

COCOA

VALUE CHAIN FACT SHEET

FROM TANZANIA TO THE WORLD

**A Comprehensive over view
of Tanzania's Cocoa sector**



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Production & Overview

Cocoa is an important cash crop produced by approximately 25,000 - 30,000 households (equating to almost 100,000 people) in Tanzania, mostly on small farms of 1-3 acres, largely organic and intercropped with banana. Annual output currently ranges from 14,000 - 16,000 tonnes, placing Tanzania 18th globally with potential to rise once challenges are addressed.

Productivity & Profitability

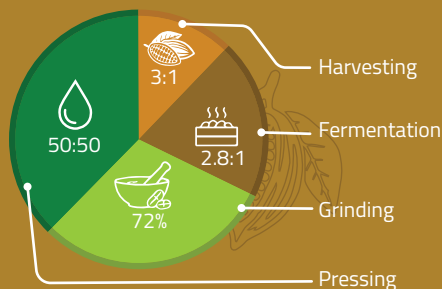
Indicator	GAP CocoaFarm	Non-GAP Farm
Establishment Cost	TSh6.7M	TSh 4.2M
Yield/acre (Year 3)	600-650 kg	300-350 kg
Net Income (Year 3)	TSh 3.0-4.3M	TSh 2.2-2.7M
Break-even Year	Year 4	Year 5

Note: GAP practices nearly double productivity with faster investment recovery despite higher upfront cost.

Cocoa — Conversion Rates

Stage	Input-Output	Ratio
Harvesting	1,000 kg pods — 330 kg wet beans	3:1
Fermentation	330 kg wet — 118 kg dried beans	2.8:1
Grinding	118 kg beans — 85 kg liquor	72%
Pressing	85 kg — 42.5 kg butter + cake	50:50

Pie Chart showing Cocoa Conversion rates



Key Players in Value Chain

Stage	Input-Output
Farming	Smallholder farmers (1-3 hectares, 99% of production)
Processing	Livy Africa, Chocolate Mamas, Ivory Iringa
Exportation	Koko Kamil, Hai Ltd, ESCO, Olam, Bioland, Mohamed Enterprises,
Support	CPB, TMX, TAR, TCDC



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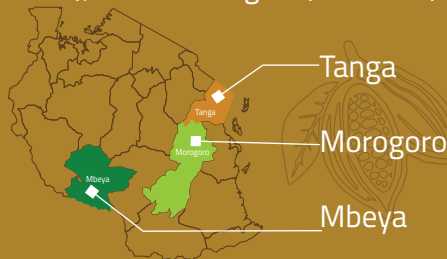


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Production Practices

Key Growing Regions

Mbeya (Kyela and Rungwe), Morogoro (Mvomero, Mlimba and Ifakara), and Tanga (Marimba).



Harvest season

Starts in late May, peaks in June-July, and ends in September, depending on the ecology of the area.

Cocoa Species & Production systems

Species:

Forastero, Criollo, and Trinitario (mixed varieties are common).

Systems:

Traditional, low-input system with intercropping and natural pest control from neem and aloe vera. Average productivities 540 kg/acre/year, with potential to reach 650 kg under improved practices.

Cocoa Processing

Primary processing

After harvesting, cocoa undergoes fermentation (5-7 days) for flavor development, followed by sun-drying (5-10) days) to reduce moisture and prevent mold

Secondary & Tertiary Processing

Only 10% of Cocoa is processed locally by small-scale processors (Mababu Chocolate - Livy Africa, Chocolate Mamas, Ivory Iringa). The remaining 90% is large scale processed

Export Profile

In 2023, Tanzania exported 12,162 tonnes of cocoa beans worth Secondary. US\$39.0 million. Main destinations: Indonesia (4,532t, \$14.0M), Malaysia (3,751t, \$12.7M), and Netherlands (2,726t, \$9.0M). Tanzania's exports currently exceed estimated potential (\$37M), but \$19M in unrealized potential remains across untapped markets.



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INVESTMENT OPPORTUNITIES

Organic & Traceable Cocoa Production:



Growing global demand for organic cocoa; develop medium-scale estates with outgrower schemes

Processing Equipment:



Support small/medium processors with equipment and working capital bundled with technical assistance

Post-Harvest Infrastructure:



Investment in warehouses, solar dryers, fermentation facilities

PPP Infrastructure:



Public investment in roads, electricity, water supplies in cocoa-producing areas



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