

Cocoa value



In Latin America and the Caribbean (LAC), cocoa is primarily produced by family farmers.



USD 1/ kg
Sales price at the producer level (wet cocoa bean)



USD 3 / kg
Sales price at the producer level (Fermented and dried cocoa beans)



USD 31 / kg
Cost of producing a chocolate bar



USD 1667
hectare / year
Cost of producing cocoa pods

These figures correspond to the production of fine or flavor cocoa by means of a standard post-harvest process (fermentation and drying), and the manufacture of a plain chocolate bar (made from cocoa and sugar).



USD 57 / kg
Sales price in the national market



493 kg
per hectare
Average yield



USD 100 kg
Sales price in the international market

Price distribution of a chocolate bar
In LAC, the retail price of a chocolate bar is almost 90 times greater than the amount paid to farmers for the cocoa they produce.

