

Ministerio de Agricultura  
y Ganadería (MAG)



# COCOA

Theobroma cacao



**Product Profile No. 8**  
**May 2013**

**By: Inga. Guadalupe Navarrete**  
**Translation: Inga. Raquel Calderón**  
**Inteligencia de Mercado**

## 1. Product description

**Crop name:** Cocoa (Theobroma cacao)

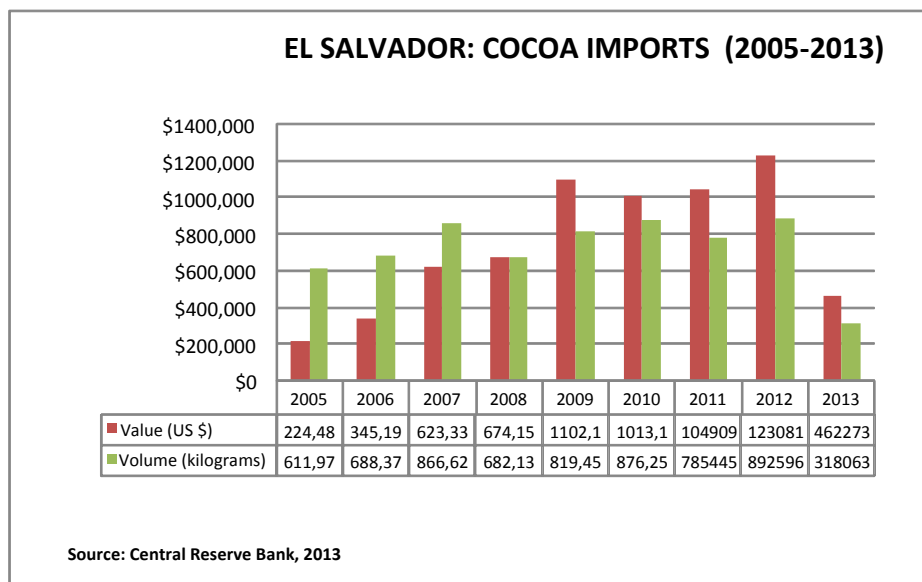
Cocoa is a plant native to the Americas belonging to the family of Sterculiaceae . Its seeds, after fermentation and roasting, yield cocoa and chocolate. Cocoa butter is extracted from the seed. The tree is grown throughout the wet lowland tropics, often in the shade of taller trees. Its thick trunk supports a canopy of large, leathery, oblong leaves. The small, foul-smelling, pinkish flowers are borne directly on the branches and trunk; they are followed by the fruit, or pods, each yielding 20–40 seeds, or cocoa beans.



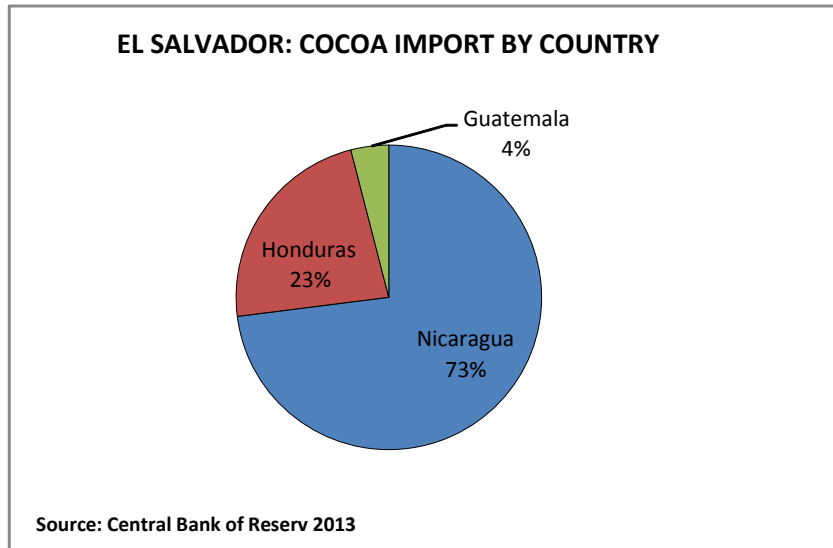
There are three varieties of cocoa, the best known is Forastero (Basic or bitter cocoa), which represents 90% of cocoa produced worldwide. It is found in Africa and Brazil. The second is the Criollo (Sweet Cocoa) which produces a fine and flavor cocoa, grown mainly in the Caribbean, Venezuela, New Guinea, West Indies and Sri Lanka. The last one, is a cross between Criollo and Forastero.

