

## Chocolate Exports Bring US\$ 132 Million to Brazil

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Monday, 02 June 2008

Chocolate exports from Brazil to Arab countries have increased by 50% this year. Sales rose from 141.3 tons between January and April last year to 210.4 tons in the same period this year. In terms of revenues, exports grew at a higher rate - 69% -, from US\$ 326,800 to US\$ 552,300.

"The Arab market is important for us, we need further effort on it," says the executive director at the Brazilian Chocolate, Cocoa & Confectionery Manufacturers Association (Abicab), Clara Singer.

According to her, the organization plans to hold actions in the region, such as participating in trade fairs, in order to increase export volumes.

The Arab country that purchased the most chocolate from Brazil in the first four months this year was Yemen, 76.6 tons, the equivalent to US\$ 225,000. The second largest buyer was Egypt, 29.8 tons and US\$ 114,500. The United Arab Emirates ranked third, having bought 30.8 tons of Brazilian chocolate, equivalent to US\$ 81,200.

Libya, Mauritania, Morocco, Jordan, Bahrain, Sudan and Lebanon also imported chocolate from Brazil up to April this year. The figures mentioned above also include powdered cocoa exports, but those answered to just US\$ 2,300 of the total, according to data from the Brazilian Ministry of Development, Industry and Foreign Trade.

In Yemen and the Emirates, for example, chocolates of the Brazilian brand Garoto can be found on the shelves of supermarkets and groceries. According to Clara, of the Abicab, the organization wants to involve the segment in a trade fair in the region that targets the Arab market as a whole.

Last year, national exports of chocolate remained stable and generated revenues of US\$ 132 million, according to figures supplied by the Abicab.

According to Clara, Brazil is capable of exporting more. Last year, according to her, foreign sales were affected by the appreciation of the Brazilian real against the dollar.

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