



COCOA VALUE CHAIN FACT SHEET

FROM TANZANIA TO THE WORLD

A Comprehensive Overview 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.

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



Productivity & Profitability

Indicator	GAP Cocoa Farm	Non-GAP Farm
Establishment Cost	TSh 6.7M	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

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	Kokoa Kamili, Hai Ltd, ESCO, Bioland, Olam, Mohamed Enterprises,
Support	CPB, TMX, TARI, TCDC

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

Production Practices

Key Growing Regions
Mbeya (Kyeila 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 productivity is 540 kg/acre/year, with potential to reach 650 kg under improved practices.



Cocoa Processing

Primary Processing

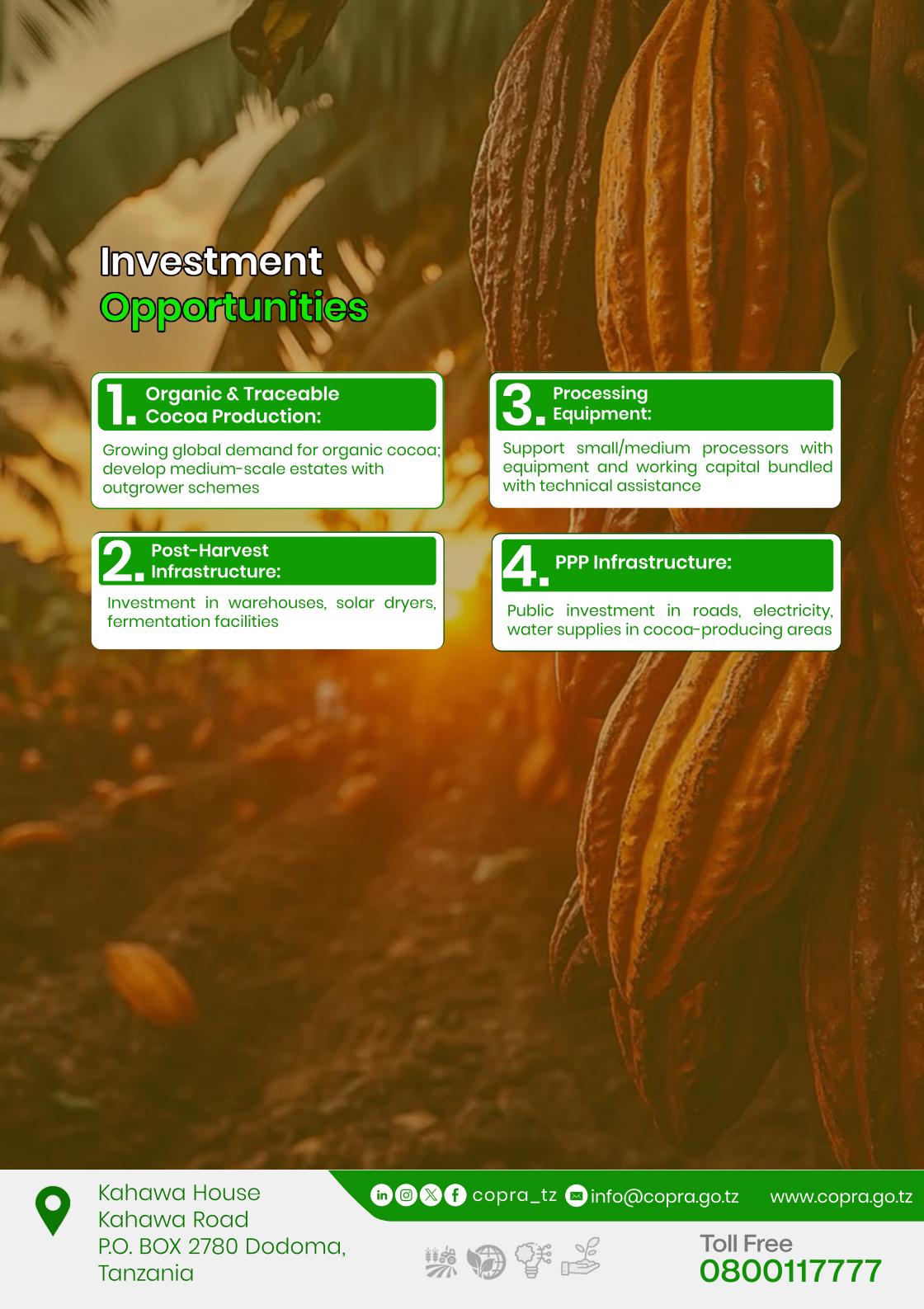
After harvesting, cocoa undergoes fermentation (5-7 days) for flavor development, followed by sun-drying (5-10 days) to reduce moisture and prevent mold.

Export Profile

In 2023, Tanzania exported 12,162 tonnes of cocoa beans worth 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.

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%



Investment Opportunities

1. Organic & Traceable Cocoa Production:

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

3. Processing Equipment:

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

2. Post-Harvest Infrastructure:

Investment in warehouses, solar dryers, fermentation facilities

4. PPP Infrastructure:

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



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