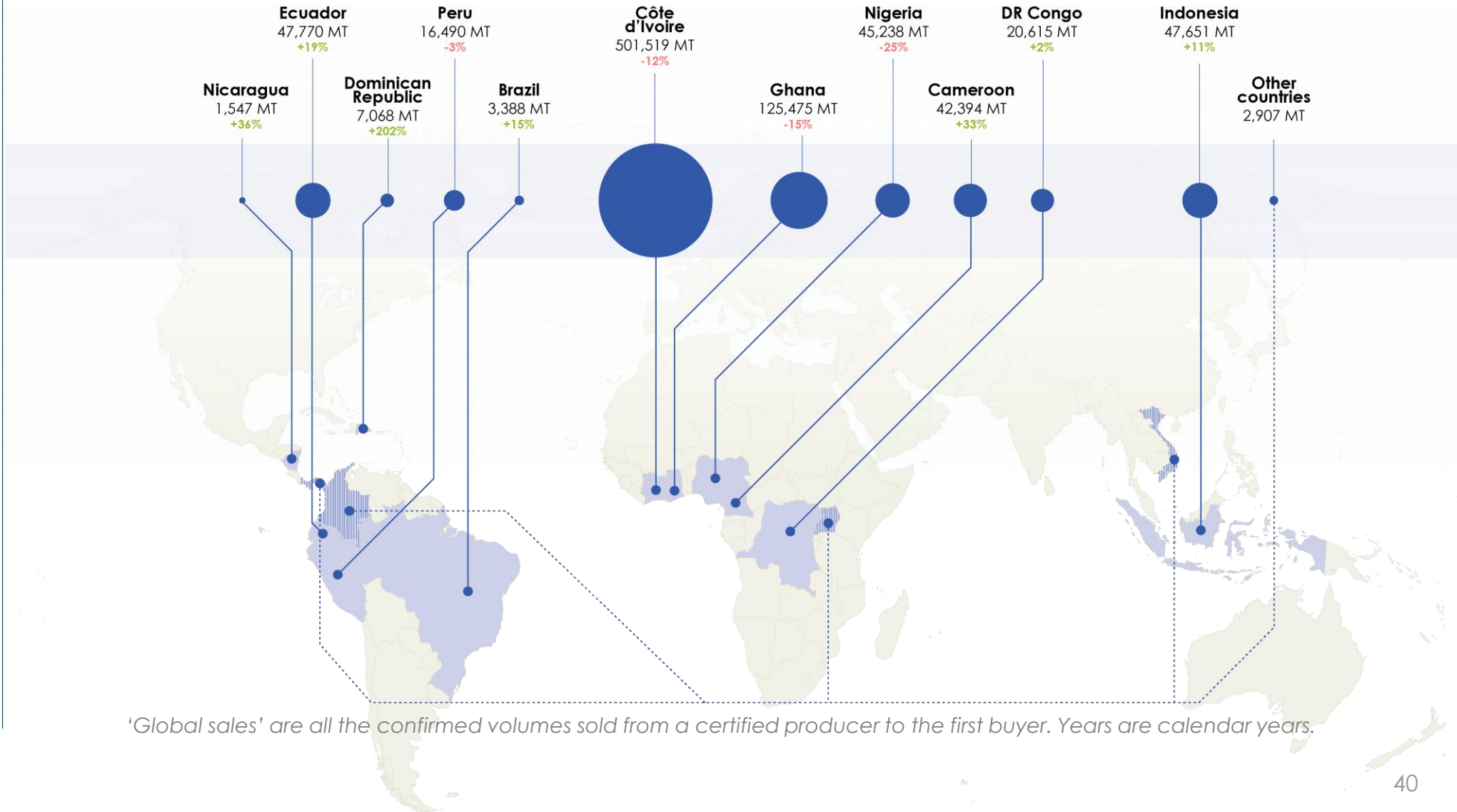
'Global sales' are all the confirmed volumes sold from a certified producer to the first buyer. Years are calendar years.

Global sales per origin

The global decrease is due to a decline in sales from Africa (-12%). Latin America and Asia and Pacific showed an increase (+21% and +12% respectively).

Despite the drop from Africa, most certified cocoa was sold from producers in Côte d'Ivoire (58% of the global sales) and Ghana (15%), followed by Ecuador and Indonesia (both 6% of the global sales).

