



Cocoa Certification Data Report 2021

Rainforest Alliance and UTZ programs

May 2022

Introduction

This report presents the scope and scale of the Rainforest Alliance 2017 and UTZ cocoa certification programs in calendar year 2021, as part of our commitment to transparency.

The report focuses on 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.

It considers farm certificate holders with an active license/certificate valid as of 31 December 2021, as well as those who have registered for the Rainforest Alliance Certification Program based on the 2020 Sustainable Agriculture Standard. When necessary, we confirmed re-certification or registration status in the new certification program with Certification Bodies.

While the ongoing transition to the new certification program, including the rollout of the new standard and the traceability system, as well as the situation on the ground in light of Covid-19 have posed challenges for our data gathering, the data in this report is strongly representative and accurate for our UTZ and Rainforest Alliance 2017 programs. The data is gathered from our traceability platforms, MultiTrace and the Good Inside Portal (GIP) for UTZ, and Marketplace for the Rainforest Alliance.

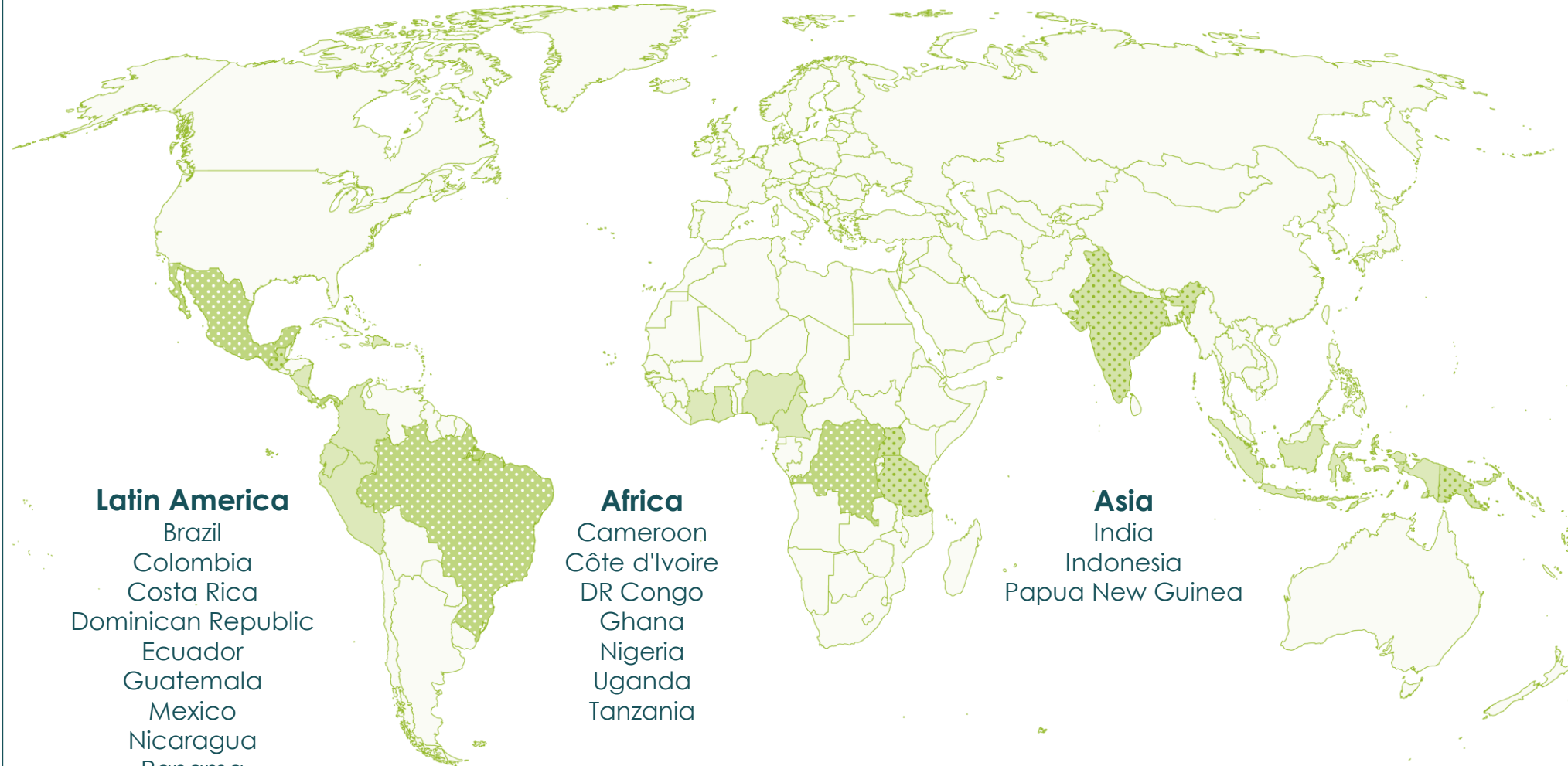
Summary

In 2021, like in 2020, we continued to see the effects of implementing the [Cocoa Assurance Plan](#) in Côte d'Ivoire, Ghana, Nigeria, and Cameroon. These interventions, including stricter requirements on GPS location data and prohibiting dual UTZ/Rainforest Alliance farm certification, contributed to the drop in certified cocoa volumes produced in Africa. Despite the decline in production, however, we continued to see steady demand which led to better alignment between certified production and sales, and a higher overall supply/demand ratio.

In Latin America we saw a small decline in certified production while demand increased, and in Asia certified production increased while demand decreased. All of these taken together meant a drop in global certified production, but steady market demand for certified cocoa in 2021.

Some of the shifts we saw in certified production and demand regionally are likely partly due to the introduction of Origin Matching Mass Balance and the continuing effects of COVID 19. Additionally, we expect the transition to the 2020 Rainforest Alliance Certification Program has some bearing on these volumes and we will see the results of this transition in our 2022 data.

Geographical program reach



Latin America

Brazil
Colombia
Costa Rica
Dominican Republic
Ecuador
Guatemala
Mexico
Nicaragua
Panama
Peru

Africa

Cameroon
Côte d'Ivoire
DR Congo
Ghana
Nigeria
Uganda
Tanzania

Asia

India
Indonesia
Papua New Guinea

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

Cocoa Certification Data Report 2021
Rainforest Alliance and UTZ programs

 Rainforest Alliance program
  UTZ program
  Rainforest Alliance and UTZ program

Program reach: Rainforest Alliance and UTZ



2.5+ Million

Area (hectare)

Combined estimated production area



800 K+

Number of farmers

Combined number of farmers

Cocoa Certification Data Report 2021

 [Rainforest Alliance program](#)

 [UTZ program](#)

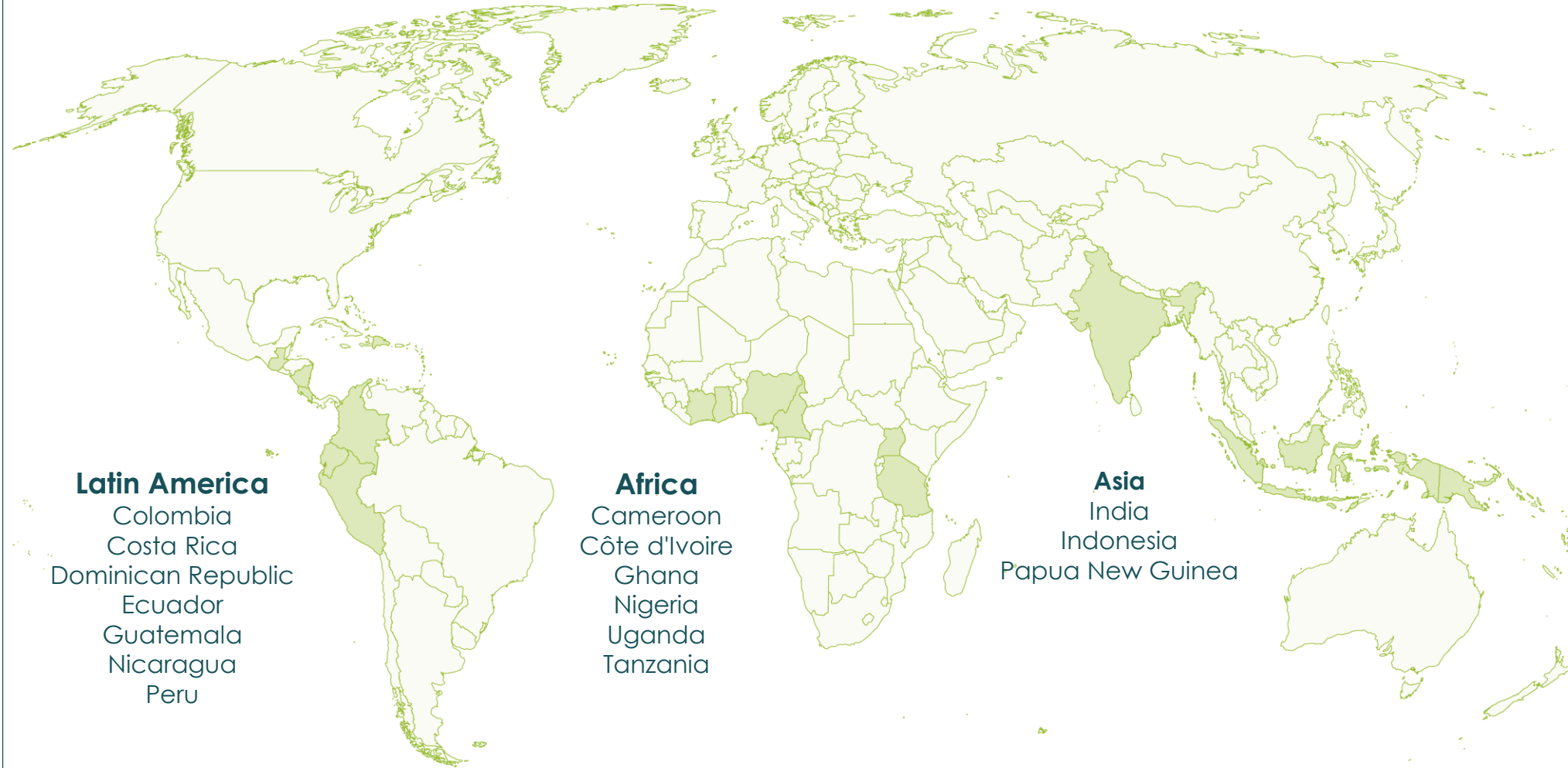


Rainforest Alliance Cocoa program



Program reach

Geographical reach



In 2021, Rainforest Alliance Certified cocoa was produced in 16 countries.

Program reach



517,431

Area (hectare)

Relative growth
2020-2021:
-5%



157,167

Number of farmers

Relative growth
2020-2021:
0%



318,747

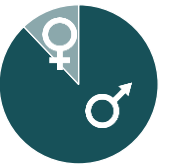
Estimated production (MT)

Relative growth
2020-2021:
-3%



20,246

Number of workers
(seasonal and permanent)



Relative growth
2020-2021:
+32%

Program reach



In 2021, the estimated production area dropped by 5% compared to 2020. A decrease mainly driven by Africa. 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 2021, similar to the certified area, the estimated certified volume dropped slightly by 3% compared to 2020. The top 3 producing countries are Côte d'Ivoire, Ghana, and Ecuador.

Estimated production (MT)



Globally, the number of farmers/ producers remained stable within the Rainforest Alliance program. There was a slight decrease in Africa and Latin America (-2% and -1%, respectively), but this was more than compensated for by the growth in Asia Pacific (21%).

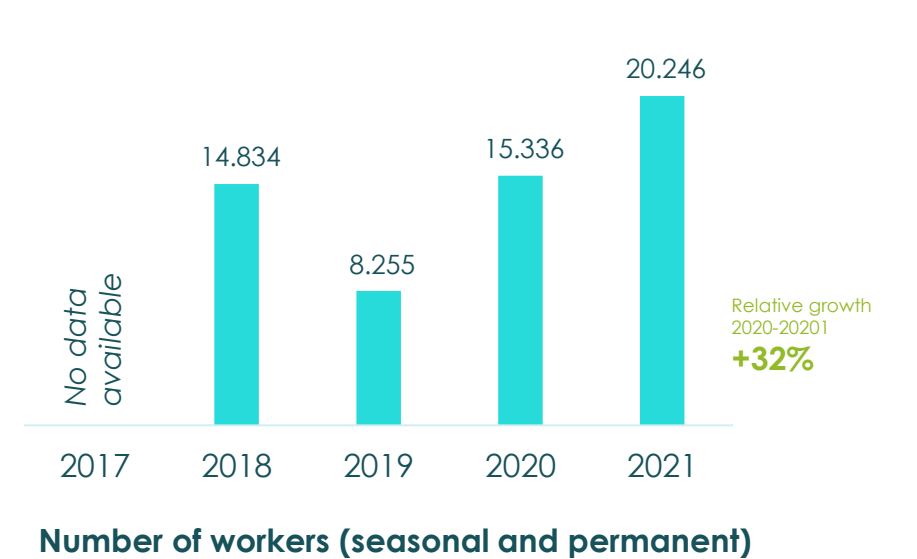
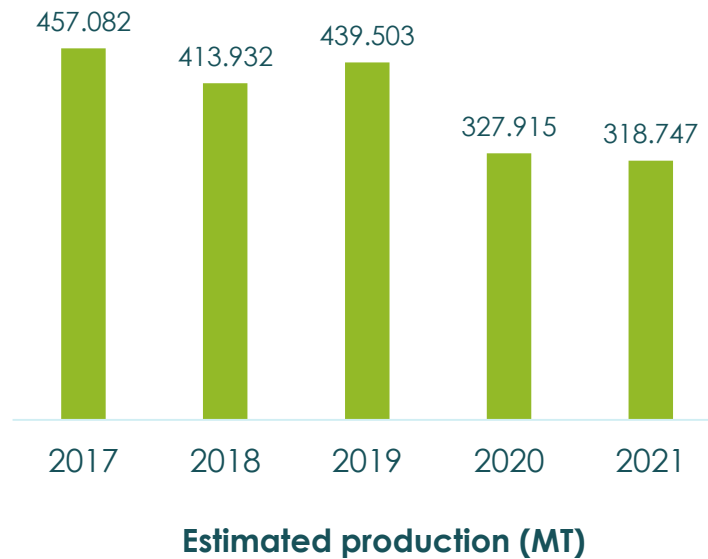
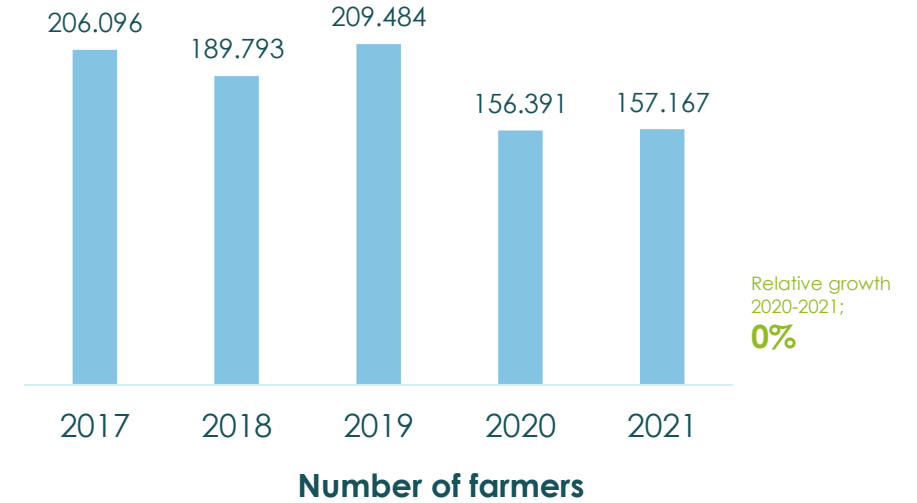
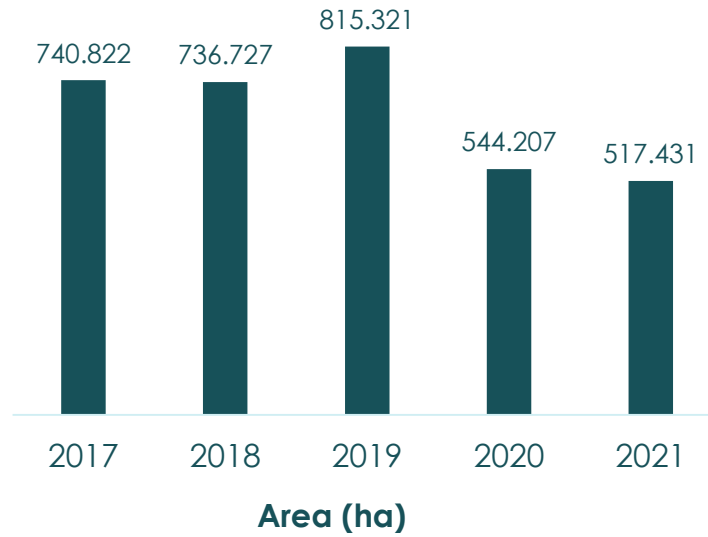
Number of farmers



The number of workers in the Rainforest Alliance program has increased by 32%. Latin America and Africa both experienced an increase of 55% and 5%, respectively. This is mainly attributed to the growth in the Dominican Republic (1.7k), Ecuador (1.3k), Nicaragua (1.9k). The largest drop is seen in Asia Pacific, with India being the main contributor (1.4K).

