Cocoa Certification Data Report 2020
Rainforest Alliance and UTZ programs

May 2021
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.
The Rainforest Alliance and UTZ cocoa programs reach farmers and workers in 20 countries worldwide.

**Geographical program reach**

**Latin America**
- Brazil
- Colombia
- Costa Rica
- Dominican Republic
- Ecuador
- Mexico
- Nicaragua
- Panama
- Peru

**Africa**
- Cameroon
- Côte d'Ivoire
- DR Congo
- Ghana
- Nigeria
- Tanzania
- Uganda

**Asia**
- India
- Indonesia
- Papua New Guinea
- Viet Nam

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Cocoa Certification Data Report 2020
Rainforest Alliance and UTZ programs
Program reach: Rainforest Alliance and UTZ

2.7 Million
Area (hectare)

890 K+
Number of farmers

Combined estimated production area
Combined number of farmers

Combined figures are calculated by subtracting the figures of dual certified producer groups and individual farms from the total of UTZ and Rainforest Alliance.
Cocoa Certification Data Report 2020

- Rainforest Alliance program
- UTZ program
Rainforest Alliance Cocoa program
Program reach
In 2020, Rainforest Alliance Certified cocoa was produced in 12 countries.

Cocoa Certification Data Report 2020
Rainforest Alliance program
Program reach

544,207 Area (hectare)

156,391 Number of farmers

327,915 Estimated production (MT)

8,880 Number of workers (seasonal and permanent)

Relative growth 2019-2020:

Area: -33%
Number of farmers: -25%
Estimated production: -25%
Number of workers: +8%
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.

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.

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.

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.
Cocoa Certification Data Report 2020
Rainforest Alliance program

**Program reach**

**Area (ha)**
- 2016: 692,228
- 2017: 740,822
- 2018: 736,727
- 2019: 815,321
- 2020: 544,207

Relative growth 2019-2020: -33%

**Number of farmers**
- 2016: 206,426
- 2017: 206,096
- 2018: 189,793
- 2019: 209,484
- 2020: 156,391

Relative growth 2019-2020: -25%

**Estimated production (MT)**
- 2016: 473,480
- 2017: 457,082
- 2018: 413,932
- 2019: 439,503
- 2020: 327,915

Relative growth 2019-2020: -25%

**Number of workers (seasonal and permanent)**
- 2016: No data available
- 2017: 14,834
- 2018: 8,400
- 2019: 8,880
- 2020: Relative growth 2019-2020: +8%
Global 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.

‘Global sales’ are all the confirmed volumes sold from a certified producer to the first buyer. Years are calendar years.
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%).

‘Global sales’ are all the confirmed volumes sold from a certified producer to the first buyer. Years are calendar years.
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%).

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

‘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.
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.

Figures shown are based on sales that took place since July 1, 2020 in Côte d’Ivoire and Ghana.
Estimated Production
After last year’s increase, in 2020 the estimated global certified volume dropped by 25%, approximately 110,000 MT.

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

Estimated production per origin

- Ecuador: 21,260 MT (-26%)
- Dominican Republic: 21,715 MT (+3%)
- Ghana: 76,854 MT (-30%)
- Cameroon: 1,429 MT (0%)
- India: 80 MT (+10%)
- Papua New Guinea: 1,252 MT (-18%)
- Costa Rica: 32 MT (-40%)
- Peru: 1,532 MT (-53%)
- Côte d’Ivoire: 191,759 MT (-23%)
- Nigeria: 1,545 MT (-72%)
- Tanzania: 1,474 MT (0%)
- Indonesia: 8,983 MT (-6%)

Estimated production is based on information from certificates valid on December 31, 2020.
The top 3 producing origins are Côte d’Ivoire (58% of the global production), followed by Ghana (23%) and the Dominican Republic (7%).

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.
Supply and 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.

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

% of estimated certified production sold as Rainforest Alliance Certified per region in 2020:
- Africa: 60%
- Latin America: 46%
- Asia Pacific: 18%

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

% 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.