Cocoa Certification Data Report 2020
UTZ program

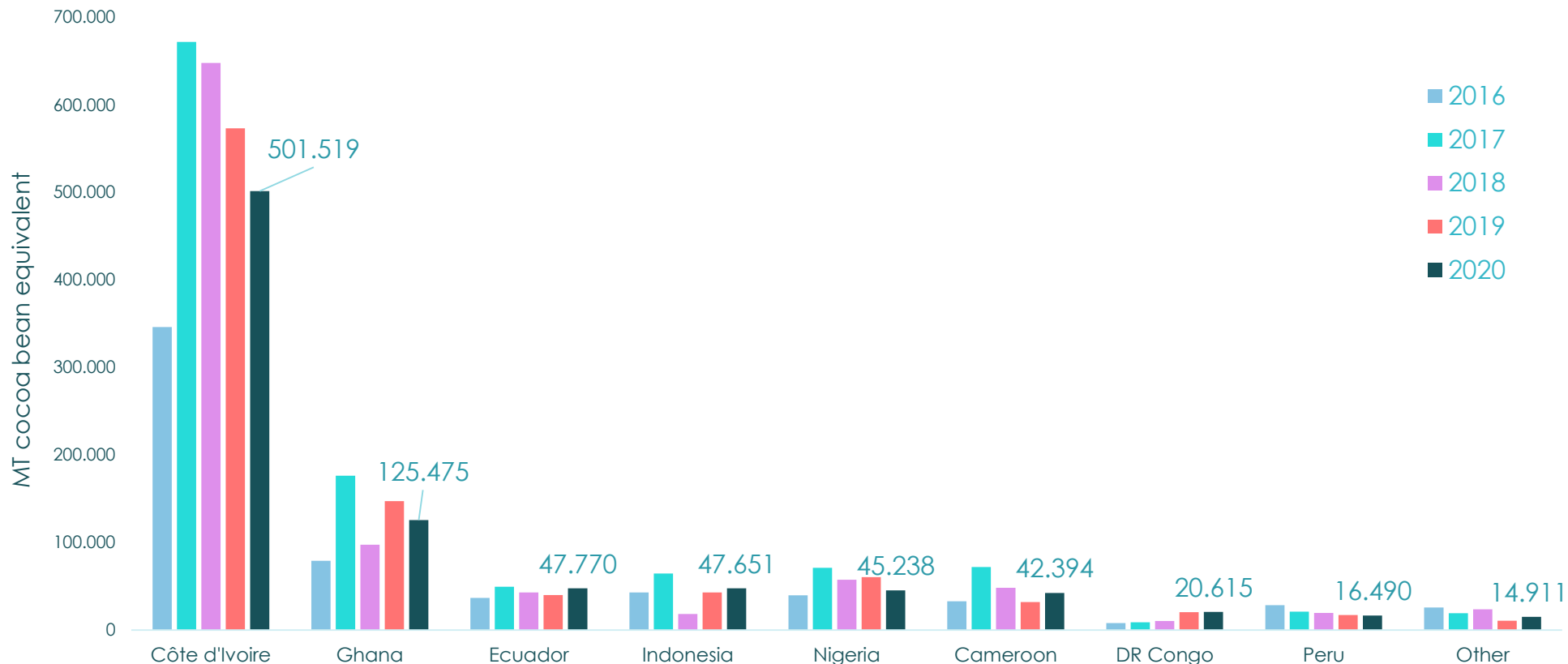


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Cocoa Certification Data Report 2020
UTZ program



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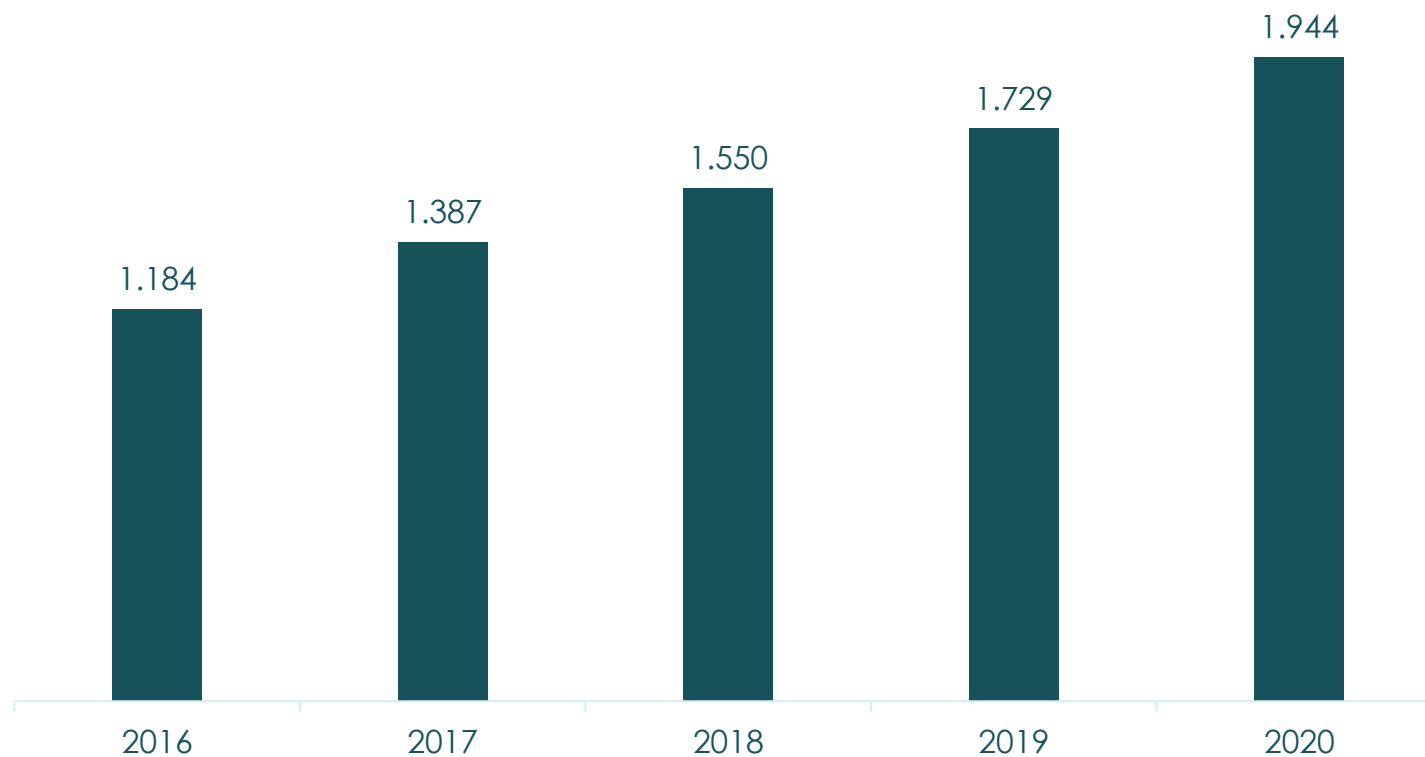
In 2020, similar to last year, the number of supply chain actors within the program increased by 12%.

All regions and most of the countries show an increase or remain stable.

