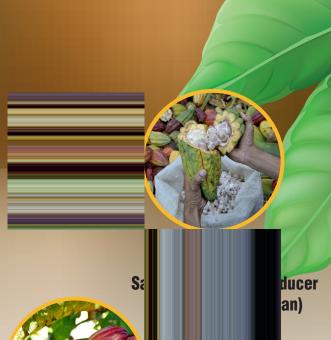
## Cocoa value



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



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



USD 31 / kg Cost of producing a chocolate bar



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



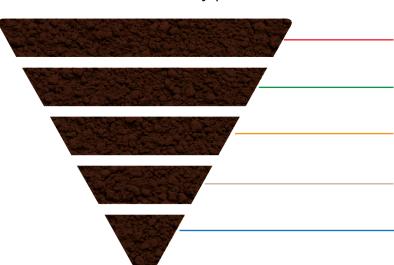
493 kg per hectare Average yield



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.



Processing phase	Percentage share
	of the final price

Sale to international market	43.30
Sale to local market	25.44
Manufacture of chocolate bar	28.06
Dry cocoa bean	2.10
Wet cocoa bean	1.10