Multi-certified represents the number of Rainforest Alliance Certified cocoa producer groups and individual farms that were also certified for one or more of the following schemes: UTZ, Organic, Fairtrade and other schemes.
Certification data
### Estimated production (MT)

<table>
<thead>
<tr>
<th>Country</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Global</td>
<td>413,932</td>
<td>439,417</td>
<td>327,915</td>
</tr>
<tr>
<td>Côte d'Ivoire</td>
<td>245,124</td>
<td>248,359</td>
<td>191,759</td>
</tr>
<tr>
<td>Dominican Republic</td>
<td>22,429</td>
<td>21,144</td>
<td>21,715</td>
</tr>
<tr>
<td>Ecuador</td>
<td>26,057</td>
<td>29,456</td>
<td>21,260</td>
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<td>Ghana</td>
<td>85,959</td>
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<td>76,854</td>
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<td>Indonesia</td>
<td>18,861</td>
<td>9,529</td>
<td>8,983</td>
</tr>
<tr>
<td>Nigeria</td>
<td>3,795</td>
<td>5,461</td>
<td>1,545</td>
</tr>
<tr>
<td>Papua New Guinea</td>
<td>1,058</td>
<td>1,527</td>
<td>1,252</td>
</tr>
<tr>
<td>Peru</td>
<td>3,964</td>
<td>3,295</td>
<td>1,532</td>
</tr>
<tr>
<td>Other*</td>
<td>6,655</td>
<td>3,127</td>
<td>3,015</td>
</tr>
</tbody>
</table>

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

### Global sales (MT)

<table>
<thead>
<tr>
<th>Country</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Global</td>
<td>183,195</td>
<td>202,568</td>
<td>186,005</td>
</tr>
<tr>
<td>Côte d'Ivoire</td>
<td>131,442</td>
<td>136,956</td>
<td>137,250</td>
</tr>
<tr>
<td>Dominican Republic</td>
<td>5,967</td>
<td>11,757</td>
<td>7,117</td>
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<tr>
<td>Ecuador</td>
<td>8,369</td>
<td>8,298</td>
<td>12,658</td>
</tr>
<tr>
<td>Ghana</td>
<td>19,852</td>
<td>42,518</td>
<td>26,528</td>
</tr>
<tr>
<td>Indonesia</td>
<td>11,132</td>
<td>1,039</td>
<td>895</td>
</tr>
<tr>
<td>Other*</td>
<td>6,433</td>
<td>2,010</td>
<td>1,577</td>
</tr>
</tbody>
</table>

### Number of farmers

<table>
<thead>
<tr>
<th>Country</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Global</td>
<td>14,834</td>
<td>8,400</td>
<td>8,880</td>
</tr>
<tr>
<td>Africa</td>
<td>4,667</td>
<td>5,156</td>
<td>2,471</td>
</tr>
<tr>
<td>Asia / Pacific</td>
<td>7,245</td>
<td>363</td>
<td>1,683</td>
</tr>
<tr>
<td>Latin America</td>
<td>2,922</td>
<td>2,681</td>
<td>4,726</td>
</tr>
</tbody>
</table>

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

### Number of workers (permanent & seasonal)

<table>
<thead>
<tr>
<th>Country</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Global</td>
<td>14,834</td>
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<tr>
<td>Latin America</td>
<td>2,922</td>
<td>2,681</td>
<td>4,726</td>
</tr>
</tbody>
</table>

### Area (Hectare)

<table>
<thead>
<tr>
<th>Country</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Global</td>
<td>736,727</td>
<td>815,321</td>
<td>544,207</td>
</tr>
<tr>
<td>Africa</td>
<td>655,352</td>
<td>749,482</td>
<td>484,135</td>
</tr>
<tr>
<td>Asia / Pacific</td>
<td>30,188</td>
<td>16,383</td>
<td>14,892</td>
</tr>
<tr>
<td>Latin America</td>
<td>51,186</td>
<td>49,456</td>
<td>45,180</td>
</tr>
</tbody>
</table>
UTZ Cocoa program
Program 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.
### Program reach