This can be seen as an indicator for steady demand. It could also be the result of Chain of Custody mutual recognition, which makes it easier for Rainforest Alliance Certified supply chain actors to become UTZ certified and vice versa.*

Cocoa Certification Data Report 2020
UTZ program

Registered supply chain actors

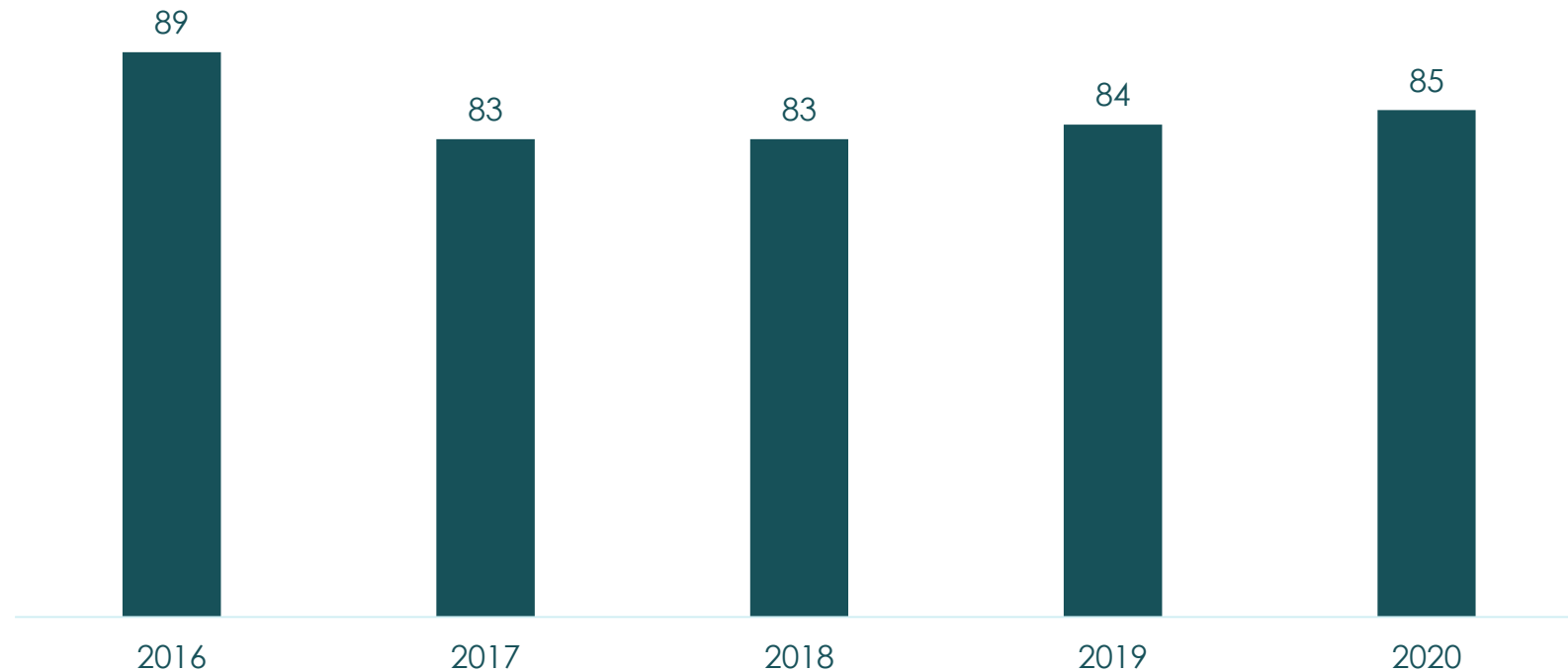


'Supply Chain Actors' include traders, exporter, retailers, grinders, manufacturers, and confectionery.

* Chain of Custody mutual recognition allows companies to purchase both UTZ certified and Rainforest Alliance Certified ingredients while only having to be audited for one of the current Chain of Custody standards.

