PRESS RELEASE

Cocoa prices fall sharply as the festive season approaches

Japan, 4th December 2025 – The fall in cocoa prices has accelerated, with a 45% drop since the beginning of the year. This decline in prices began in January.

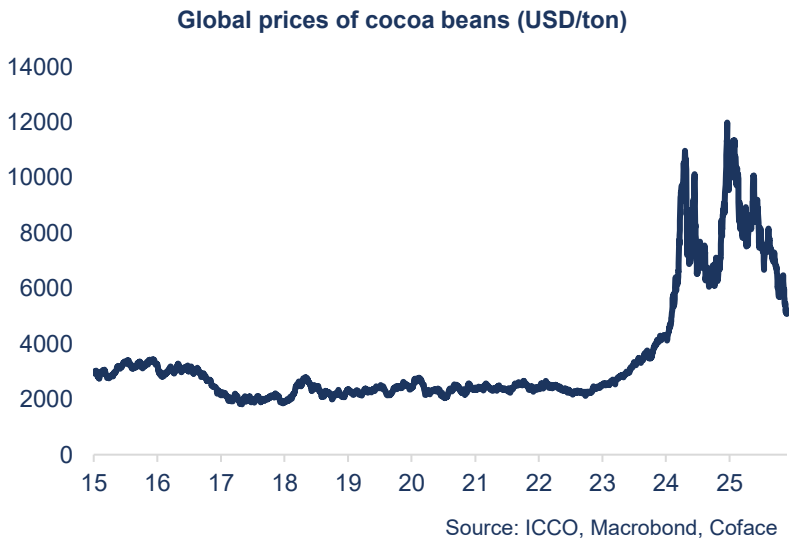
Key figures :

- **45% = fall in cocoa prices since January 2025**
- **$5,000 = current price of a ton of cocoa**
- **60% = share of Ivory Coast and Ghana in global cocoa production**

'*After two years of tension, the current correction is bringing cocoa prices back to more rational levels. But it would be illusory to talk about normalization: the sector remains fragile due to structural constraints and a very high geographical concentration of bean production.*' Simon Lacoume, sector economist.

A market in the midst of correction

After reaching nearly $12,000/ton at the end of 2024, cocoa is now trading at around **$5,000/ton**, a drop of more than **50%** in one year. This sharp decline can be explained by two factors: optimistic harvest forecasts in **Côte d'Ivoire** and the end of speculation that had fueled the price surge in 2024. Despite this decline, prices remain twice as high as their 2012-2022 average ($2,525/ton).



Persistent structural tensions

Although the effects of El Niño and the swollen shoot virus[1] have subsided, the supply deficit remains, and the problems of 2024 persist. Plantations are ageing, investment remains too limited, and production is highly concentrated geographically. Côte d'Ivoire and Ghana together account for nearly **60%** of global production, rising to **70%** if we include the rest of West Africa. The cocoa sector is therefore extremely vulnerable to any disruption in supply from this region.

Robust global demand

Chocolate consumption continues to grow, driven by Asia and the premium segments. Ethical, organic and low-sugar chocolates are gaining ground, as is certified cocoa (Fairtrade, Rainforest Alliance). At the same time, producing countries such as Côte d'Ivoire and Ghana are seeking to increase the share of domestic grinding to capture more value.

Sustainability and diversification

West Africa remains dominant, but Latin America, particularly Ecuador, aims to overtake Ghana by 2027, targeting **650,000 tons** of cocoa produced per year. Traceability initiatives imposed by the EU and the Reference Price for a Decent Income (PRRD) mechanism put in place by the Ghanaian and Ivorian governments – setting a minimum producer price (farm gate price) of **$3,408/ton in Ghana** and **$2,650/ton in Côte d'Ivoire**[2] – are simultaneously increasing pressure for a sustainable and transparent supply chain.

[1] A viral disease of the cocoa tree that is endemic in West Africa.

[2] PRRD differentials apply when the farm gate prices set by COCOBOD and the Coffee and Cocoa Board respectively are lower than the reference price.

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ISIN Code: FR0010667147 / Mnemonic: COFA Y

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