Number of workers (seasonal and permanent)

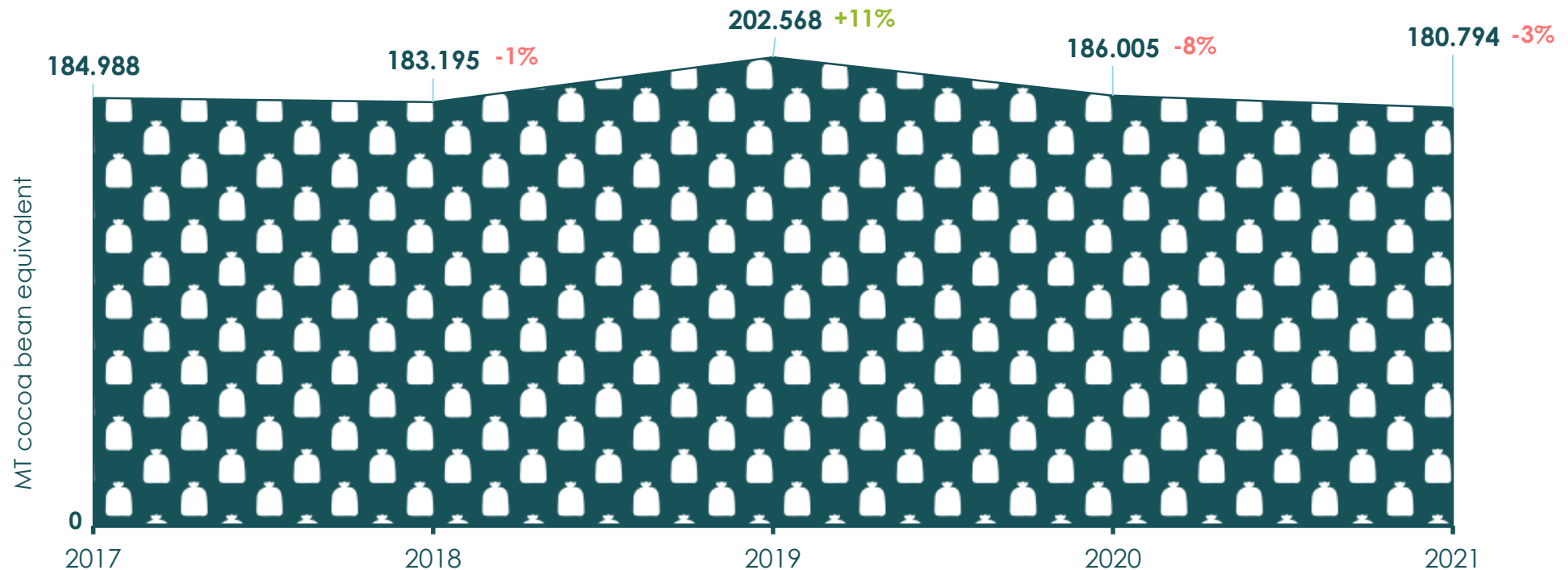
Program reach





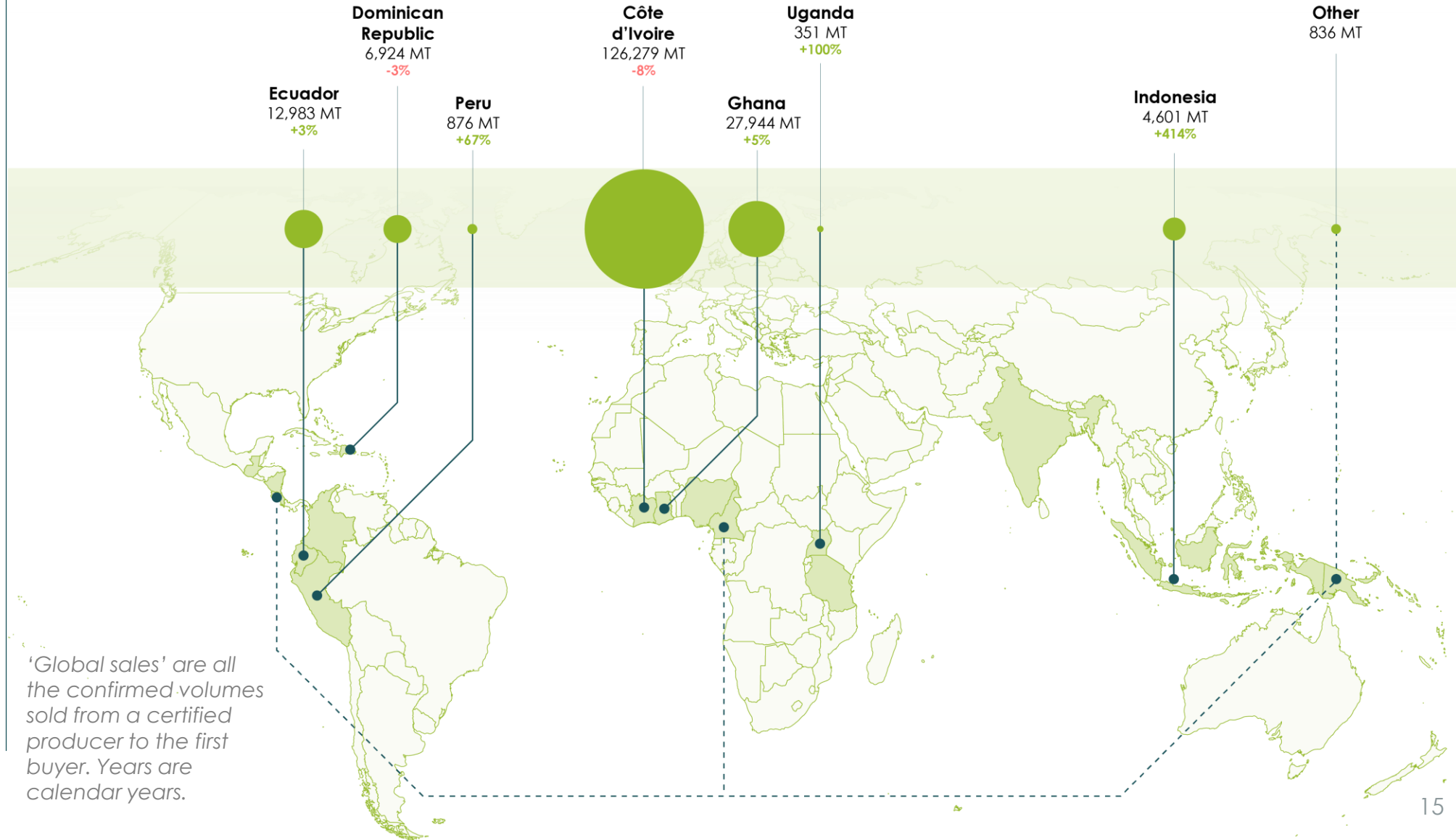
Global sales

Global cocoa sales



In 2021, producer sales decreased by 3%, with large drops in Côte d'Ivoire (by 10k+ MT). This was partly offset by an increase in sales in Asia Pacific and Latin America, particularly in Indonesia, Ecuador and Peru.

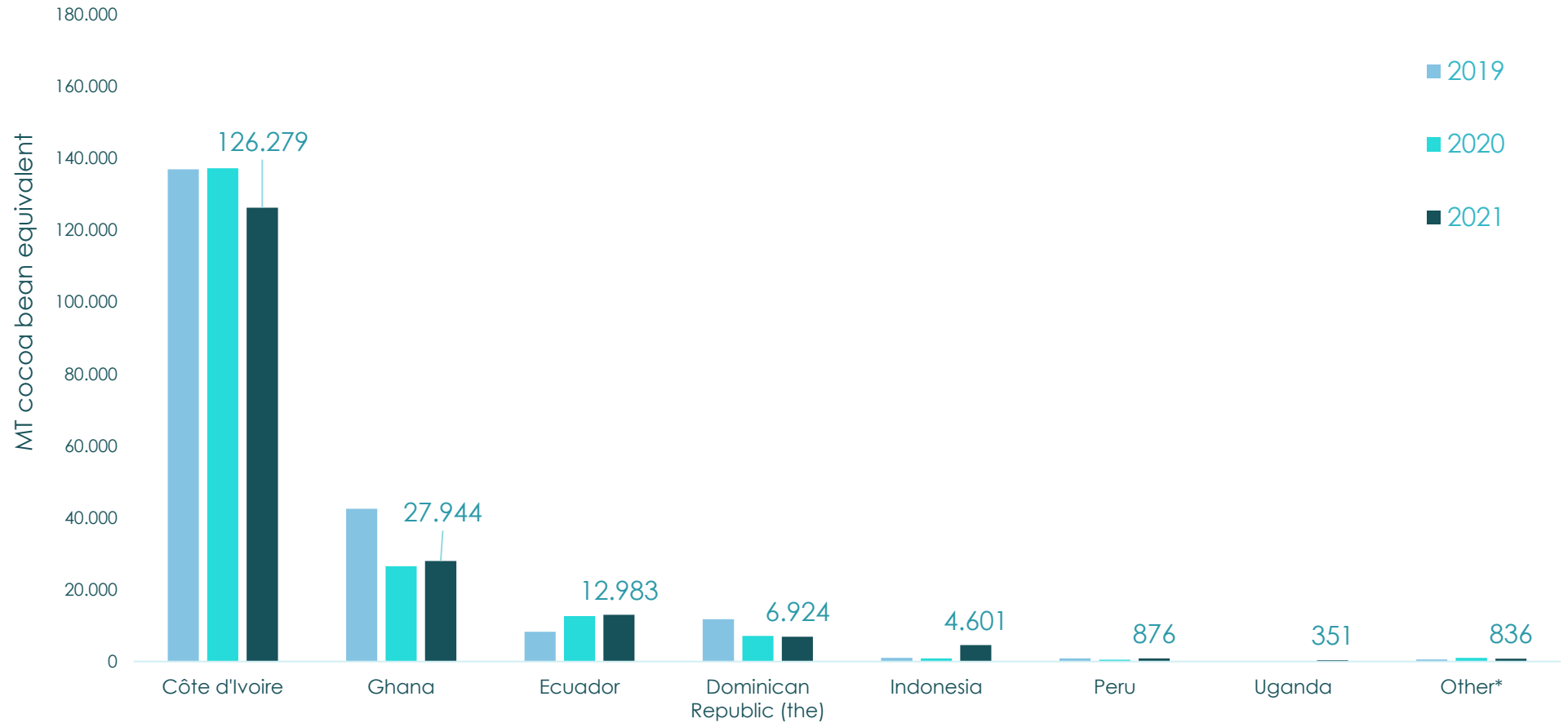
Global sales per origin



In 2021, there was a decrease in Africa (-6%). Asia Pacific saw a sales increase of 175% driven by sales from Indonesia

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

Producer sales per origin



Most Rainforest Alliance Certified cocoa was sold from producers in Côte d'Ivoire (70% of the total sales), Ghana (15%), Ecuador (7%) and the Dominican Republic (4%).

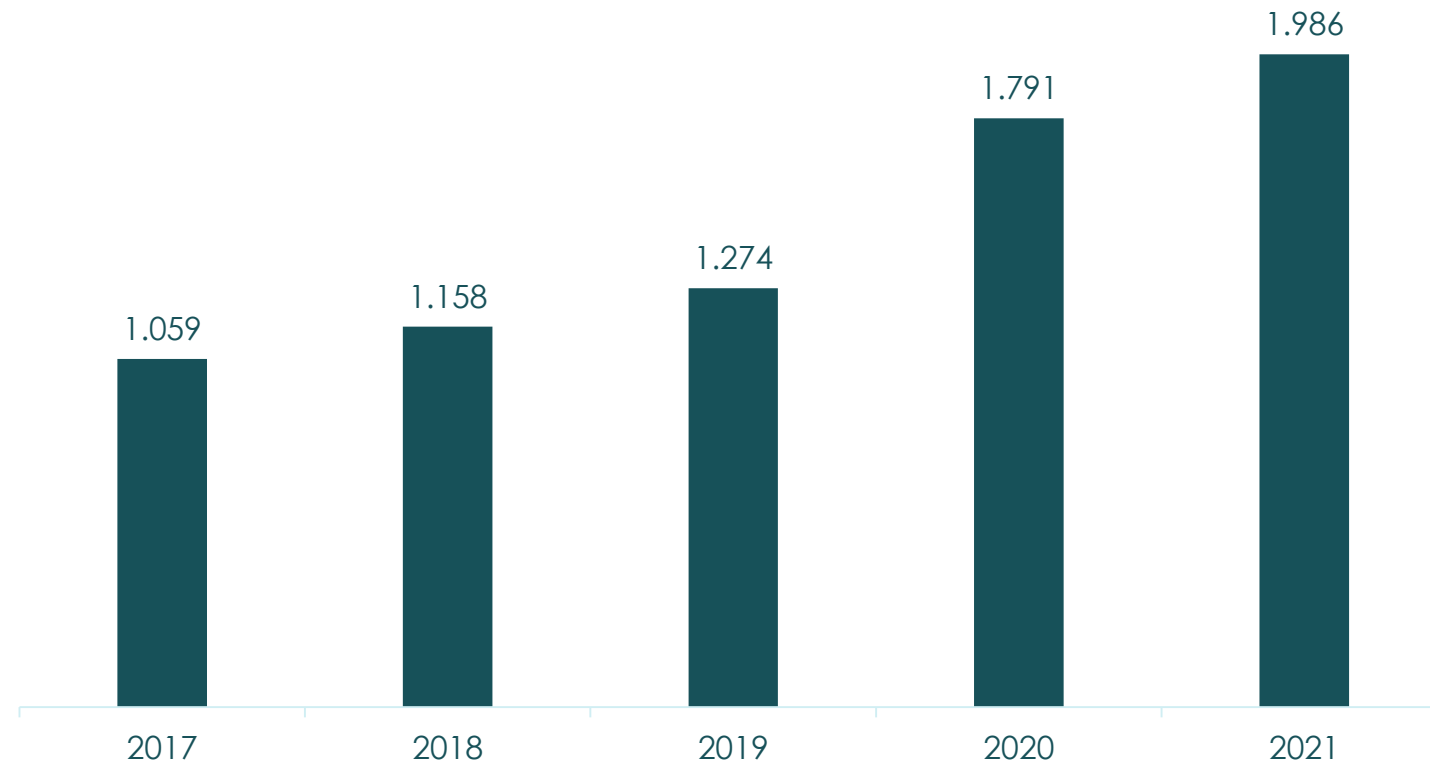
'Global sales' are all the confirmed volumes sold from a certified producer to the first buyer. Years are calendar years.