Premium

Average UTZ premium in EUR/MT

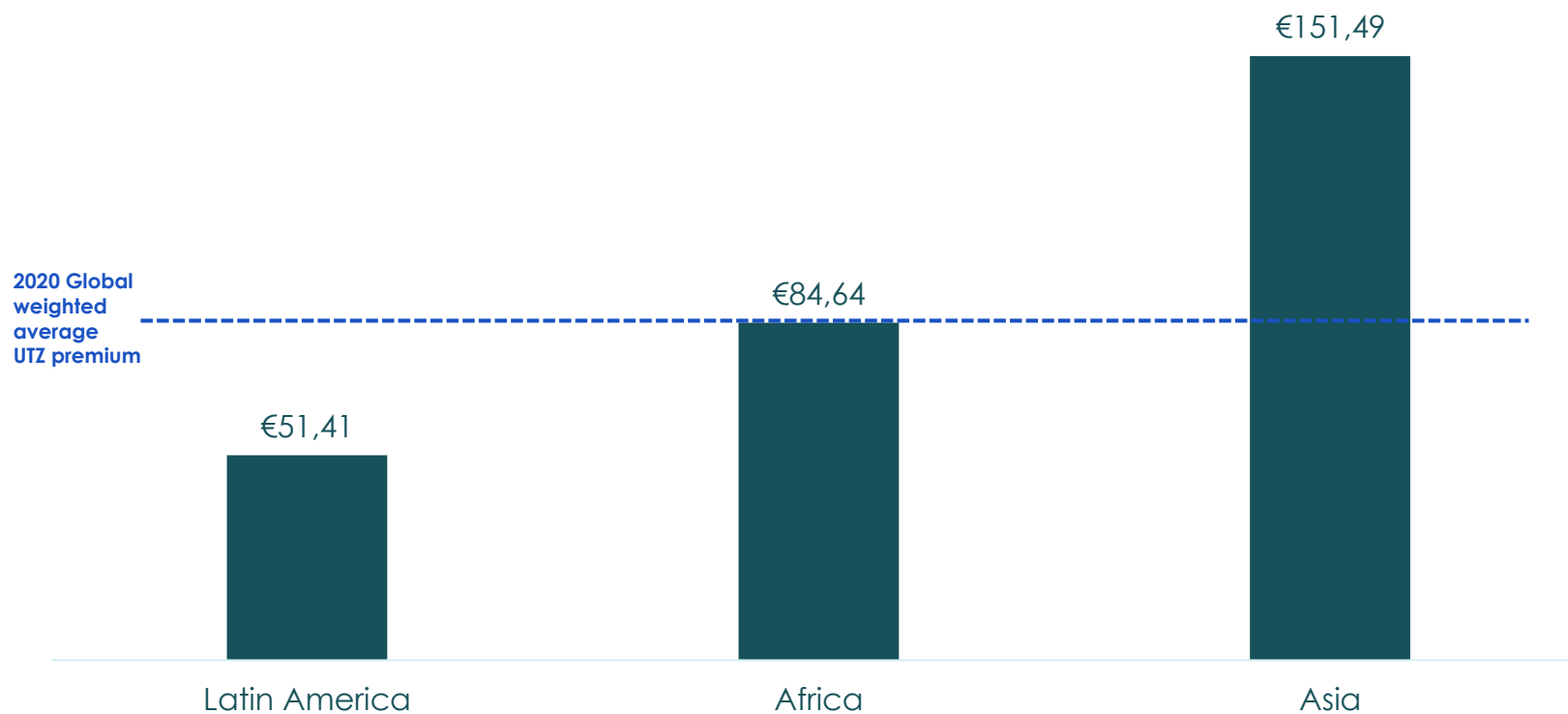


In 2020, the UTZ global average cocoa premium slightly increased to 85 EUR/MT.

The UTZ premium is an additional cash amount paid to producers, above the market price for a similar conventional (non-certified) product. It is mandatory and agreed upon between the certified group or producer and the first buyer.

Premium

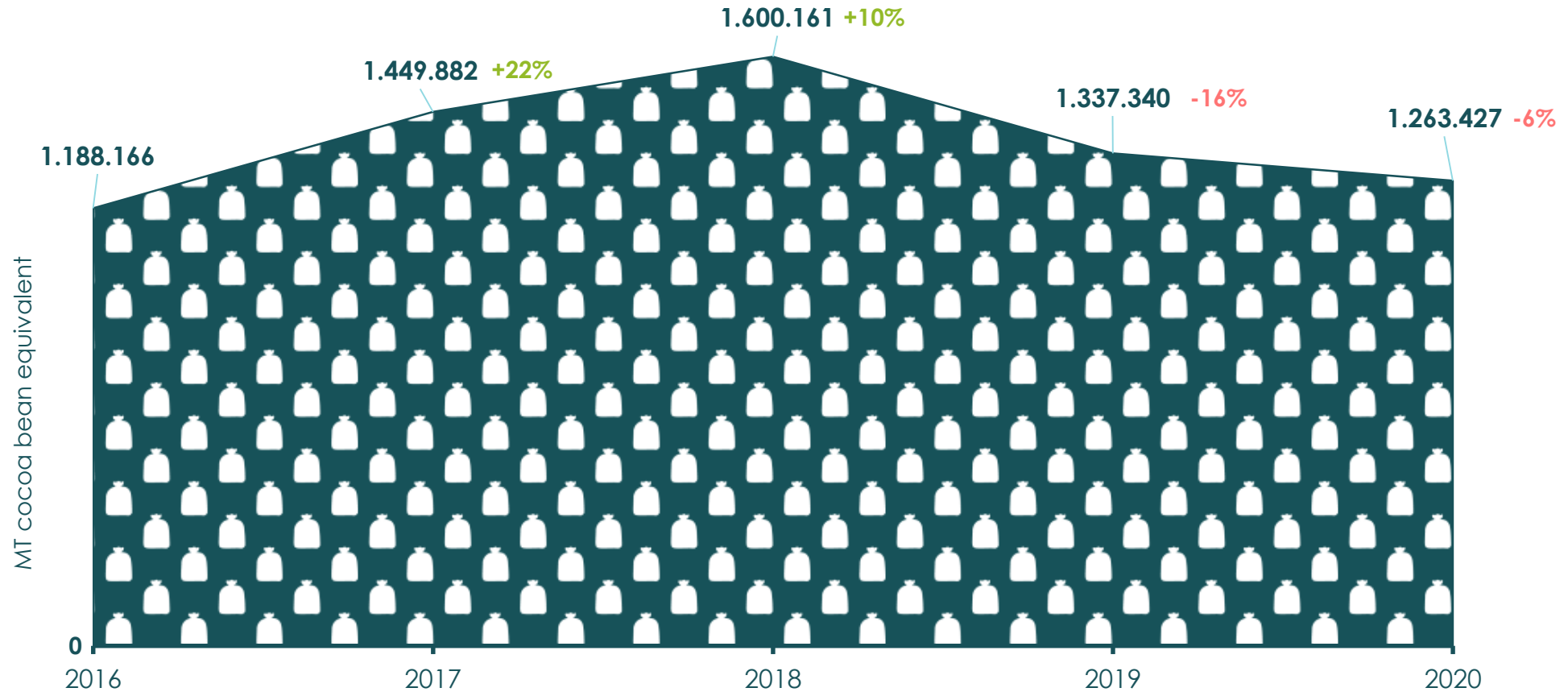
Average UTZ premium in EUR/MT



In 2020, the average premium paid for UTZ certified cocoa from Asia increased by 19%. The premium in Latin America decreased by 14%, while the average for UTZ cocoa from Africa remained stable.