## 2. International Commerce

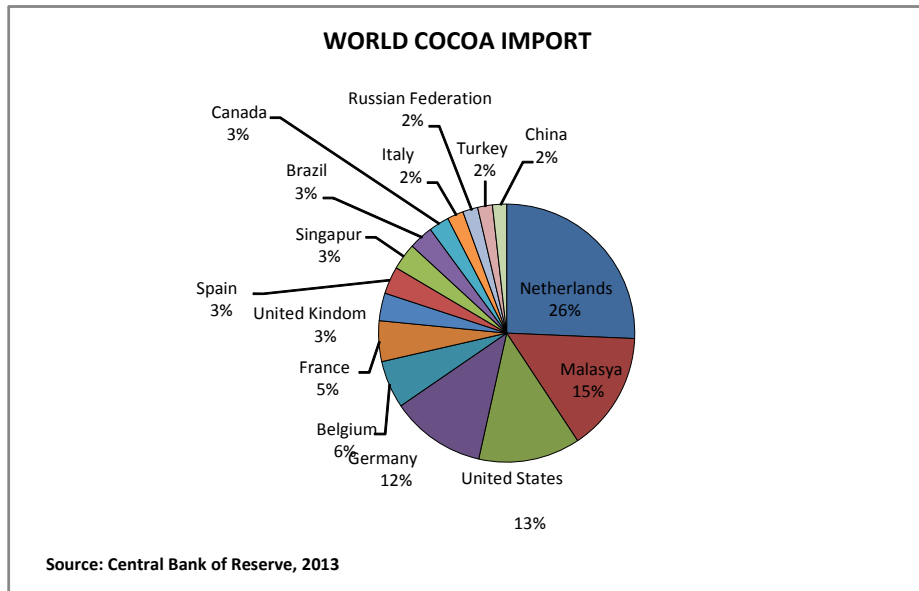
Cocoa trade indicates that domestic production does not supply local demand in El Salvador. The following chart shows an upward trend in the volume and value of the imported product.



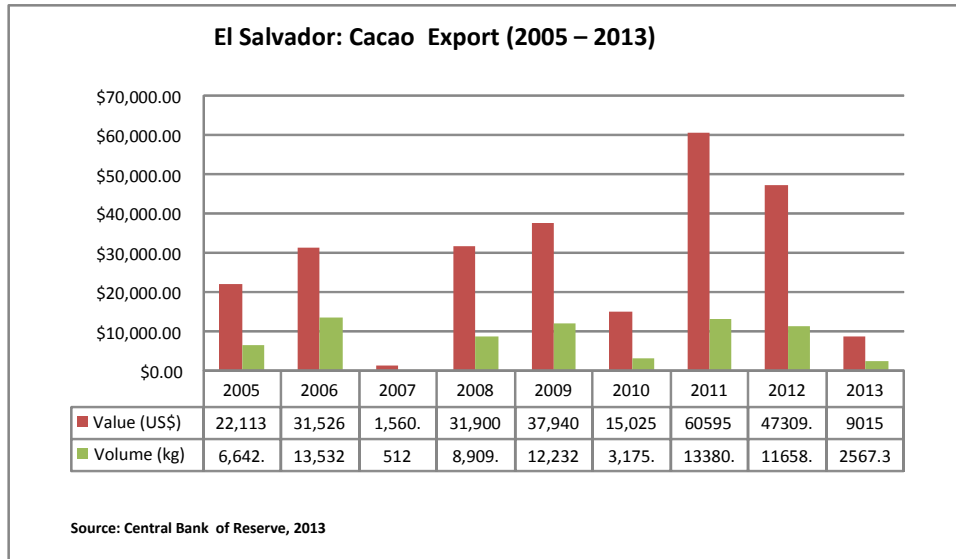
The main suppliers of cocoa to El Salvador are Nicaragua (70%), Honduras (23%) and Guatemala (4%) of the total volume of import by 2010



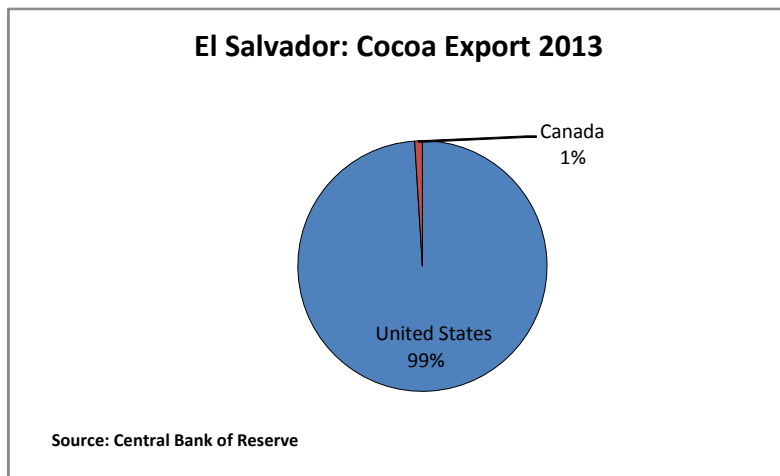
Globally six leading cocoa importing countries are identified, Netherlands 26%, Malaysia 15%, U.S. 13%, Germany 12%, Belgium 12% and France at 5% of total import.