Registered supply chain actors

Globally in 2021 the number of supply chain actors in the Rainforest Alliance program increased by 11%. Increases were seen in all regions and most of the countries show an increase or remain stable. Europe continued to be in the lead, having the highest number of SCAs (950), followed by North America (453). The Top 3 countries for supply chain actors are: the United States (395), the United Kingdom (174), and Côte d'Ivoire (167).

Cocoa Certification Data Report 2021
Rainforest Alliance program

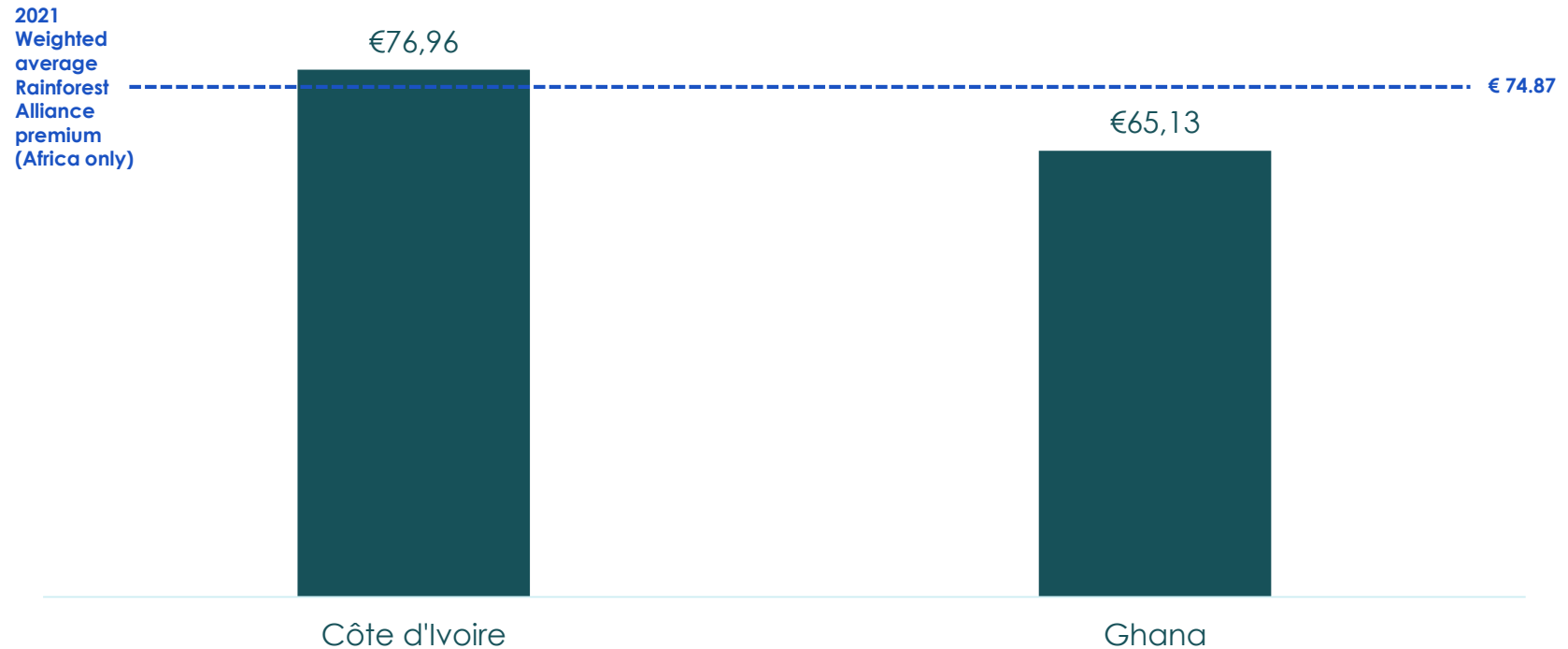


'Supply Chain Actors' include exporters, traders, processors, manufacturers and retailers.

* 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

Average Rainforest Alliance premium in EUR/MT



In October 2020, premium payments from the first buyer to the producer group/ estates were introduced as one of the traceability requirements in Côte d'Ivoire and Ghana. The level of premium went down by 6% and 17% respectively in 2021.

Premium

Average RA premium EUR/MT

€74,87

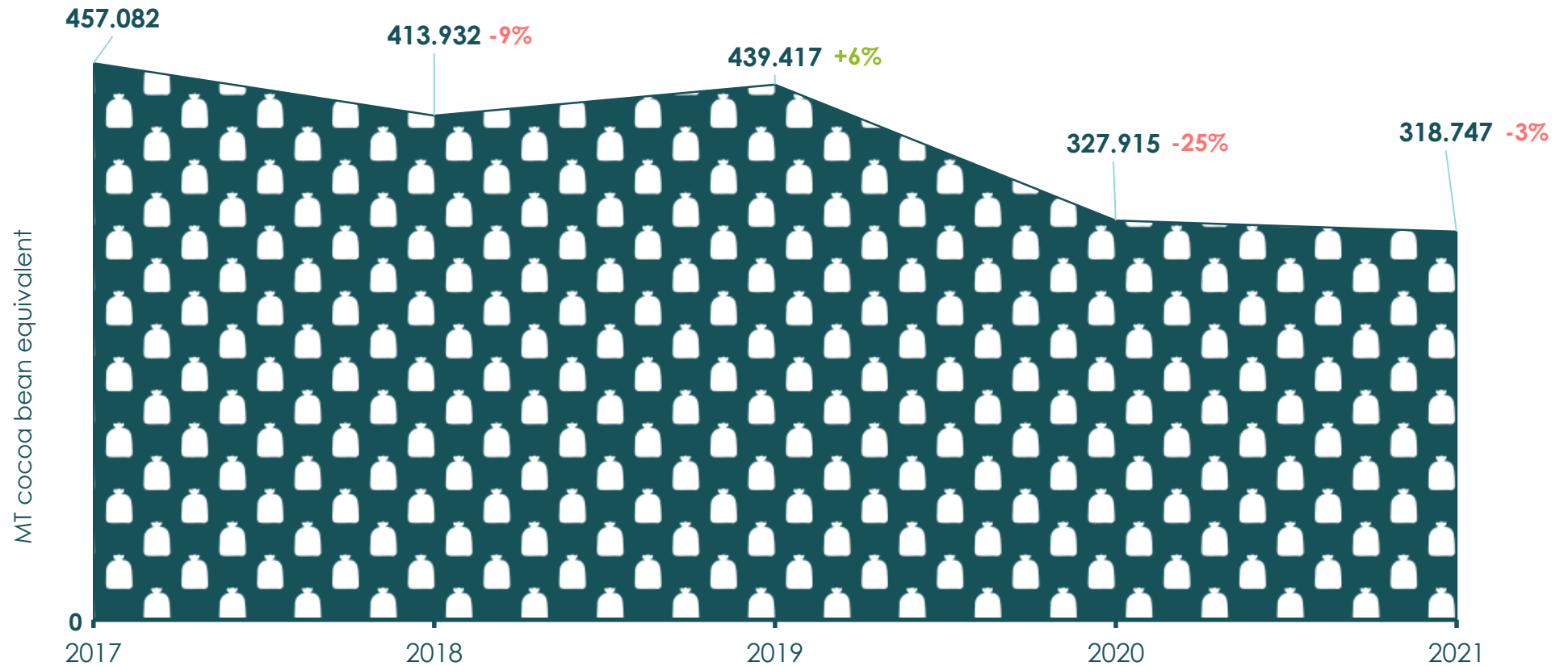


West Africa

The weighted average for Africa has gone down by 8%, from € 80 in 2020 to nearly € 75 in 2021.

Estimated Production

Global estimated cocoa production

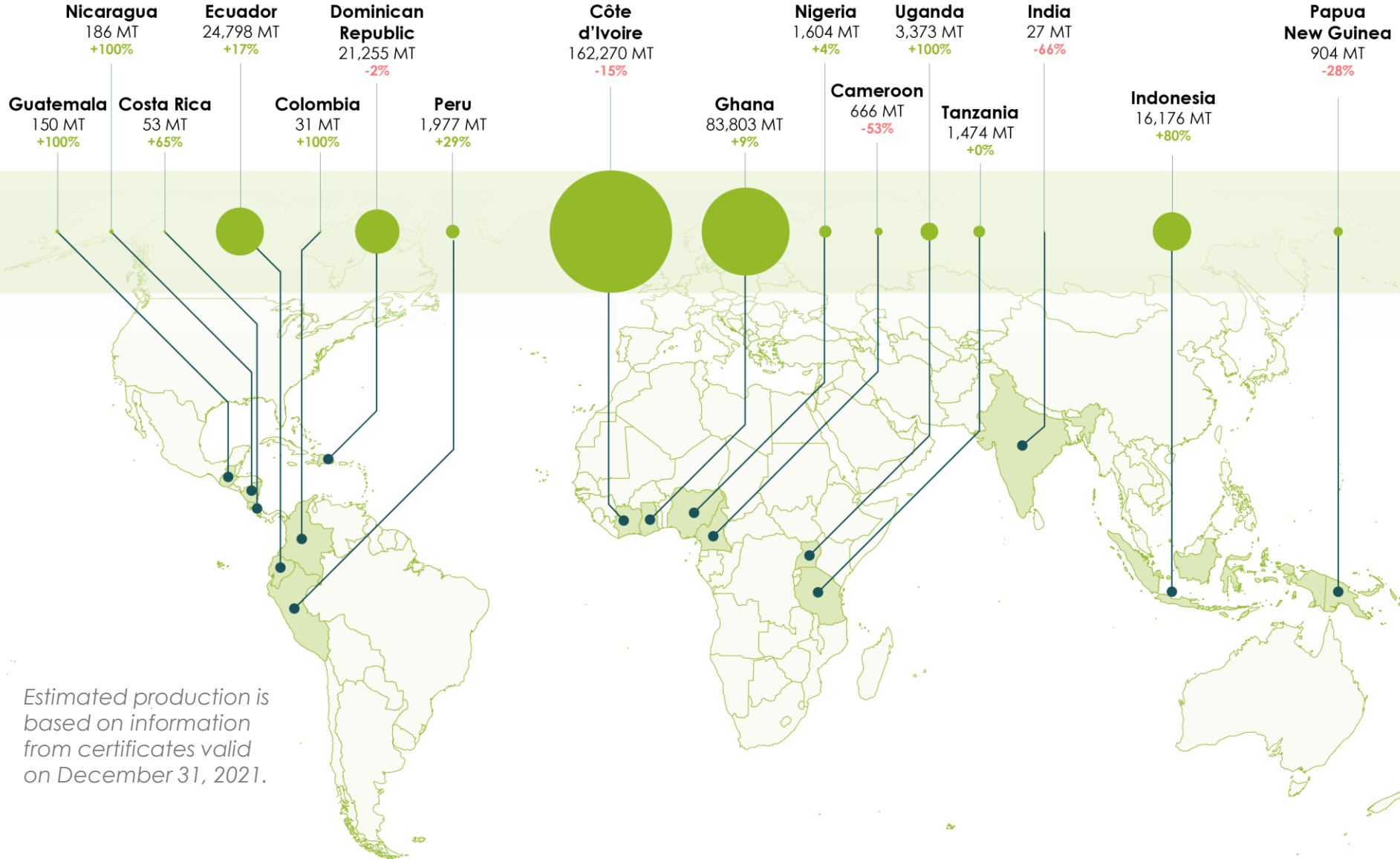


In 2021, and similarly to the certified area, the certified volume in the RA program dropped slightly, by 3%.

Cocoa Certification Data Report 2021
Rainforest Alliance program

Estimated production is based on information from certificates valid on December 31, 2021.

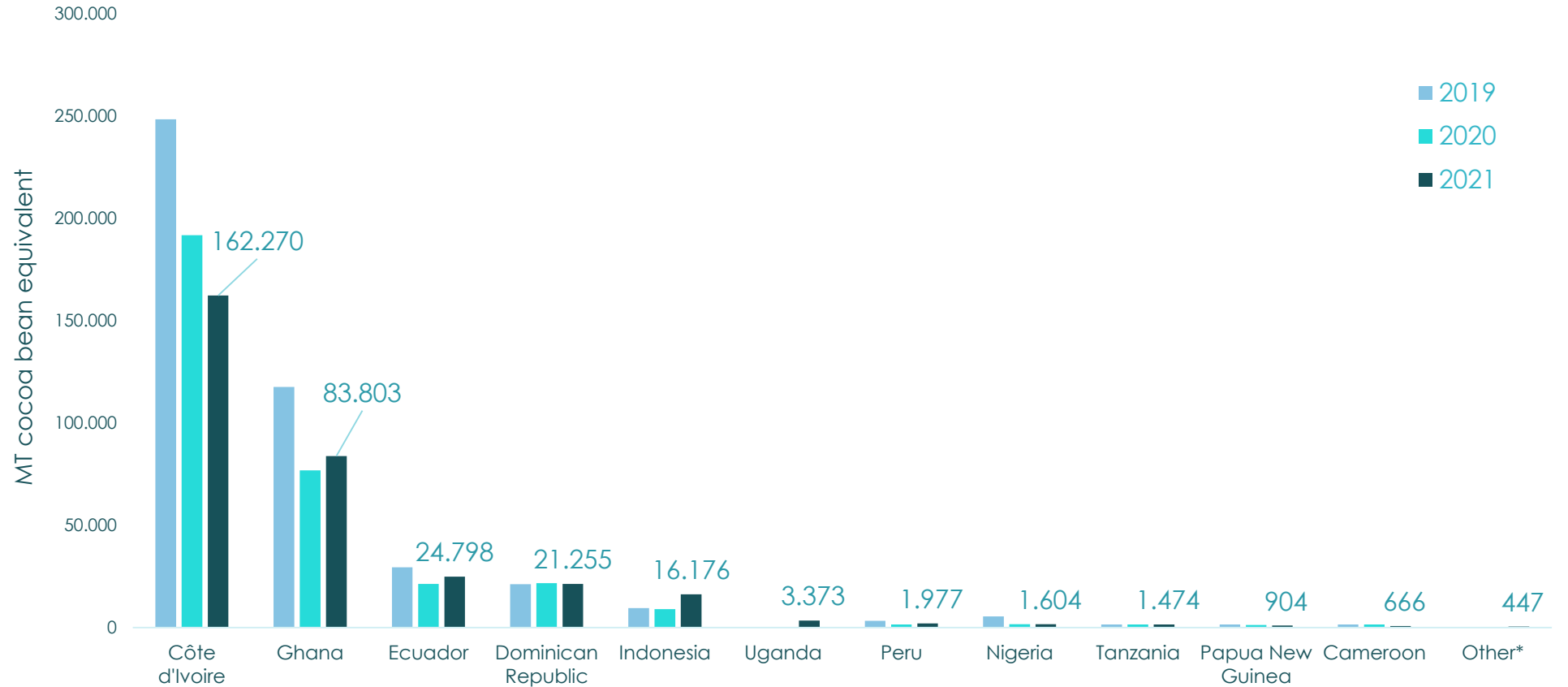
Estimated production per origin



In 2021 there was a decrease in estimated certified volume in Africa (-7%), but there was growth in Asia Pacific (66%) and Latin America (9%). The strengthened assurance through the Cocoa Assurance Plan, the transition to the 2020 Sustainable Agriculture Standard and the ban on dual certification have contributed to this drop in Africa.