<table>
<thead>
<tr>
<th>Category</th>
<th>Data</th>
<th>Relative Growth 2019-2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Area (hectare)</td>
<td>2,405,874</td>
<td>-5%</td>
</tr>
<tr>
<td>Estimated production (MT)</td>
<td>1,263,427</td>
<td>-6%</td>
</tr>
<tr>
<td>Number of farmers</td>
<td>774,940</td>
<td>0%</td>
</tr>
<tr>
<td>Number of workers (seasonal and permanent)</td>
<td>24,542</td>
<td>+8%</td>
</tr>
</tbody>
</table>
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, 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, 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 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 an increase in Indonesia (+73%).

Number of workers

(seasonal and permanent)
Program reach

<table>
<thead>
<tr>
<th>Year</th>
<th>Area (ha)</th>
<th>Number of farmers</th>
<th>Estimated production (MT)</th>
<th>Number of workers (seasonal and permanent)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>2.706,596</td>
<td>744,778</td>
<td>21.781</td>
<td>2017</td>
</tr>
<tr>
<td>2018</td>
<td>3.007,123</td>
<td>807,880</td>
<td>22.176</td>
<td>2018</td>
</tr>
<tr>
<td>2019</td>
<td>2.541,054</td>
<td>771,632</td>
<td>22.799</td>
<td>2019</td>
</tr>
<tr>
<td>2020</td>
<td>2.405,874</td>
<td>774,940</td>
<td>24.542</td>
<td>2020</td>
</tr>
</tbody>
</table>

Relative growth 2019-2020:
- Area (ha): -5%
- Number of farmers: 0%
- Estimated production (MT): -6%
- Number of workers (seasonal and permanent): +8%
Global 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.

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

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

‘Global sales’ are all the confirmed volumes sold from a certified producer to the first buyer. Years are calendar years.
Registered supply chain actors

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.

* 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.
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.

Average UTZ premium in EUR/MT

<table>
<thead>
<tr>
<th>Year</th>
<th>Average UTZ Premium (EUR/MT)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>89</td>
</tr>
<tr>
<td>2017</td>
<td>83</td>
</tr>
<tr>
<td>2018</td>
<td>83</td>
</tr>
<tr>
<td>2019</td>
<td>84</td>
</tr>
<tr>
<td>2020</td>
<td>85</td>
</tr>
</tbody>
</table>
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
In 2020, the estimated certified volume slightly decreased by 6%, approximately 75,000 MT.

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.

Estimated production is based on information from certificates valid on December 31, 2020 and those under review, where a positive certification decision is expected.
The top 3 producing countries remain 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.

Estimated production is based on information from certificates valid on December 31, 2020 and those under review where a positive certification decision is expected.
In 2020, of all cocoa produced globally 26% was UTZ certified.

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

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. 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.

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.

Multi-certified represents the number of UTZ cocoa producer groups and individual farms that were also certified for one or more of the following schemes: Rainforest Alliance, Fairtrade, and Organic. Other schemes are excluded from the total Multi-certification figures.
Certification data
## Estimated production (MT)