The following graph shows a decline in on volume and value of domestic exports of cocoa.



By 2010, El Salvador cocoa exports were limited to the United States (99%) and Canada (1%).



### 3. Standards and Regulations for International Markets

Cocoa trade in international markets is generally in the form of beans, whole or broken, raw or roasted and butter. The Codex Alimentarius, provides standards that the product must meet

- 1- Standards for Cocoa Paste (liquor Cocoa / Chocolate).<sup>1</sup>
- 2- Standards for chocolate,<sup>2</sup>
- 3- Standard for cocoa butter<sup>3</sup>

<sup>1</sup> [http://www.codexalimentarius.net/download/standards/69/CXS\\_141s.pdf](http://www.codexalimentarius.net/download/standards/69/CXS_141s.pdf)

<sup>2</sup> [http://www.codexalimentarius.net/download/standards/67/CXS\\_087s.pdf](http://www.codexalimentarius.net/download/standards/67/CXS_087s.pdf)

<sup>3</sup> [http://www.codexalimentarius.net/download/standards/66/CXS\\_086s.pdf](http://www.codexalimentarius.net/download/standards/66/CXS_086s.pdf)

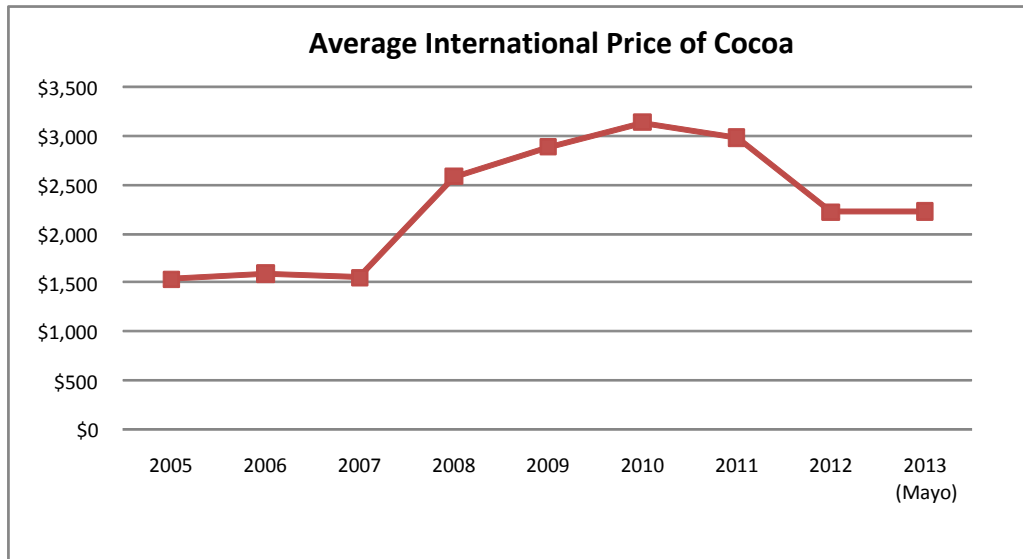
## International Prices

Cocoa Average Price (Year/Ton)

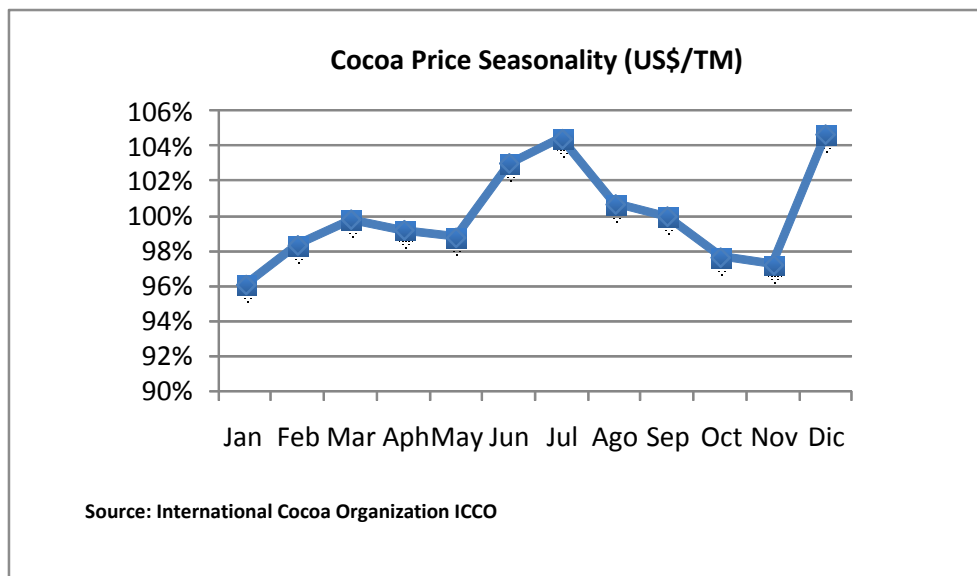
Year	2005	2006	2007	2008	2009	2010	2011	2012	2013
Average Price	1538.08	1590.7192	1952.189	2580.77	2888.7425	3132.9875	2980.0467	2218.7858	2230.2475