Estimated production is based on information from certificates valid on December 31, 2021.

Estimated production per origin



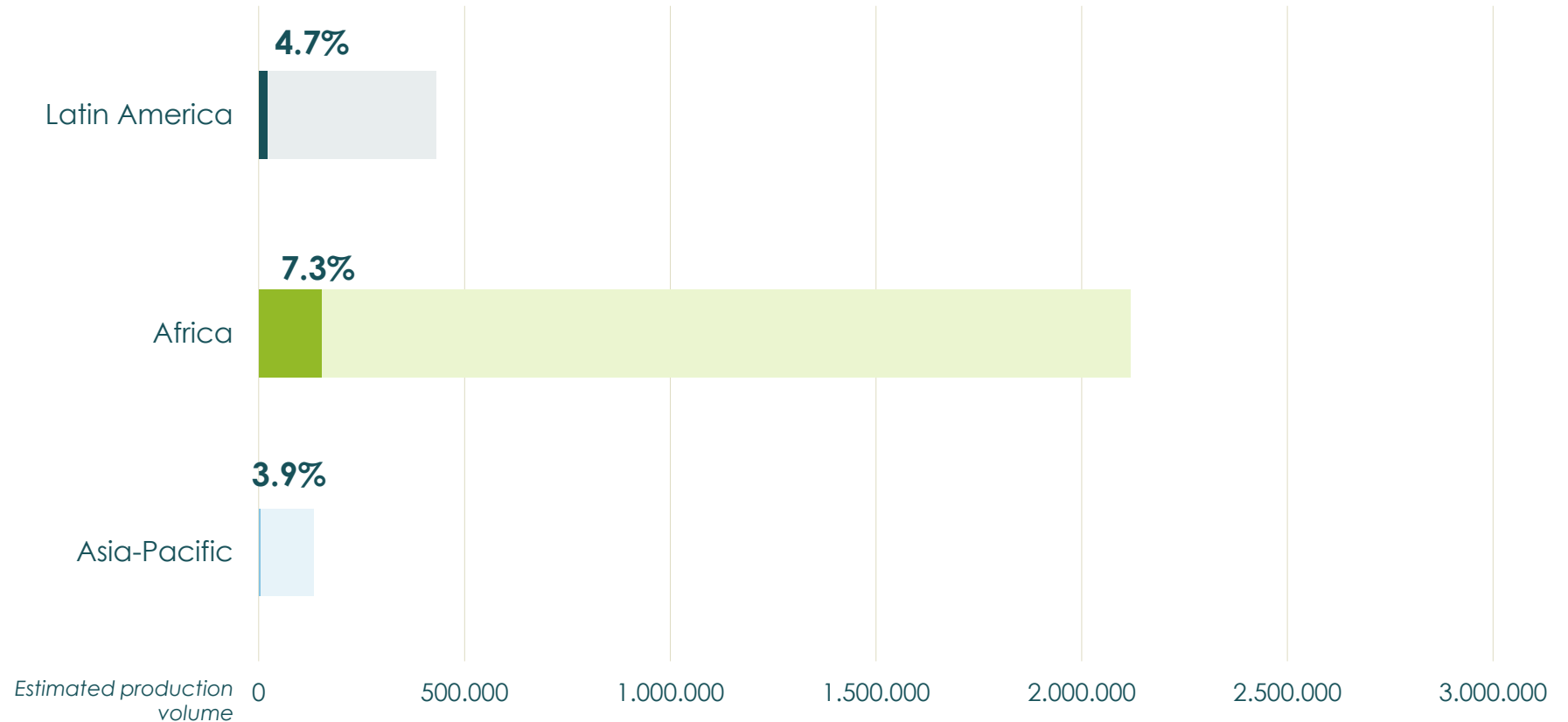
As in 2020, in 2021 the top three producing countries remain Côte d'Ivoire (-15%), Ghana (+9%) and Ecuador (+17%).

Cocoa Certification Data Report 2021
Rainforest Alliance program

*Other countries are Colombia, Costa Rica, Guatemala, India, and Nicaragua

Estimated production is based on information from certificates valid on December 31, 2021.

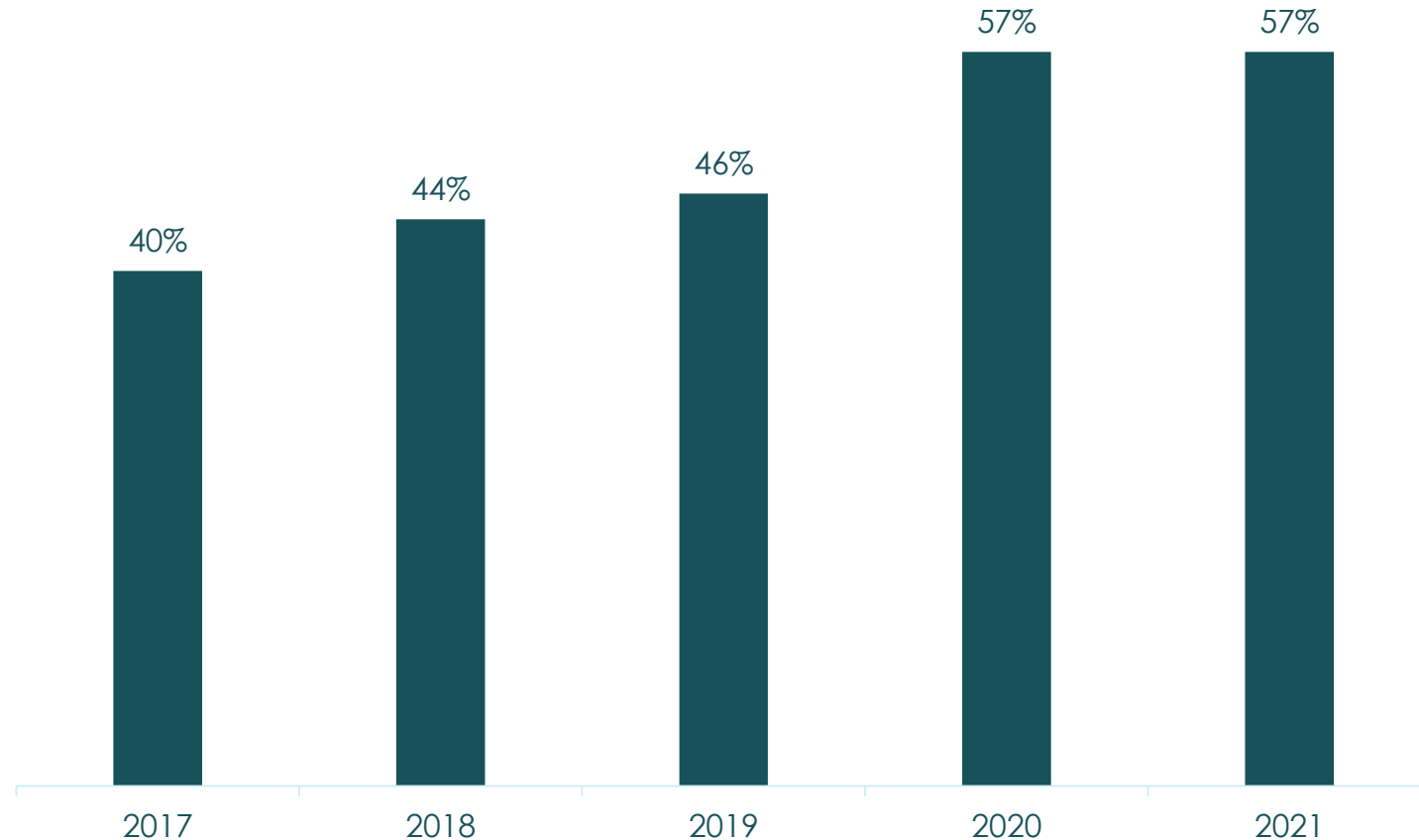
Production market share per region



In 2021, close to 7% of all cocoa produced globally was Rainforest Alliance certified. On regional level, certified cocoa from Africa continued to have the highest production market share.

Supply and Demand ratio

Supply – Demand ratio



% of estimated Rainforest Alliance Certified production sold as Rainforest Alliance Certified

This is based on confirmed producer sales and estimated production on December 31, 2021. It indicates an estimate, not an absolute number.

In 2021, the supply demand ratio remained stable at 57% as a result of the slight drop of 3% in both supply and demand.

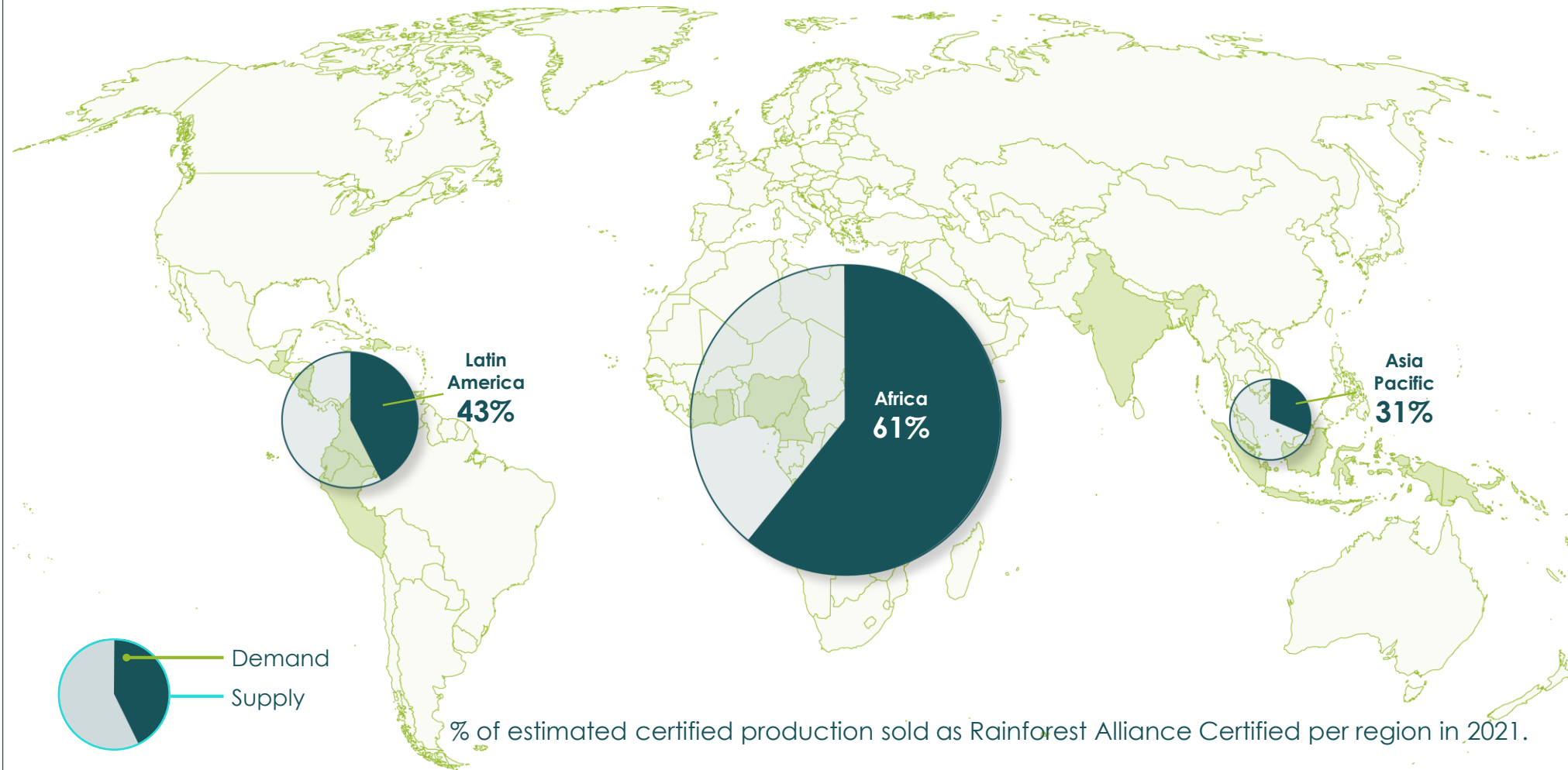
The ratio in Côte d'Ivoire continued to improve over time, at 78% in 2021, reflecting the implementation of the Cocoa Assurance Plan in that country.

Supply – Demand per region

The global supply and demand ratio for the Rainforest Alliance cocoa program remained stable at 57%.

Africa continues to have the highest share of certified sales with 61% of all certified production sold as Rainforest Alliance Certified.

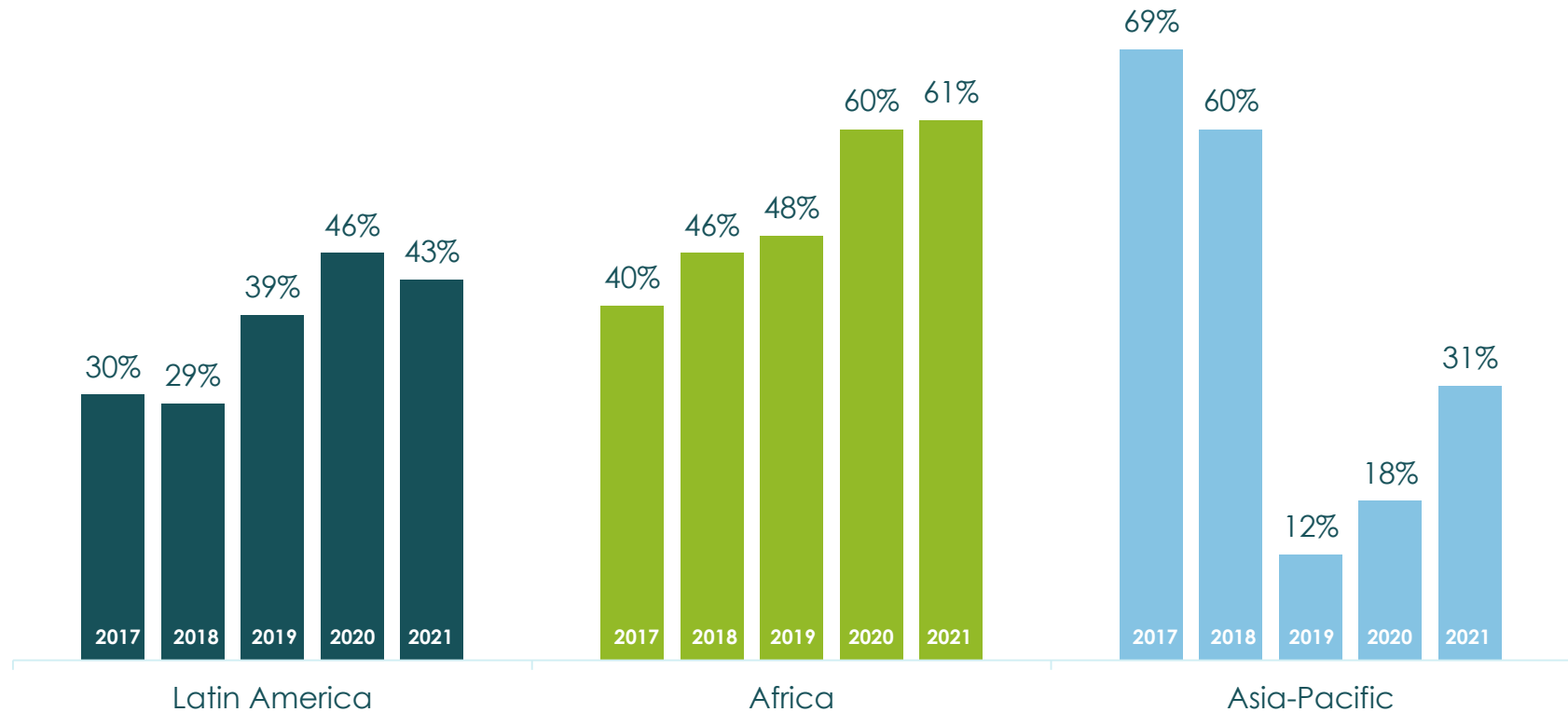
Cocoa Certification Data Report 2021
Rainforest Alliance program



This is based on confirmed producer sales and estimated production on December 31, 2021. It indicates an estimate, not an absolute number.