Estimated Production

Global estimated cocoa production



In 2020, the estimated certified volume slightly decreased by 6%, approximately 75,000 MT.

Cocoa Certification Data Report 2020
UTZ program

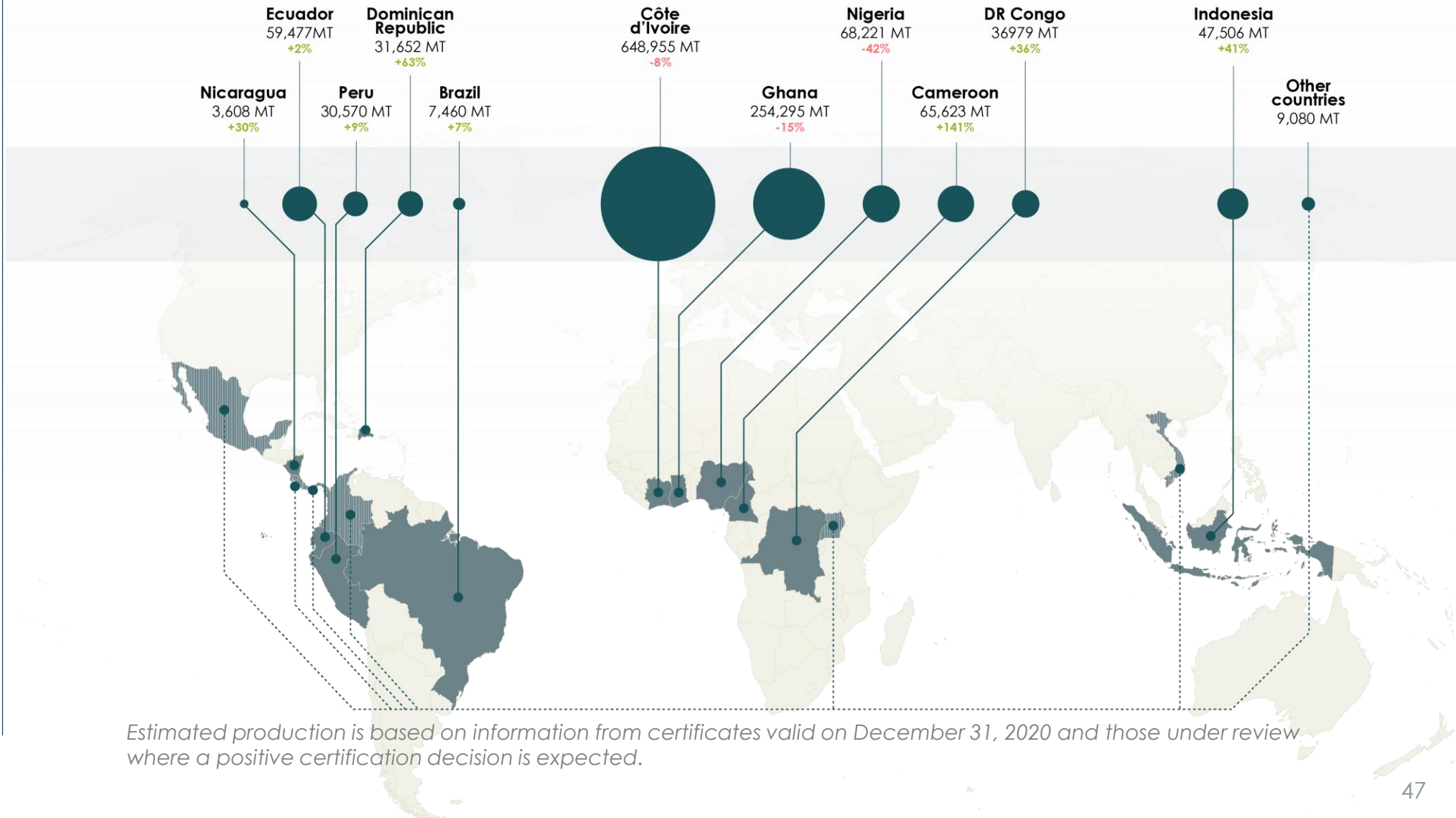
Estimated production is based on information from certificates valid on December 31, 2020 and those under review where a positive certification decision is expected.