Source: International Cocoa organization ICCO (<http://www.icco.org/>)

The following chart shows the changes in international cocoa prices.



According to ICCO cocoa price experience above average increases from June, reaching the best prices in the month of July and December.

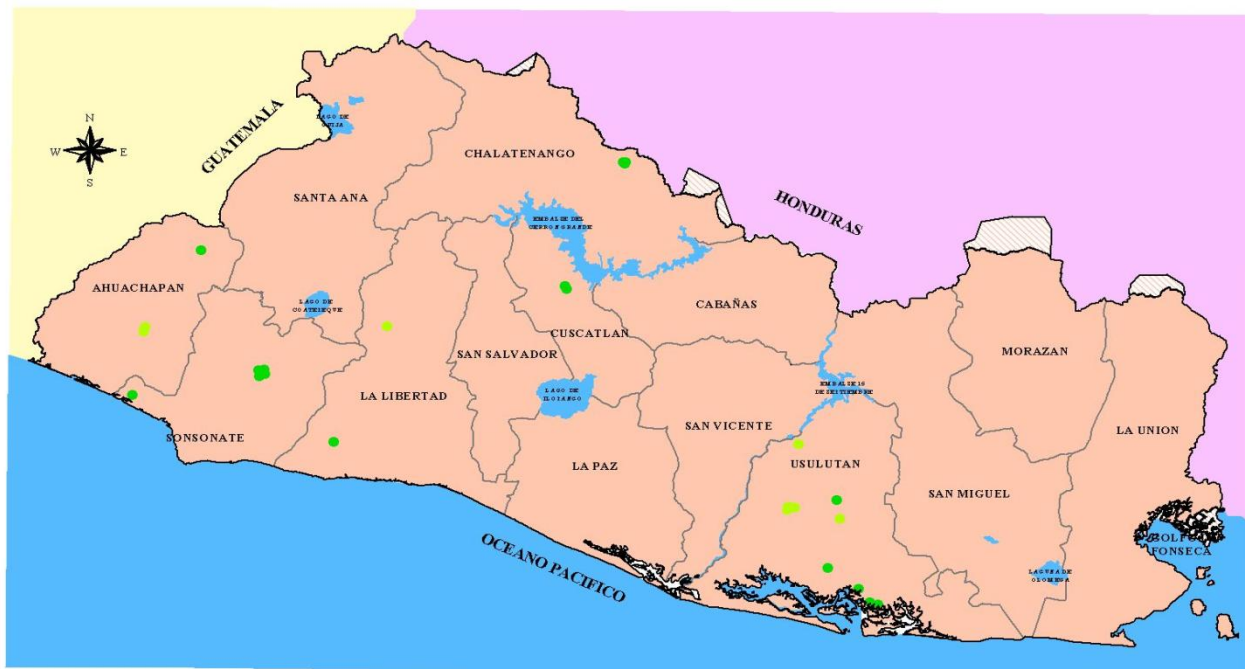


## 4. Domestic Production and Territories

According to the IV Agricultural Census 2007-2008 data, El Salvador has a total planted area of 638.51 Mz, a yield of 5,825 QQ / Mz and 42 farmers distributed in the following areas

Number of farmers	Country Area
4	Santa Ana
6	Sonsonate
1	La libertad
1	Cuscatlán
2	La Paz
6	San Vicente
5	Usulután
1	San Miguel
6	Morazan

### Geographic Distribution of Cocoa Producers



DISTRIBUCION GEOGRAFICA DE PRODUCTORES DE CACAO  
 EL SALVADOR 2010

LEYENDA  
 ▲ LIMITE DEPARTAMENTAL  
 ▲ LIMITE NACIONAL  
 ▲ LIMITE CUERPOS DE AGUA  
 ● PRODUCTORES DE CACAO  
 ● CULTIVO  
 ● PLANTIA  
 ■ LAGOS Y EMBALSES



ESCALA: 1:1,000,000  
 10 0 10 20 30 Kilometers  
 DIRECCION GENERAL DE ECONOMIA AGROPECUARIA  
 UNIDAD DE INFORMACION GEOGRAFICA

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