Supply – Demand per region

The supply and demand ratio had a slight drop in Latin America (-3%)
 The Asia Pacific region presented a large rise, from 18% in 2020 to 31% in 2021.



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

This is based on confirmed producer sales and estimated production on December 31, 2021. It indicates an estimate, not an absolute number.

Multi-certification

Multi-certification



23%

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

12% UTZ

7% Organic

11% Fairtrade

In 2021, the most common combination of certification programs was Rainforest Alliance-UTZ, followed closely by Fairtrade.

Certification data

Estimated production (MT)

Country	2019	2020	2021
Global	439,417	327,915	318,747
Cameroon	1,429	1,429	666
Colombia	-	-	31
Costa Rica	53	32	53
Côte d'Ivoire	248,359	191,759	162,270
Dominican Republic	21,144	21,715	21,255
Ecuador	29,456	21,260	24,798
Ghana	117,519	76,854	83,803
Guatemala			150
India	73	80	27
Indonesia	9,529	8,983	16,176
Nicaragua		-	186
Nigeria	5,461	1,545	1,604
Papua New Guinea	1,527	1,252	904
Peru	3,295	1,532	1,977
Tanzania	1,474	1,474	1,474
Uganda	-	-	3,373

Global sales (MT)

Country	2019	2020	2021
Global	202,568	186,005	180,794
Côte d'Ivoire	136,956	137,250	126,279
Dominican Republic	11,757	7,117	6,924
Ecuador	8,288	12,638	12,983
Ghana	42,518	26,528	27,944
Indonesia	1,039	895	4,601
Peru	874	525	876
Uganda	-	-	351
Other*	564	1,037	836

*Other countries with sales are Cameroon, Costa Rica, and Papua New Guinea

Number of farmers

	2019	2020	2021
Global	209,484	156,391	157,167
Africa	185,463	132,430	129,942
Asia / Pacific	16,717	15,880	19,226
Latin America	7,304	8,081	7,999

Number of workers (permanent & seasonal)

	2019	2020	2021
Global	8,400	8,880	20,246
Africa	5,156	2,471	2,584
Asia / Pacific	363	1,683	316
Latin America	2,881	4,726	17,346

Area (Hectare)

	2019	2020	2021
Global	815,321	544,207	517,431
Africa	749,482	484,135	441,883
Asia / Pacific	16,383	14,892	25,447
Latin America	49,456	45,180	50,100



UTZ Cocoa program

Program reach

Geographical reach

In 2021, UTZ Certified cocoa was produced in 15 countries.

Latin America

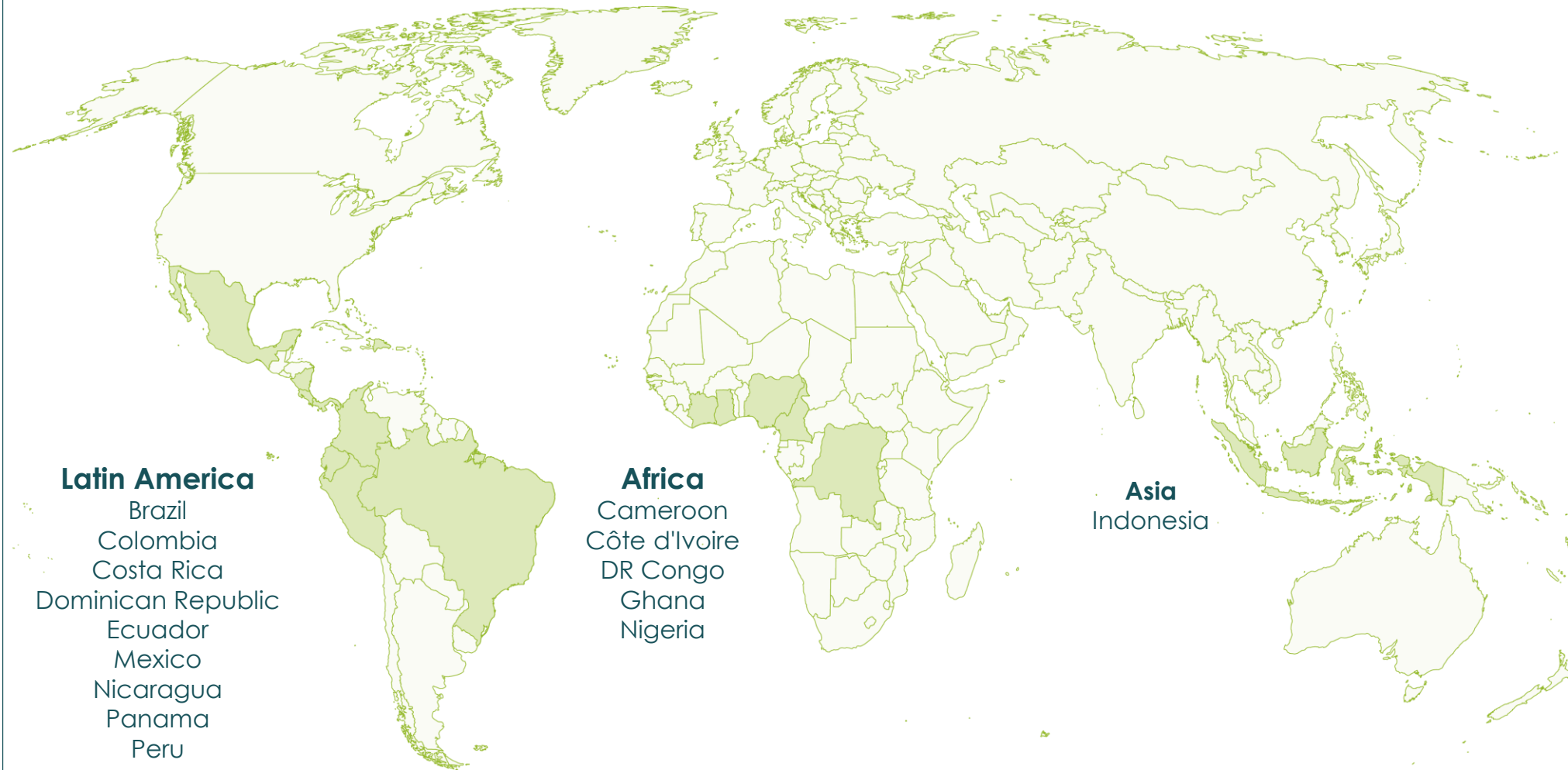
Brazil
Colombia
Costa Rica
Dominican Republic
Ecuador
Mexico
Nicaragua
Panama
Peru

Africa

Cameroon
Côte d'Ivoire
DR Congo
Ghana
Nigeria

Asia

Indonesia



Program reach



2,043,873

Relative growth
2020-2021:
-15%

Area (hectare)



653,060

Relative growth
2020-2021:
-16%

Number of farmers



1,093,466

Relative growth
2020-2021:
-13%

Estimated production (MT)



20,785



Relative growth
2020-2021:
-15%

Number of workers
(seasonal and permanent)

Program reach



In 2021, the global certified area in the UTZ program dropped by 15%. A decrease in Africa contributed significantly (-16%), as did a 6% decrease in Latin America. In Asia Pacific there was an increase of 6%, mainly due to increases in Indonesia.

Area (hectare)



Globally, and similar to the certified area, certified volume dropped by 13% compared to 2020. Africa presented a decrease of 16%, while certified volume produced in Latin America decreased by 4%. Meanwhile Asia Pacific saw an increase of 15%, with Indonesia growing by 16%.

Estimated production (MT)



Globally, the number of farmers went down by 16% in the UTZ program. Africa shows a considerable drop (-18%), with Côte d'Ivoire and Ghana being the primary contributors to the decrease, and accounting for more than 125k, followed by a slight drop in Latin America (-5%). Asia remains relatively stable (+1%).

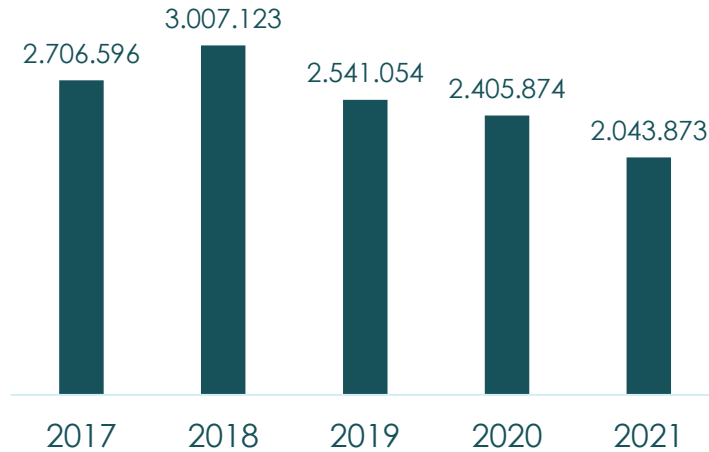
Number of farmers



Globally, the number of workers decreased by 15%. Latin America experienced the largest drop (-30%), mainly in the Dominican Republic (-67%) and Nicaragua (-26%). In Africa, drop was mainly driven by Côte d'Ivoire (-16%). By contrast, Cameroon showed considerable growth in the number of workers (+307%)

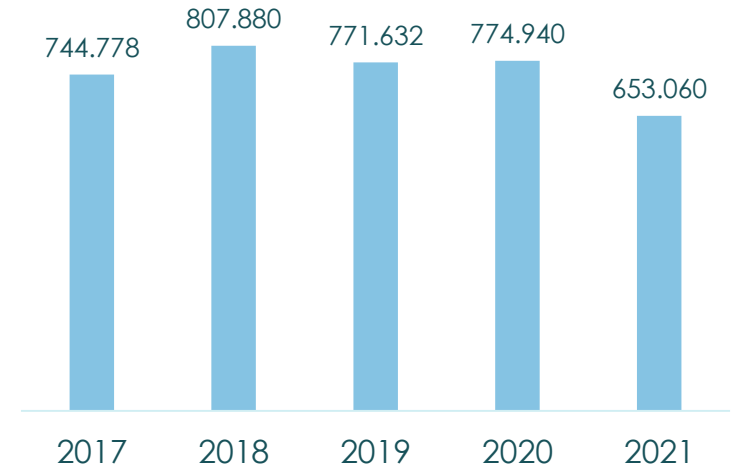
Number of workers (seasonal and permanent)

Program reach



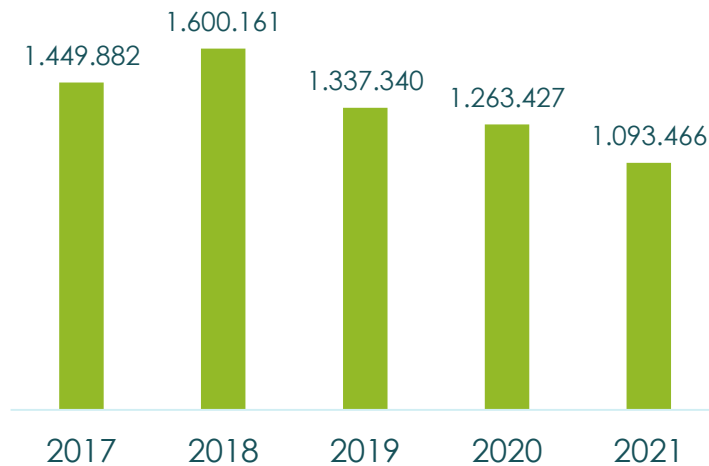
Area (ha)

Relative growth
2020-2021:
-15%



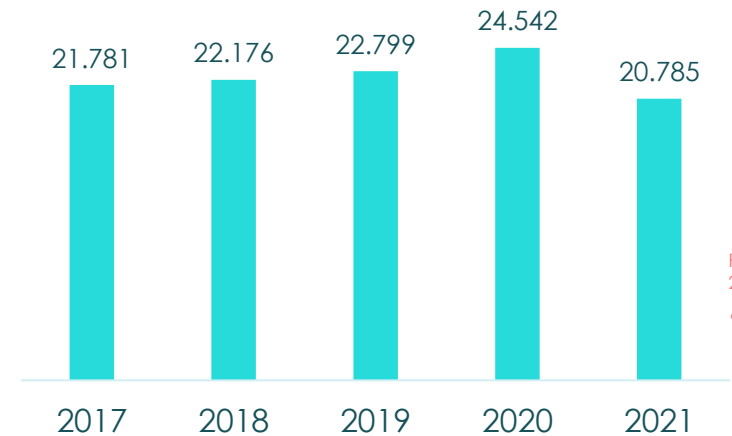
Number of farmers

Relative growth
2020-2021:
-16%



Estimated production (MT)

Relative growth
2020-2021:
-13%



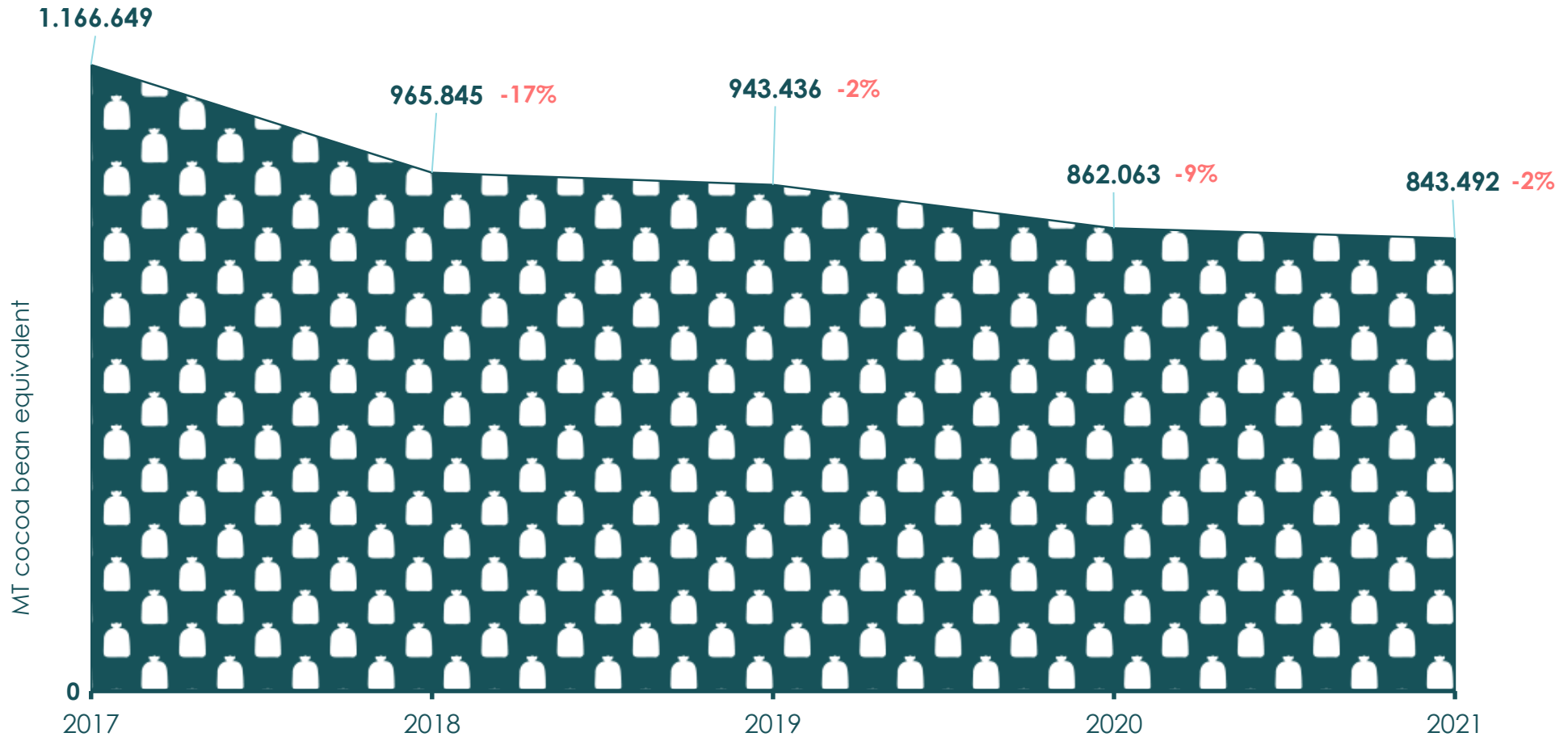
Number of workers (seasonal and permanent)