Estimated production per origin

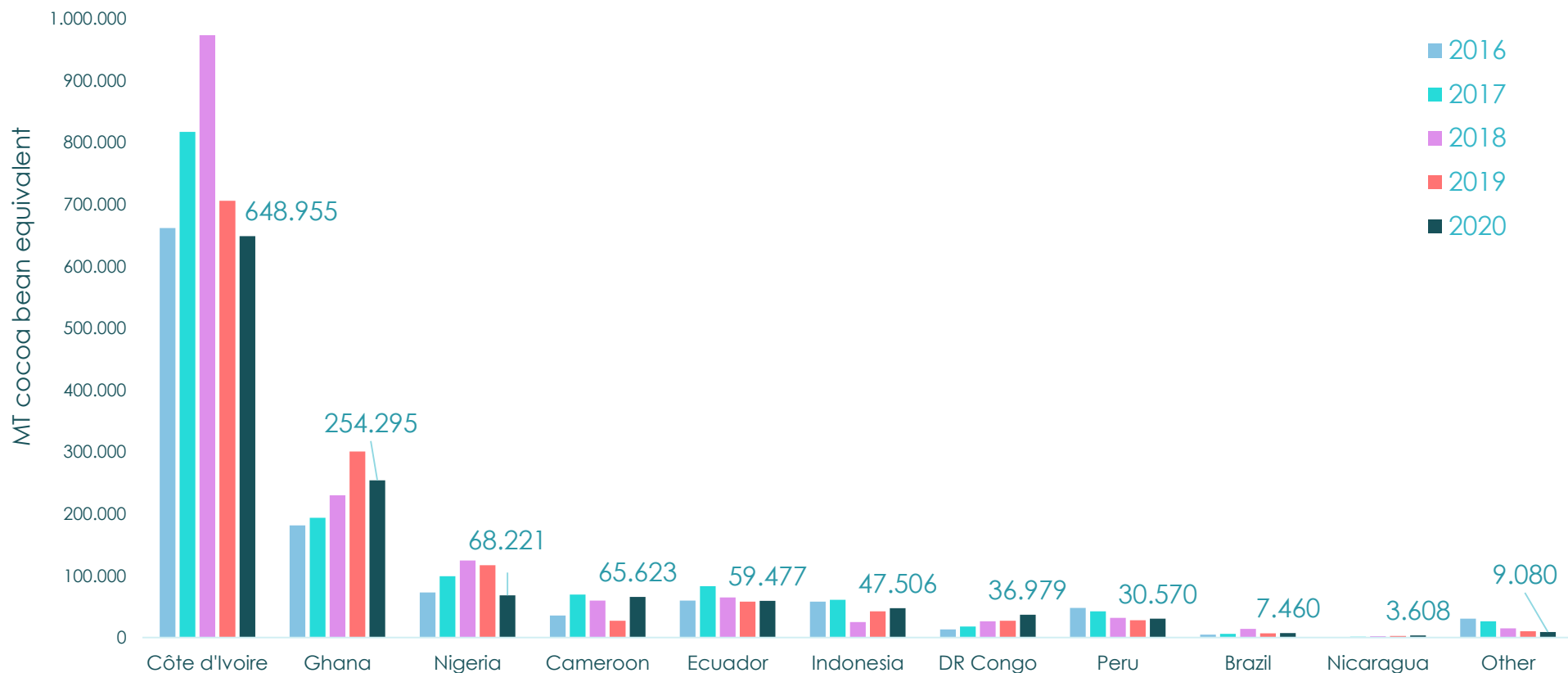
Africa is accountable for the global decrease of certified volume (-9%). The strengthened assurance through the Cocoa Assurance Plan, the pause on certification of new groups and the ban on dual certification have contributed to this drop in Africa.

Latin America shows a 19% increase, as well as Asia and Pacific (+40%), which is driven by Indonesia.

Cocoa Certification Data Report 2020
UTZ program



Estimated production per origin



The top 3 producing countries remains the same, but all faced a significant drop; Côte d'Ivoire (51% of the global production), Ghana (20%) and Nigeria (5%).

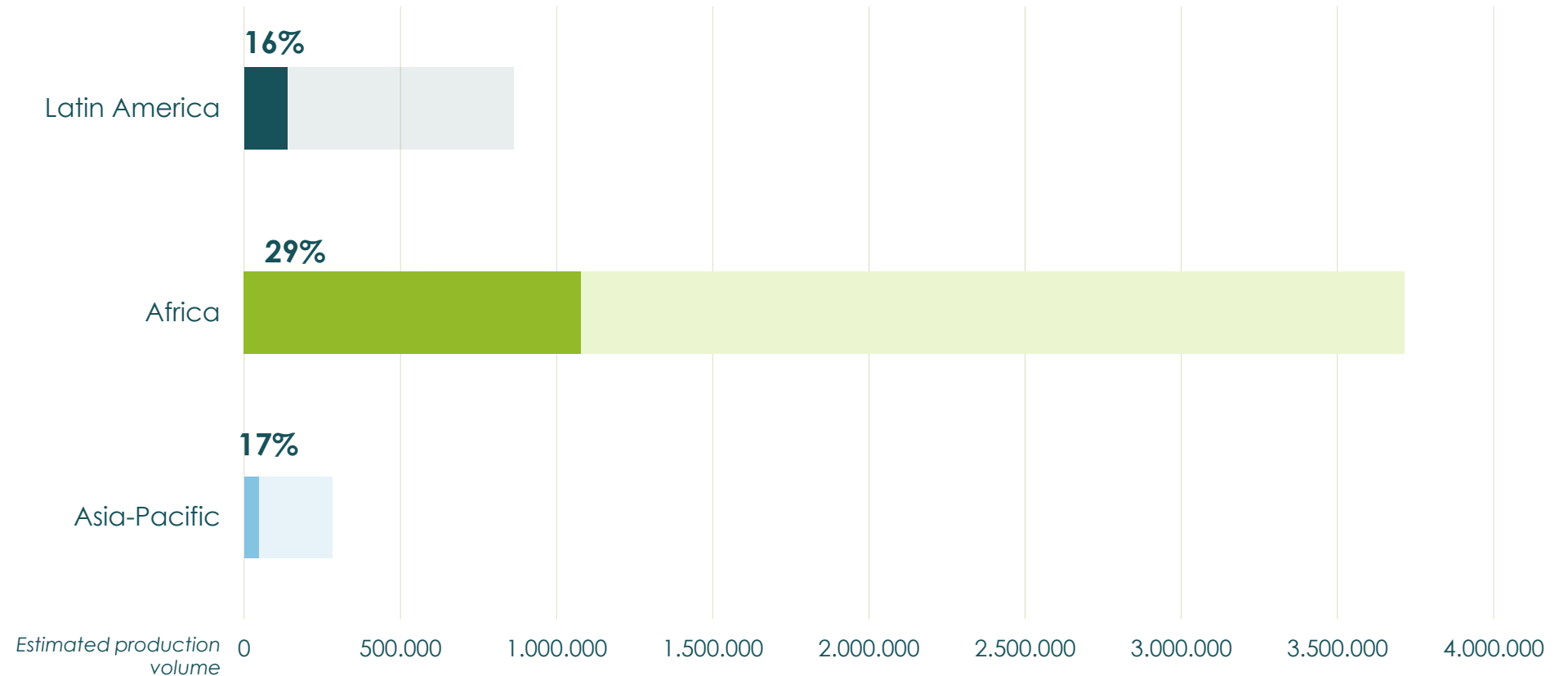
Cameroon saw its volume grow by 141%, due to an increase of certified producers.