<table>
<thead>
<tr>
<th>Country</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Global</td>
<td>1,600,161</td>
<td>1,337,340</td>
<td>1,263,427</td>
</tr>
<tr>
<td>Brazil</td>
<td>14,050</td>
<td>6,991</td>
<td>7,460</td>
</tr>
<tr>
<td>Cameroon</td>
<td>59,957</td>
<td>27,283</td>
<td>65,623</td>
</tr>
<tr>
<td>Côte d’Ivoire</td>
<td>973,496</td>
<td>706,072</td>
<td>648,955</td>
</tr>
<tr>
<td>Dominican Republic</td>
<td>32,873</td>
<td>19,359</td>
<td>31,652</td>
</tr>
<tr>
<td>DR Congo</td>
<td>26,324</td>
<td>27,189</td>
<td>36,977</td>
</tr>
<tr>
<td>Ecuador</td>
<td>64,786</td>
<td>58,139</td>
<td>59,477</td>
</tr>
<tr>
<td>Ghana</td>
<td>229,996</td>
<td>300,560</td>
<td>254,295</td>
</tr>
<tr>
<td>Indonesia</td>
<td>25,162</td>
<td>33,640</td>
<td>47,506</td>
</tr>
<tr>
<td>Nicaragua</td>
<td>2,053</td>
<td>2,778</td>
<td>3,608</td>
</tr>
<tr>
<td>Nigeria</td>
<td>124,658</td>
<td>116,958</td>
<td>68,221</td>
</tr>
<tr>
<td>Peru</td>
<td>31,894</td>
<td>28,092</td>
<td>30,570</td>
</tr>
<tr>
<td>Other*</td>
<td>14,912</td>
<td>10,279</td>
<td>9,081</td>
</tr>
</tbody>
</table>

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

## Global sales (MT)

<table>
<thead>
<tr>
<th>Country</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Global</td>
<td>965,845</td>
<td>943,436</td>
<td>862,063</td>
</tr>
<tr>
<td>Brazil</td>
<td>4,041</td>
<td>2,937</td>
<td>3,388</td>
</tr>
<tr>
<td>Cameroon</td>
<td>48,283</td>
<td>31,947</td>
<td>42,394</td>
</tr>
<tr>
<td>Côte d’Ivoire</td>
<td>647,873</td>
<td>573,038</td>
<td>501,519</td>
</tr>
<tr>
<td>Dominican Republic</td>
<td>13,630</td>
<td>2,338</td>
<td>7,068</td>
</tr>
<tr>
<td>DR Congo</td>
<td>10,403</td>
<td>20,293</td>
<td>20,615</td>
</tr>
<tr>
<td>Ecuador</td>
<td>42,925</td>
<td>40,074</td>
<td>47,770</td>
</tr>
<tr>
<td>Ghana</td>
<td>97,386</td>
<td>147,372</td>
<td>125,475</td>
</tr>
<tr>
<td>Indonesia</td>
<td>18,429</td>
<td>42,794</td>
<td>47,651</td>
</tr>
<tr>
<td>Nicaragua</td>
<td>716</td>
<td>1,141</td>
<td>1,547</td>
</tr>
<tr>
<td>Nigeria</td>
<td>57,487</td>
<td>60,383</td>
<td>45,238</td>
</tr>
<tr>
<td>Peru</td>
<td>19,500</td>
<td>16,966</td>
<td>16,490</td>
</tr>
<tr>
<td>Other*</td>
<td>5,172</td>
<td>4,133</td>
<td>2,908</td>
</tr>
</tbody>
</table>

## Number of farmers

<table>
<thead>
<tr>
<th>Country</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Global</td>
<td>807,880</td>
<td>771,632</td>
<td>774,940</td>
</tr>
<tr>
<td>Africa</td>
<td>746,001</td>
<td>698,281</td>
<td>672,251</td>
</tr>
<tr>
<td>Asia / Pacific</td>
<td>37,552</td>
<td>53,514</td>
<td>78,047</td>
</tr>
<tr>
<td>Latin America</td>
<td>24,327</td>
<td>19,837</td>
<td>24,642</td>
</tr>
</tbody>
</table>

## Number of workers (permanent & seasonal)

<table>
<thead>
<tr>
<th>Country</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Global</td>
<td>22,176</td>
<td>22,799</td>
<td>24,542</td>
</tr>
<tr>
<td>Africa</td>
<td>13,023</td>
<td>14,476</td>
<td>13,578</td>
</tr>
<tr>
<td>Asia / Pacific</td>
<td>798</td>
<td>1,390</td>
<td>2,340</td>
</tr>
<tr>
<td>Latin America</td>
<td>8,355</td>
<td>6,937</td>
<td>8,624</td>
</tr>
</tbody>
</table>

## Area (Hectare)

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