Relative growth
2020-2021:
-15%



Global sales

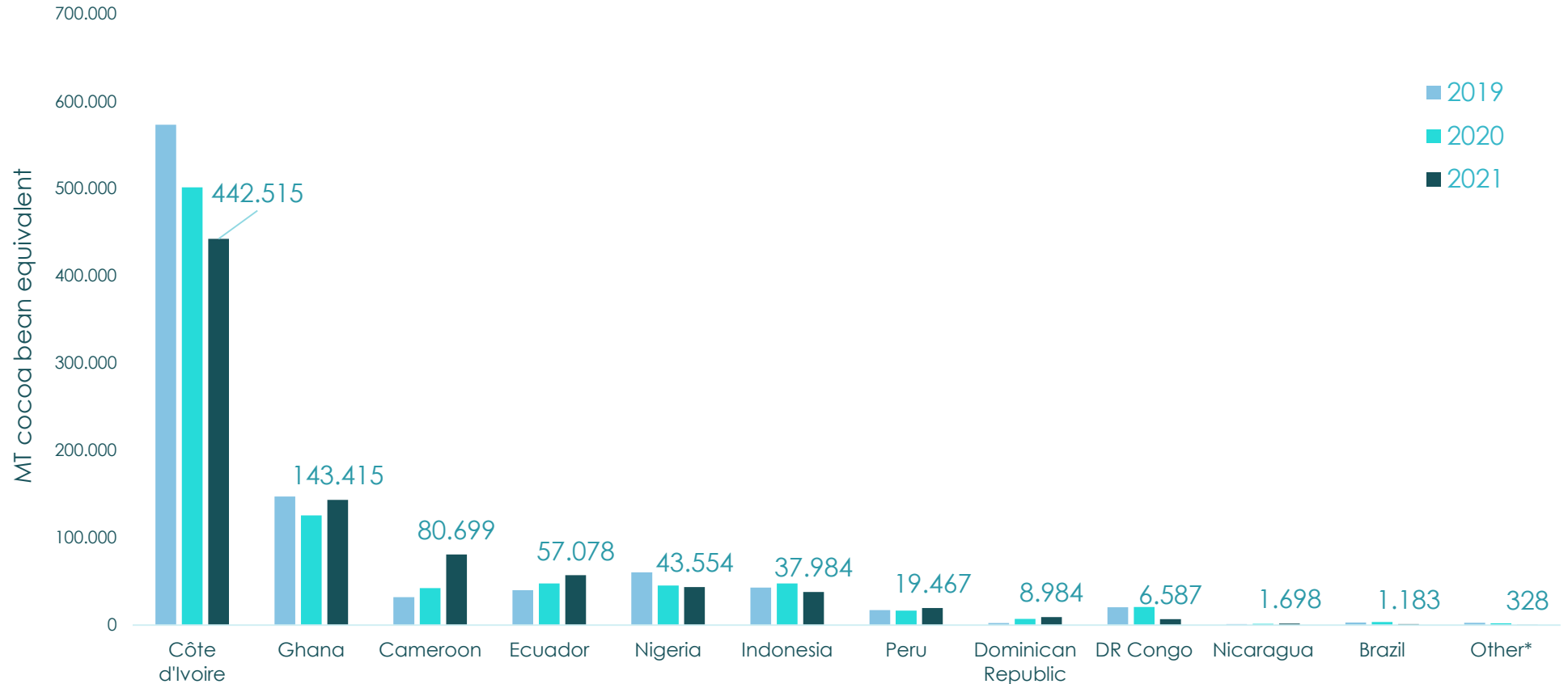
Global cocoa sales



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

In 2021, producer sales decreased by 2%. Africa was responsible for much of this decline, (more than 20k MT). Asia Pacific saw a drop of 21% mainly caused by the decrease of sales from Indonesia (more than 9.6k MT), likely as a result of Full Mutual Recognition. Latin America saw an increase in producer sales of 15%, mainly attributed to the growth of more than 9.3k MT of sales from producers in Ecuador.

Global sales per origin



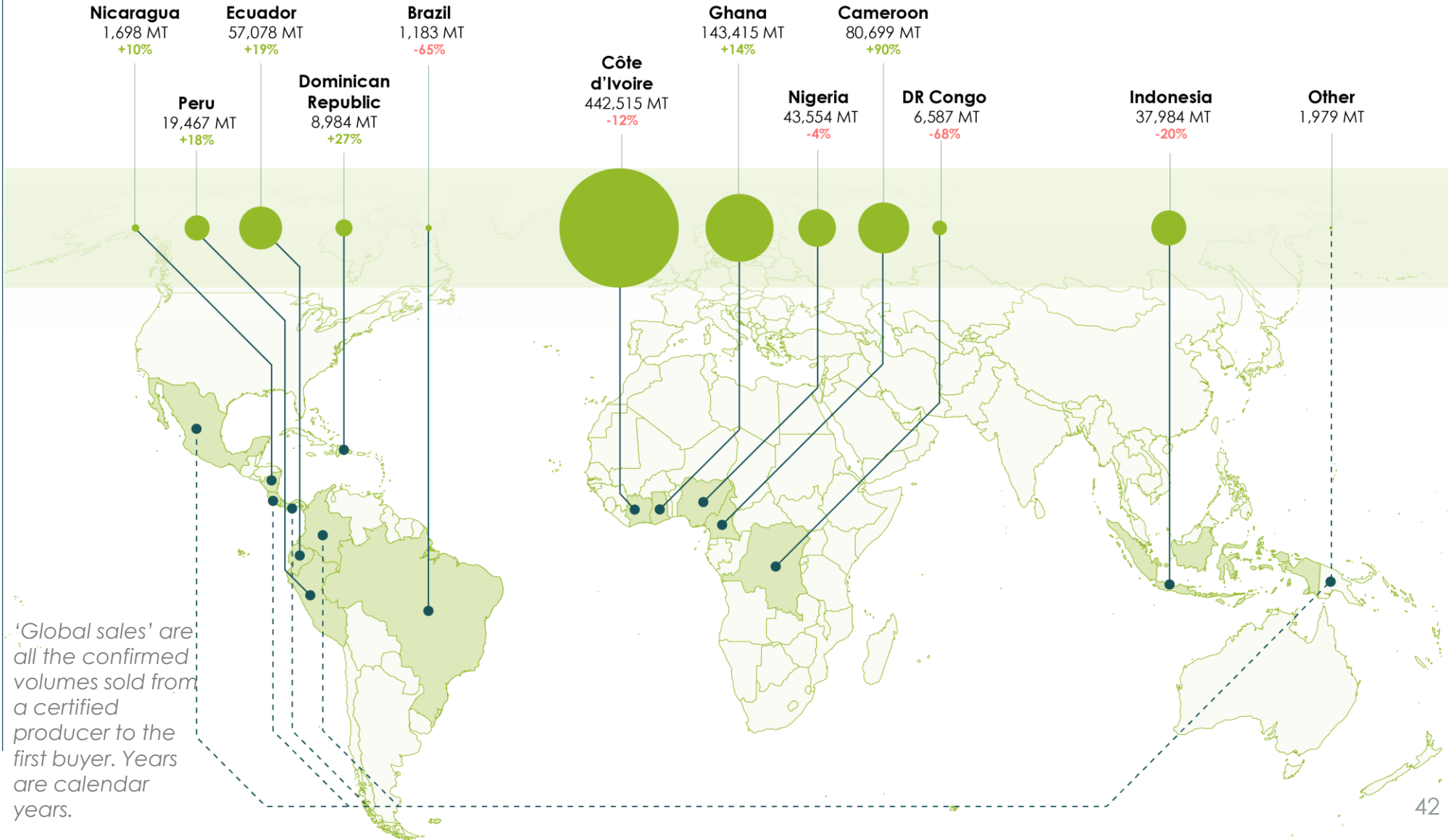
In 2021, the top 3 countries sales were Côte d'Ivoire, Ghana and Cameroon.

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

*Other countries are Colombia, Costa Rica, Mexico, Panama, and Uganda

Global sales per origin

The global decrease is due to a decline in sales from Africa (-12%) and Latin America, while Asia 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%),

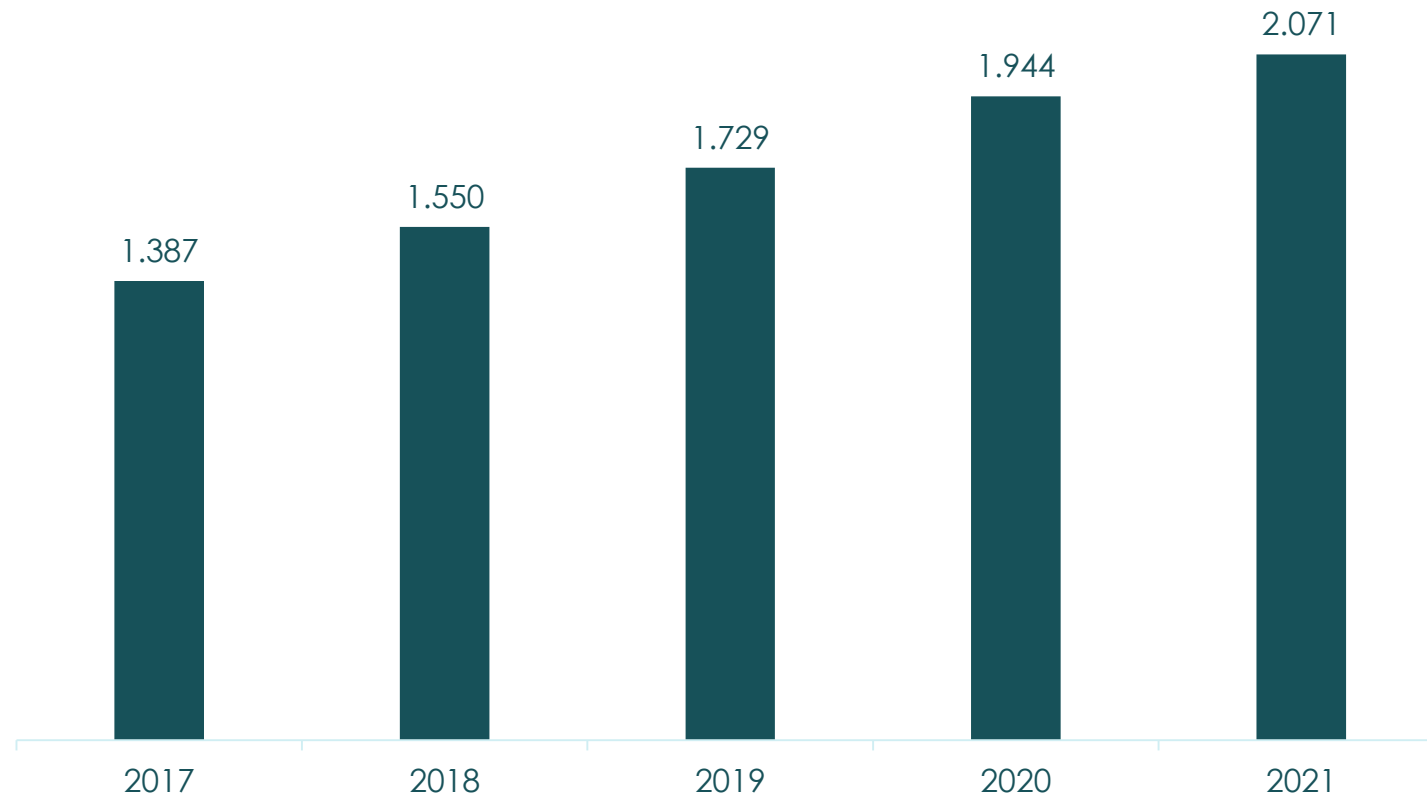


'Global sales' are all the confirmed volumes sold from a certified producer to the first buyer. Years are calendar years.

Registered supply chain actors

Globally in 2021 the number of supply chain actors in the UTZ program increased by 7%. Increases are seen in all regions and most of the countries show an increase or remain stable. Europe continued in the lead, having the highest number of SCAs (1,690), followed by Asia and Pacific (169). The Top 3 countries of SCAs remained the same: Germany (252), the Netherlands (184), and Italy (177).

Cocoa Certification Data Report 2021
UTZ program

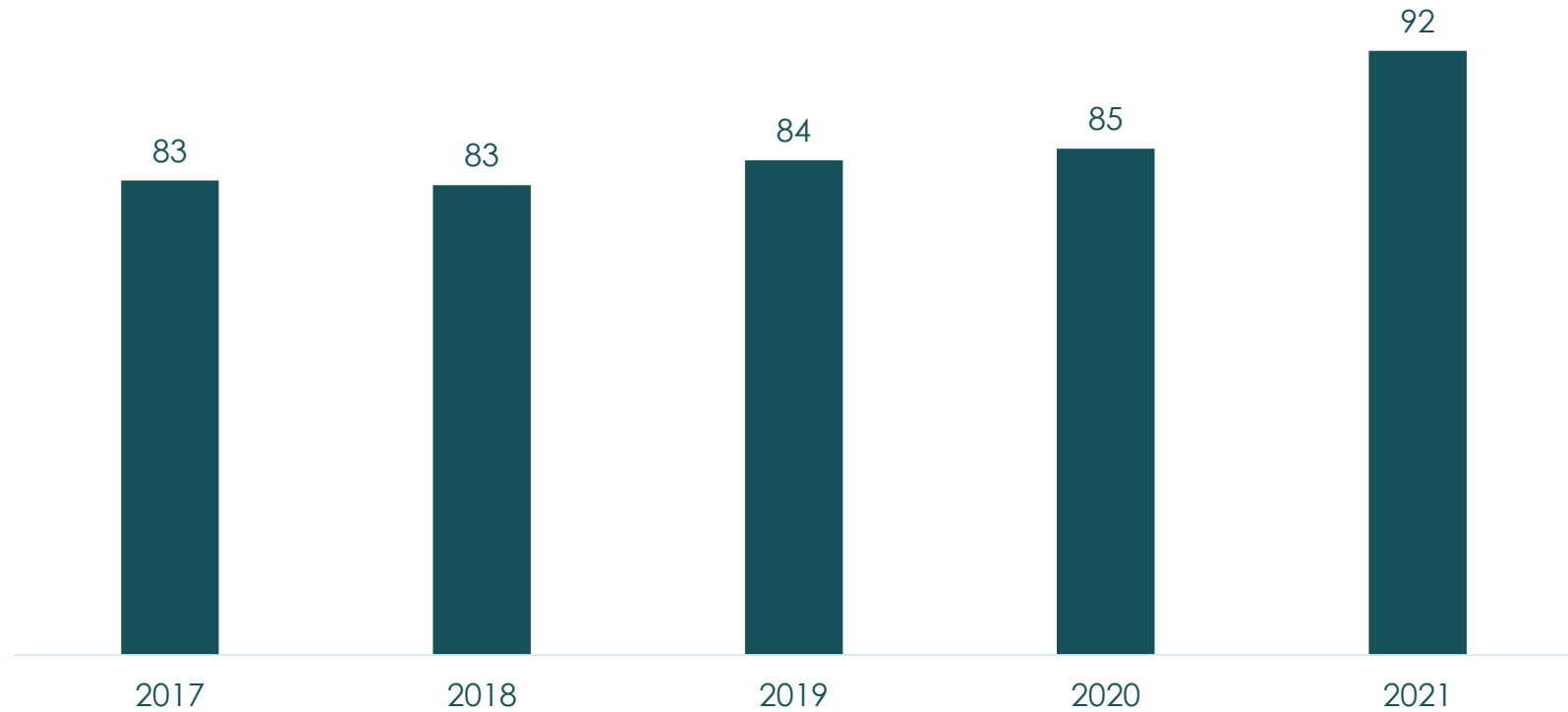


'Supply Chain Actors' include traders, exporter, retailers, grinders, manufacturers, and confectionery.