In 2020, of all cocoa produced globally 26% was UTZ certified.

On regional level, certified cocoa from Africa had the highest production market share.

Cocoa Certification Data Report 2020
UTZ program

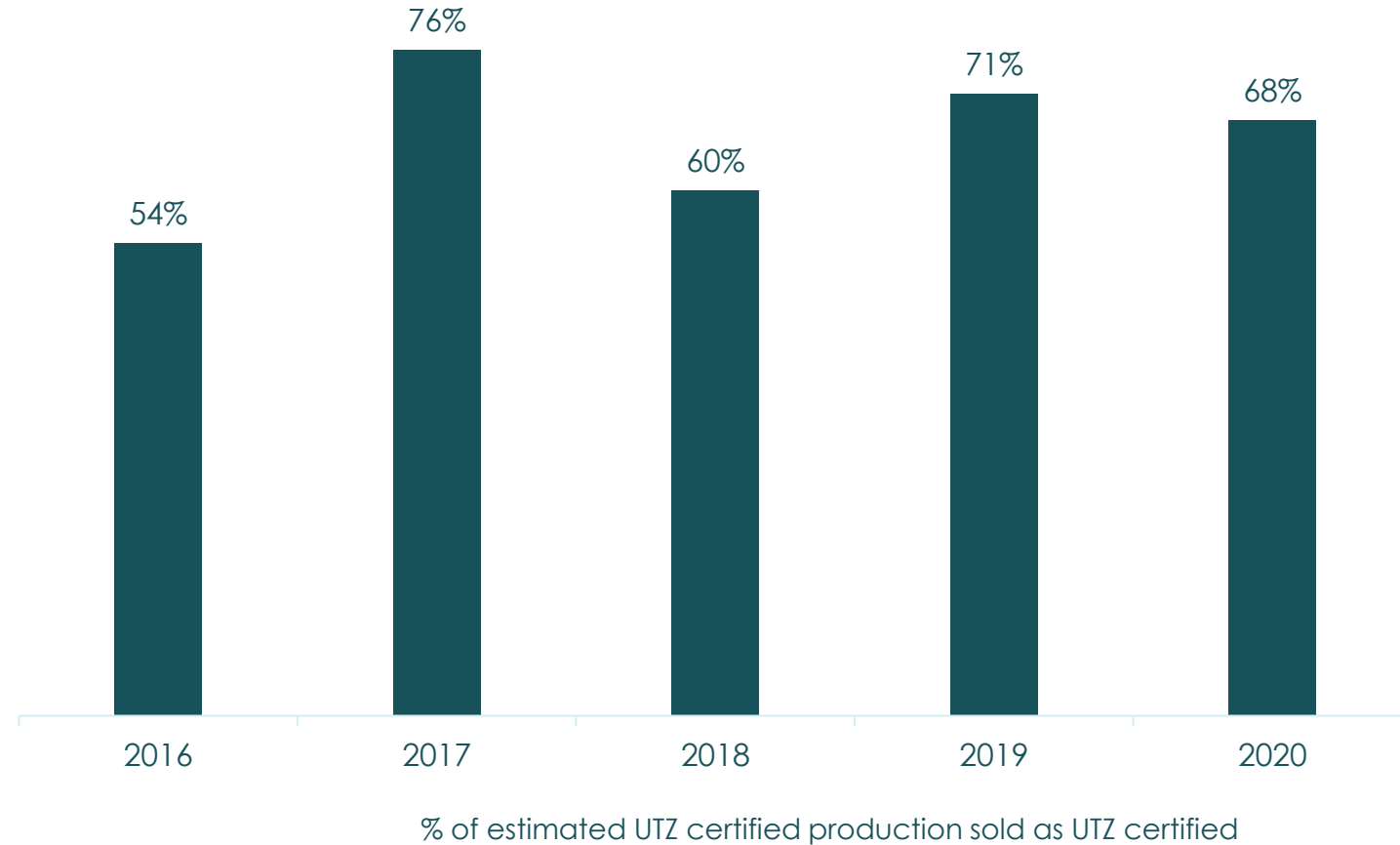
Production market share per region



UTZ certified estimated cocoa production vs. estimated regional production (source: [ICCO](#)).

Supply and Demand ratio

Supply – Demand ratio



In 2020, farmers sold on average 68% of their estimated certified volume as UTZ certified.