* 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

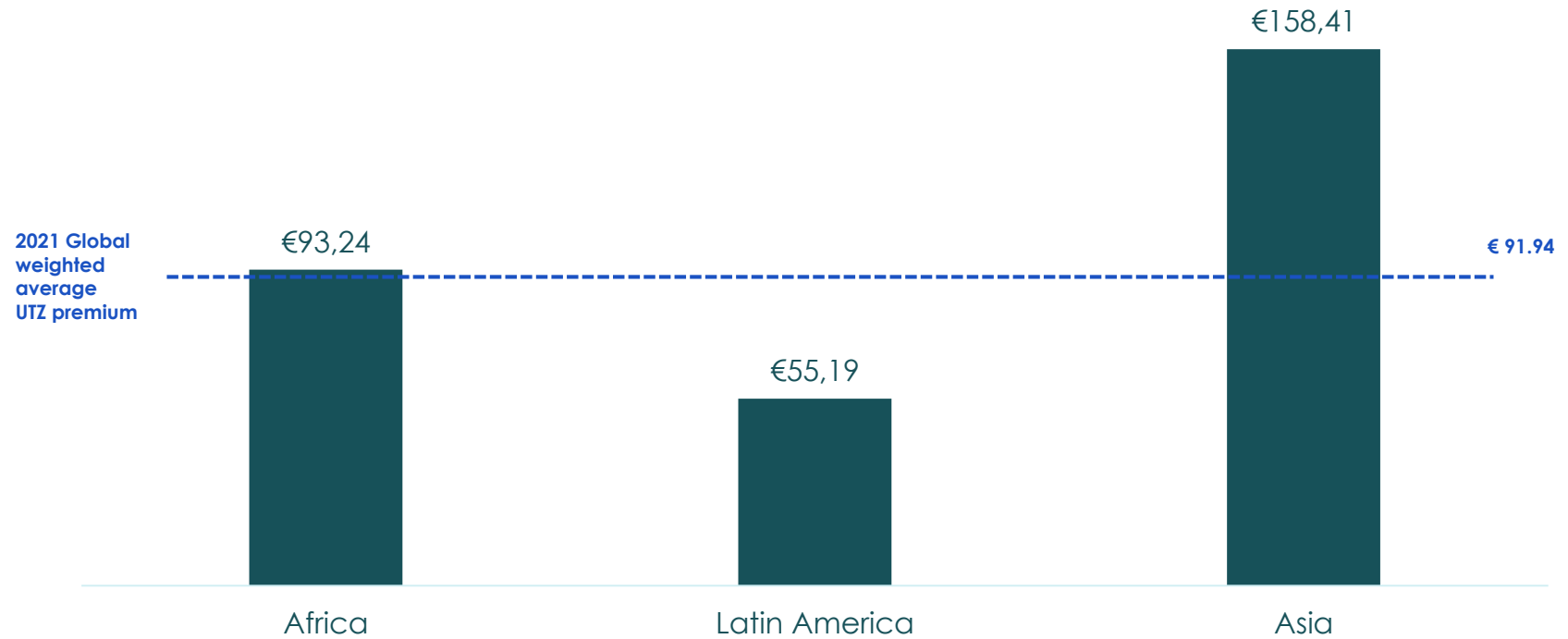
Average UTZ premium in EUR/MT



Globally, the UTZ cocoa premium has increased by 8%, reaching the highest average since 2017. Premium payments went up in all regions, with Asia Pacific leading (+5%), followed by Africa (+10%) and then Latin America (+7%).

Premium

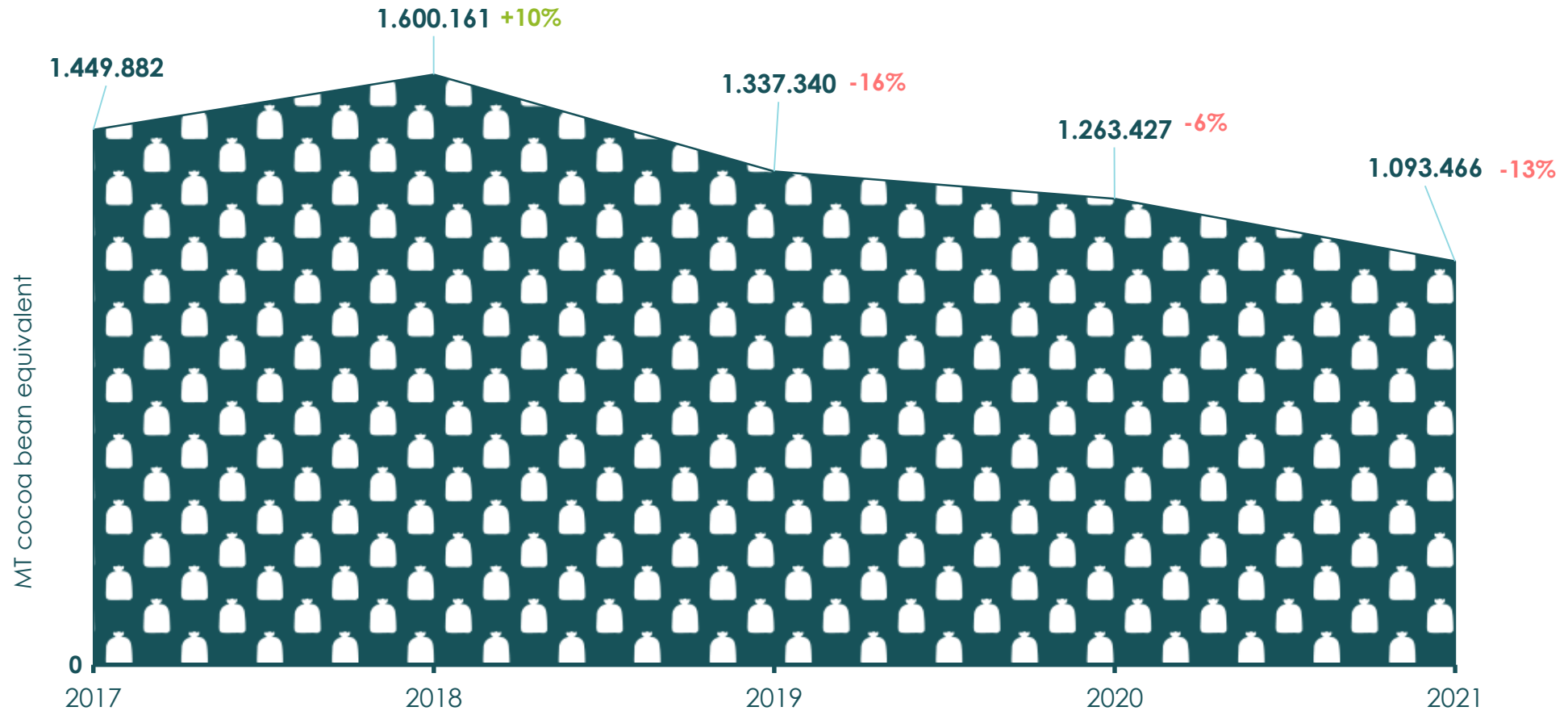
Average UTZ premium in EUR/MT



In 2021, the premium increased by 8%, the weighted average increased from € 85 in 2020 to almost € 92.

Estimated Production

Global estimated cocoa production



Globally, and similar to the certified area, the certified volume in the UTZ program dropped by 13% compared to 2020

Cocoa Certification Data Report 2021
UTZ program

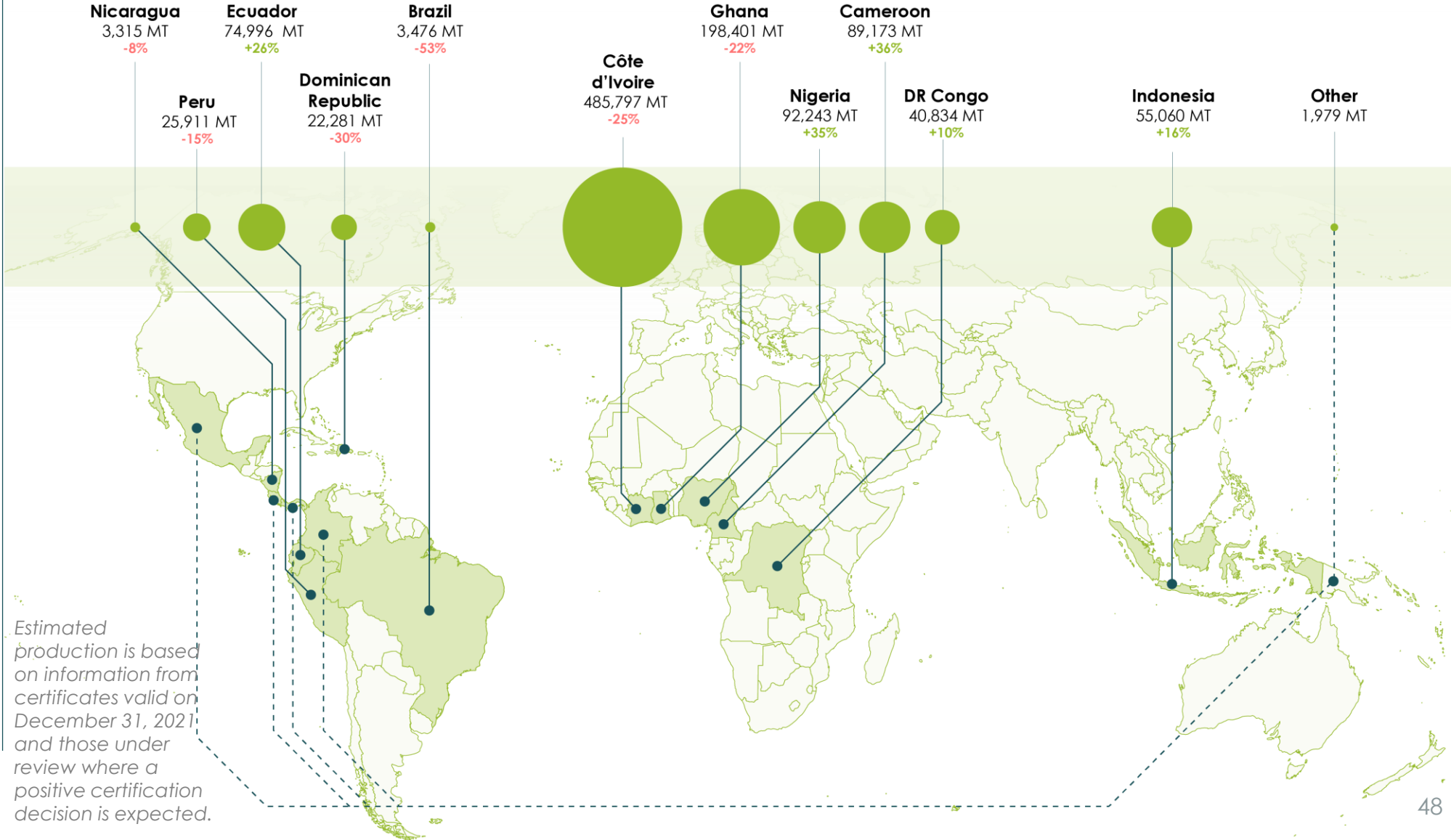
Estimated production is based on information from certificates valid on December 31, 2021 and those under review where a positive certification decision is expected.

Estimated production per origin

Africa is largely driving the global decrease of certified volume (-16%). 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.

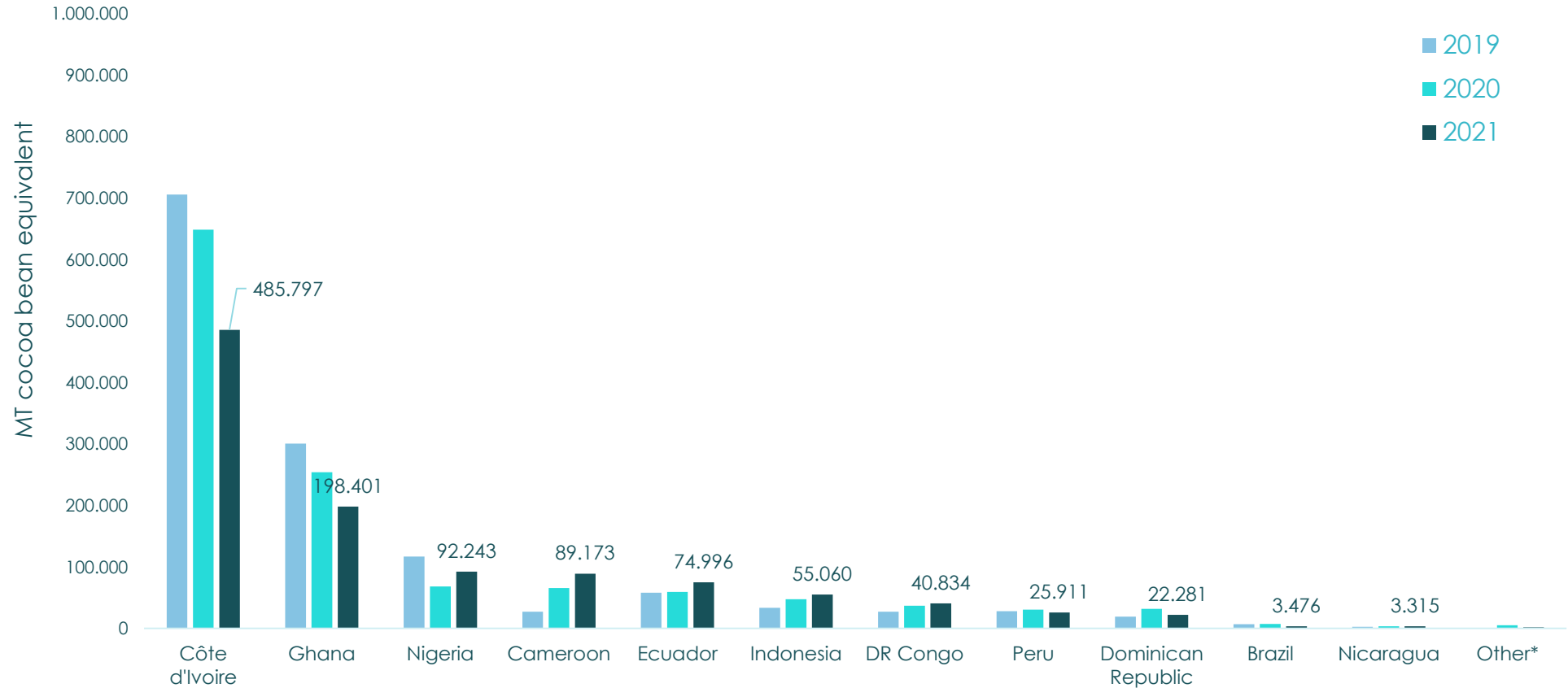
Latin America shows a 4% decrease, while there is an increase of 15% in Asia Pacific, driven mainly by Indonesia (+16%).

Cocoa Certification Data Report 2021
UTZ program



Estimated production is based on information from certificates valid on December 31, 2021, and those under review where a positive certification decision is expected.

Estimated production per origin



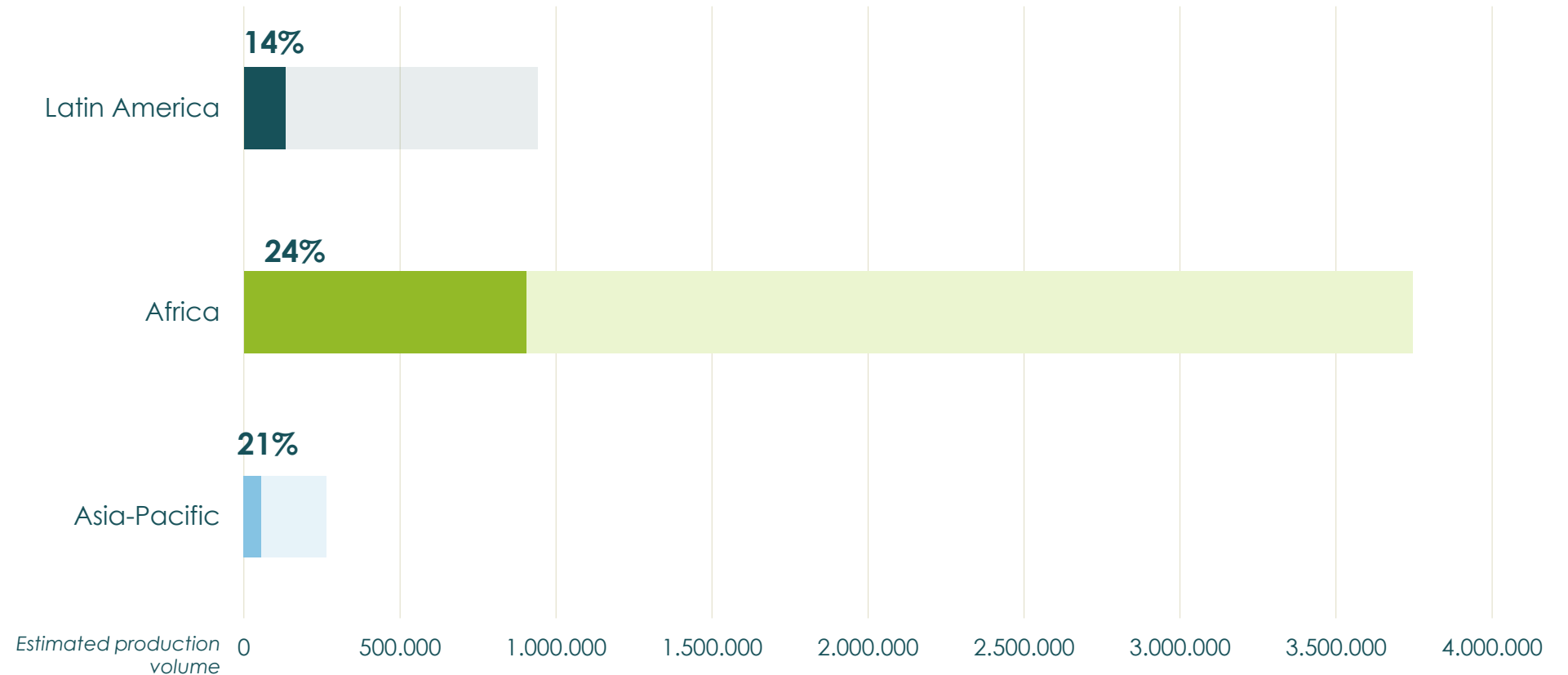
The top 3 countries remain the same as for 2020: Côte d'Ivoire (-25%), followed by Ghana (-22%) and Nigeria (+35%). Certified volume from Cameroon continued to grow, by 36%.

Cocoa Certification Data Report 2021
UTZ program

Estimated production is based on information from certificates valid on December 31, 2021 and those under review where a positive certification decision is expected.

*Other countries are Colombia, Costa Rica, Mexico, Panama, and Uganda

Production market share per region



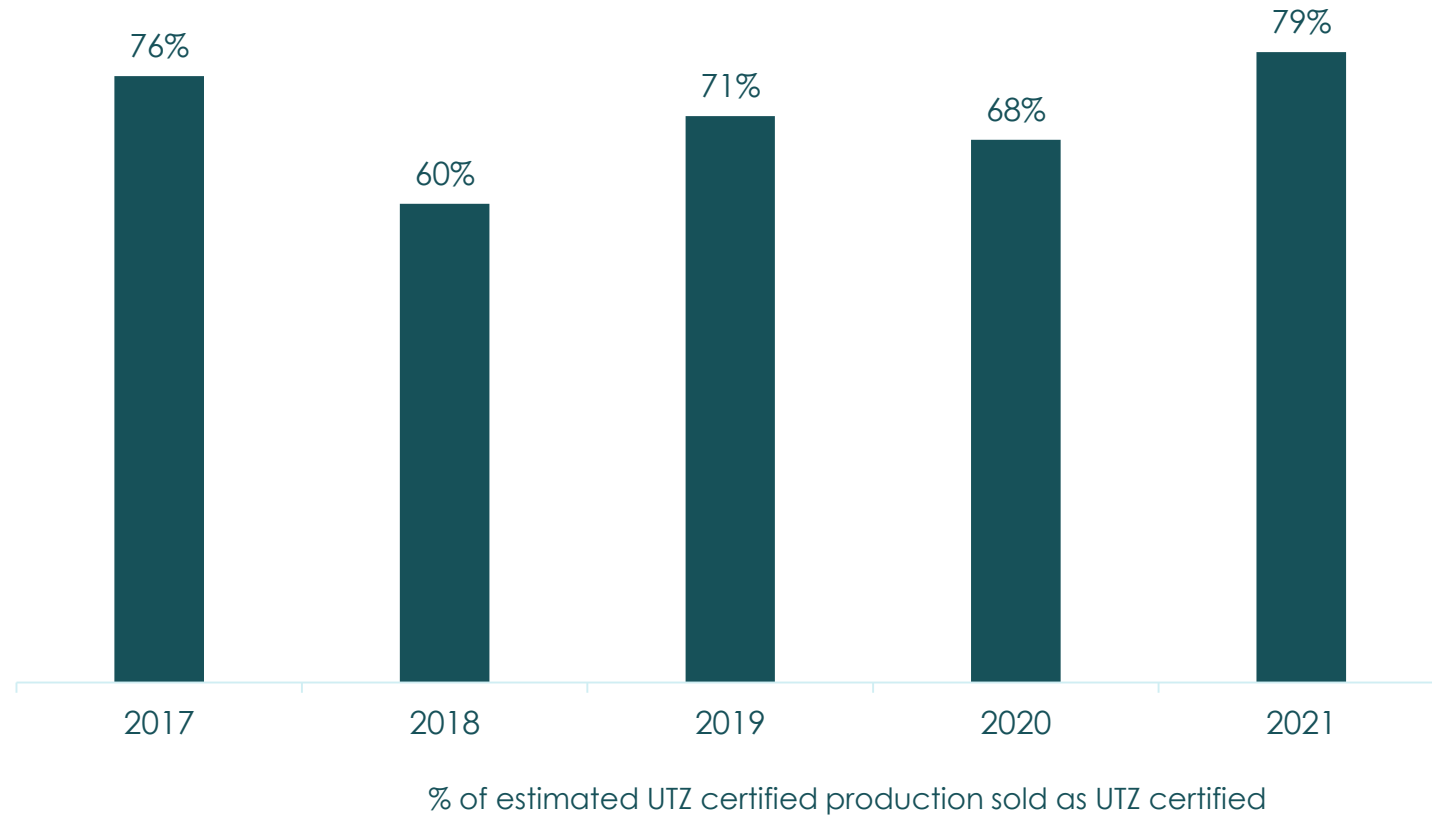
In 2021, of all cocoa produced globally 22% was UTZ certified.

On regional level, certified cocoa from Africa continued to have the highest production market share.

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

Supply and Demand ratio

Supply – Demand ratio



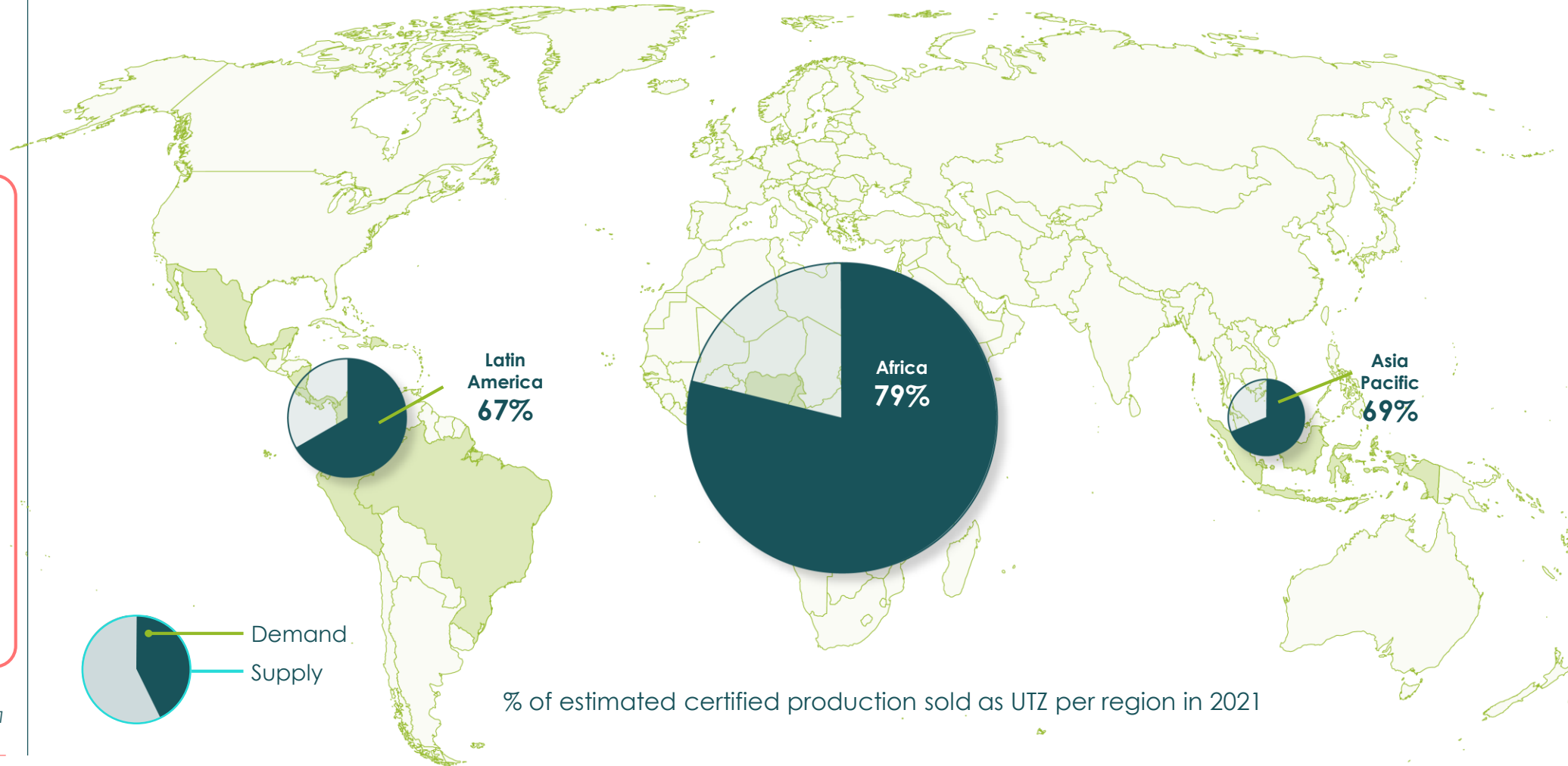
This is based on confirmed producer sales and estimated production on December 31, 2021.

Globally for the UTZ program, the estimated certified volume sold as certified went up by 13%, as a result of a steady demand and dropping supply.

Supply – Demand per region

In 2021, the global supply and demand ratio for the UTZ cocoa program showed an increase of 13% from 2020. The Supply/Demand ratio in Côte d'Ivoire continued to improve over time, at 91%, showing a positive effect of the risk-based approach of our cocoa certification program in the country.

Cocoa Certification Data Report 2021
UTZ program



This is based on confirmed producer sales and estimated production on December 31, 2021. It indicates an estimate, not an absolute number.

Multi-certification

Multi-certification



19%

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

2% Rainforest Alliance

13% Fairtrade

7% Organic

The most common combination of certifications in 2021 was UTZ-Fairtrade, followed by Organic.

Certification data

Estimated production (MT)

Country	2019	2020	2021
Global	1,337,340	1,263,427	1,093,466
Cameroon	27,283	65,623	89,173
Brazil	6,991	7,460	3,476
Côte d'Ivoire	706,072	648,955	485,797
Dominican Republic	19,359	31,652	22,281
DR Congo	27,189	36,979	40,834
Ecuador	58,139	59,477	74,996
Ghana	300,560	254,295	198,401
Indonesia	33,640	47,506	55,060
Nicaragua	2,778	3,608	3,315
Nigeria	116,958	68,221	92,243
Peru	28,092	30,570	25,911
Other*	881	5,165	1,979

Global sales (MT)

Country	2019	2020	2021
Global	943,436	862,063	843,492
Cameroon	31,947	42,394	80,699
Brazil	2,937	3,388	1,183
Côte d'Ivoire	573,038	501,519	442,515
Dominican Republic	2,338	7,068	8,984
DR Congo	20,293	20,615	6,587
Ecuador	40,074	47,770	57,078
Ghana	147,372	125,475	143,415
Indonesia	42,794	47,651	37,984
Nicaragua	1,141	1,547	1,698
Nigeria	60,383	45,238	43,554
Peru	16,986	16,490	19,467
Other*	2,691	1,917	328

*Other countries are Colombia, Costa Rica, Mexico, Panama, and Uganda

Number of farmers

	2019	2020	2021
Global	771,632	774,940	653,060
Africa	698,281	672,251	551,109
Asia / Pacific	53,514	78,047	78,501
Latin America	19,837	24,642	23,450

Number of workers (permanent & seasonal)

	2019	2020	2021
Global	22,799	24,542	20,785
Africa	14,476	13,578	12,404
Asia / Pacific	1,390	2,340	2,378
Latin America	6,933	8,624	6,003

Area (Hectare)

	2019	2020	2021
Global	2,541,054	2,405,874	2,043,873
Africa	2,372,039	2,180,922	1,821,880
Asia / Pacific	51,715	80,641	85,715
Latin America	117,300	144,311	136,278

RAINFOREST ALLIANCE