Cocoa Certification Data Report 2020
UTZ program

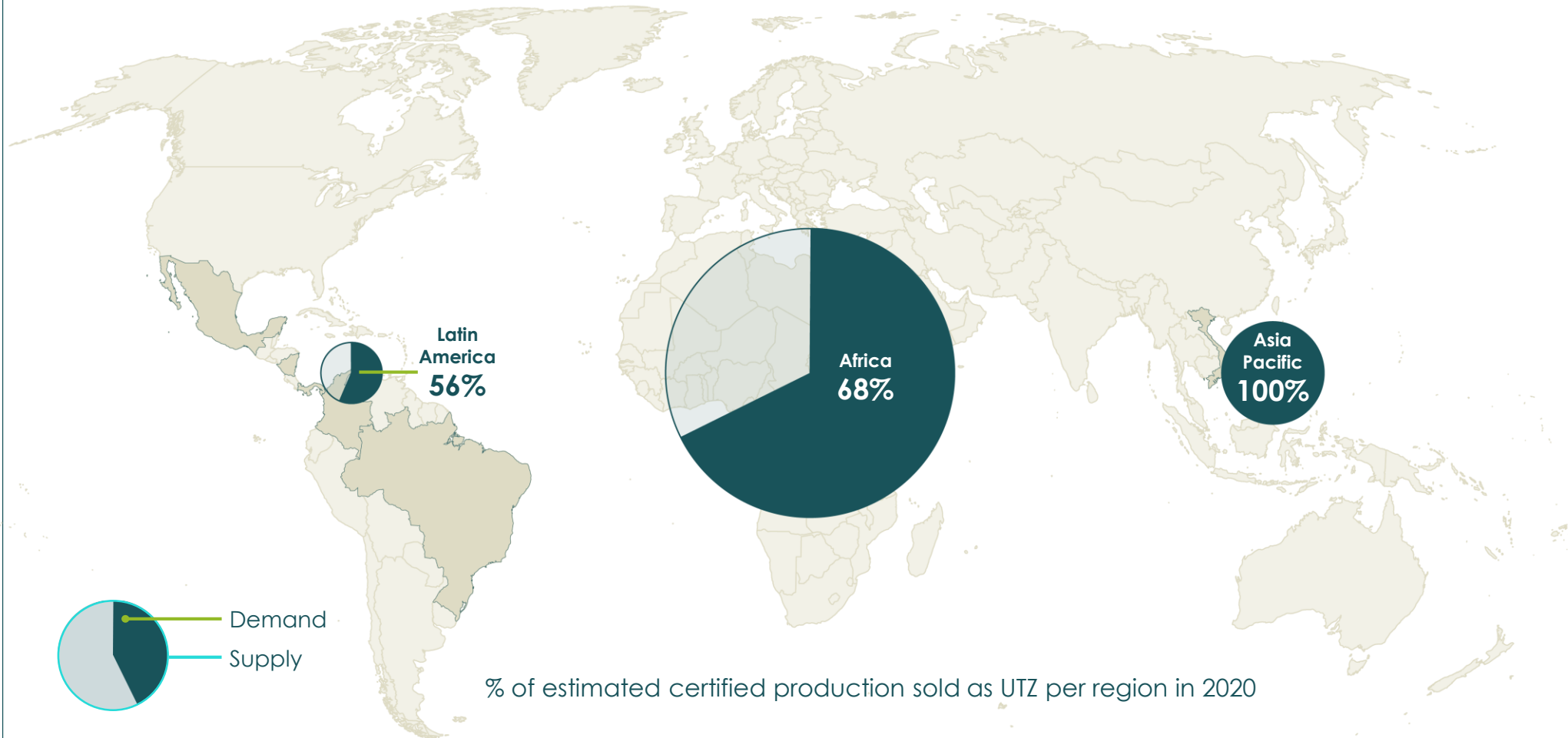
This is based on confirmed producer sales and estimated production on December 31, 2020. It indicates an estimate, not an absolute number.

In 2020, the global supply and demand ratio for the UTZ cocoa program showed a slight decrease of 4% vs. 2019.

Since the calendar years and harvest cycles often do not align, some sales from specific harvests may be sold in a different calendar year. This could explain the high supply and demand ratio in Asia Pacific, together with a high demand for certified cocoa in Indonesia.

Cocoa Certification Data Report 2020
UTZ program

Supply – Demand per region



This is based on confirmed producer sales and estimated production on December 31, 2020. It indicates an estimate, not an absolute number.

Multi-certification

Multi-certification



21%

of the UTZ producer
groups and individual
farms were certified for
at least one other
standard

4% Rainforest Alliance

13% Fairtrade

6% Organic

Double-certification UTZ and Fairtrade is the predominant combination with 13%.

Dual certification with Rainforest Alliance dropped from 9% to 4% partly due to the ban on dual certification in Côte d'Ivoire and Ghana.

Certification data

Estimated production (MT)

Country	2018	2019	2020
Global	1,600,161	1,337,340	1,263,427
Brazil	14,050	6,991	7,460
Cameroon	59,957	27,283	65,623
Côte d'Ivoire	973,496	706,072	648,955
Dominican Republic	32,873	19,359	31,652
DR Congo	26,324	27,189	36,979
Ecuador	64,786	58,139	59,477
Ghana	229,996	300,560	254,295
Indonesia	25,162	33,640	47,506
Nicaragua	2,053	2,778	3,608
Nigeria	124,658	116,958	68,221
Peru	31,894	28,092	30,570
Other*	14,912	10,279	9,081

Global sales (MT)

Country	2018	2019	2019
Global	965,845	943,436	862,063
Brazil	4,041	2,937	3,388
Cameroon	48,283	31,947	42,394
Côte d'Ivoire	647,873	573,038	501,519
Dominican Republic	13,630	2,338	7,068
DR Congo	10,403	20,293	20,615
Ecuador	42,925	40,074	47,770
Ghana	97,386	147,372	125,475
Indonesia	18,429	42,794	47,651
Nicaragua	716	1,141	1,547
Nigeria	57,487	60,383	45,238
Peru	19,500	16,986	16,490
Other*	5,172	4,133	2,908

*Other countries are Costa Rica, Mexico, Panama, Tanzania, Uganda, and Vietnam

Number of farmers

	2018	2019	2020
Global	807,880	771,632	774,940
Africa	746,001	698,281	672,251
Asia / Pacific	37,552	53,514	78,047
Latin America	24,327	19,837	24,642

Number of workers (permanent & seasonal)

	2018	2019	2020
Global	22,176	22,799	24,542
Africa	13,023	14,476	13,578
Asia / Pacific	798	1,390	2,340
Latin America	8,355	6,933	8,624

Area (Hectare)

	2018	2019	2020
Global	3,007,123	2,541,054	2,405,874
Africa	2,805,451	2,372,039	2,180,922
Asia / Pacific	41,801	51,715	80,641
Latin America	159,871	117,300	144,311

RAINFOREST ALLIANCE