

## Bulk Cocoa Market Size, Trends, Analysis, and Outlook By Product (Cocoa Liquor, Cocoa Butter, Cocoa Powder), By Application (Confectionery, Food and Beverage, Others), By Channel (Direct Sales, Distribution Channel), by Country, Segment, and Companies, 2024-2032

https://marketpublishers.com/r/B2E6F8A7BD52EN.html

Date: October 2024

Pages: 190

Price: US\$ 3,582.00 (Single User License)

ID: B2E6F8A7BD52EN

### **Abstracts**

Global Bulk Cocoa Market Size is valued at \$XX Million in 2024 and is forecast to register a growth rate (CAGR) of 4.5% to reach \$XX Million by 2032.

The bulk cocoa market is driven by the growing demand for chocolate and cocoa-based products across the confectionery, bakery, and beverage industries. Over the forecast period, ethical sourcing and sustainability initiatives will play a critical role, as consumers seek responsibly sourced, fair-trade cocoa. Additionally, innovations in dark chocolate and cocoa-rich health products, such as protein bars and beverages, will drive demand for high-quality, bulk cocoa.

Bulk Cocoa Market Drivers, Trends, Opportunities, and Growth Opportunities

The comprehensive report presents unique market trends and challenges shaping the outlook for industry stakeholders. The Future of Bulk Cocoa survey report provides the market size outlook across types, applications, and segments globally and regionally. It also offers data-driven insights and actionable recommendations for companies in the Bulk Cocoa industry.

Key market trends defining the global Bulk Cocoa demand in 2025 and Beyond



The Bulk Cocoa industry remains an attractive hub for both domestic and global vendors. As we enter 2025, demand from end-user sectors, changes in consumption patterns, new product launches, and widening distribution channels will play major roles.

Bulk Cocoa Market Segmentation- Industry Share, Market Size, and Outlook to 2032

Rising demand for diverse products and applications fuels the increased investments in niche segments. Leading companies focus on generating a large share of their future revenue growth by expanding into these niche segments. The report presents a market size outlook across segments, supporting companies scaling up production with a focus on potential countries.

Key strategies adopted by companies within the Bulk Cocoa industry

Leading Bulk Cocoa companies are boosting investments to capitalize on untapped potential and future possibilities across niche market segments and surging demand conditions. In particular, companies that leverage advanced technologies to achieve operational excellence are set to gain significant revenues. The report details the key strategies adopted by the top 10 Bulk Cocoa companies.

Bulk Cocoa Market Study- Strategic Analysis Review

The market research report dives deep into qualitative factors shaping the market, empowering you to make informed decisions.

- Industry Dynamics: Porter's Five Forces analysis to understand bargaining power, competitive rivalry, and threats that impact long-term strategy formulation.
- Strategic Insights: Provides valuable perspectives on key players and their approaches based on comprehensive strategy analysis.
- Internal Strengths and Weaknesses: Develop targeted strategies to leverage strengths, address weaknesses, and capitalize on market opportunities.
- Future Possibilities: Prepare for diverse outcomes with in-depth scenario analysis. Explore potential market disruptions, technology advancements, and economic changes.



Bulk Cocoa Market Size Outlook- Historic and Forecast Revenue in Three Cases

The Bulk Cocoa industry report provides a detailed analysis and outlook of revenue generated by companies from 2018 to 2023. With actual data for 2023, the report forecasts the market size outlook from 2024 to 2032 in three scenarios: low case, reference case, and high case.

Bulk Cocoa Country Analysis and Revenue Outlook to 2032

The report analyzes 22 countries worldwide, including key driving forces and market size outlook from 2021 to 2032. Additionally, it includes region analysis across Asia Pacific, Europe, the Middle East, Africa, North America, and South America. For each region, the market size outlook by segments is forecast for 2032.

North America Bulk Cocoa Market Size Outlook- Companies plan for focused investments in a changing environment

The US remains the market leader in North America, driven by a large consumer base, well-established providers, and strong infrastructure. Leading companies focus on new product launches in a changing environment. The US GDP is expected to grow from \$28,781.1 Billion in 2024 to \$36,621 Billion in 2030, driving demand for various Bulk Cocoa market segments. Similarly, strong market demand encourages Canadian Bulk Cocoa companies to invest in niche segments. Mexico's investment in technological advancements positions it for significant market expansion.

Europe Bulk Cocoa Market Size Outlook- Companies investing in assessing consumers, categories, competitors, and capabilities.

The German Bulk Cocoa industry remains the major market for companies in the European Bulk Cocoa industry with consumers in Germany, France, the UK, Spain, Italy, and others anticipated to register a steady demand throughout the forecast period, driving the overall market prospects. In addition, the proactive approach of vendors in identifying and leveraging new growth prospects positions the European Bulk Cocoa market fostering both domestic and international interest. Leading brands operating in the industry are emphasizing effective marketing strategies, innovative product offerings, and addressing niche consumer segments.

Asia Pacific Bulk Cocoa Market Size Outlook- an attractive hub for opportunities for both local and global companies



The increasing pool of consumer base, robust consumption expenditure, and increasing investments in manufacturing drive the demand for Bulk Cocoa in Asia Pacific. In particular, China, India, and South East Asian Bulk Cocoa markets present a compelling outlook for 2032, attracting both domestic and multinational vendors seeking growth opportunities. Similarly, with a burgeoning population and a rising middle class, India offers a vast consumer market. Japanese and Korean companies are quickly aligning their strategies to navigate market changes, explore new markets, and enhance their competitive edge. Our report utilizes in-depth interviews with industry experts and comprehensive data analysis to provide a comprehensive outlook of 6 major countries in the APAC region.

Latin America Bulk Cocoa Market Size Outlook- Continued urbanization and rising income levels

Rising income levels contribute to higher purchasing power among consumers, spurring consumption and creating opportunities for market expansion. Continued urbanization and rising income levels are expected to sustainably drive consumption growth in the medium to long term.

Middle East and Africa Bulk Cocoa Market Size Outlook- continues its upward trajectory across segments.

Robust demand from Middle Eastern countries including Saudi Arabia, the UAE, Qatar, Kuwait, and other GCC countries supports the overall Middle East Bulk Cocoa market potential. Fuelled by increasing consumption expenditure of individuals and growing population drive the demand for Bulk Cocoa.

#### **Bulk Cocoa Company Profiles**

The global Bulk Cocoa market is characterized by intense competitive conditions with leading companies opting for aggressive marketing to gain market shares. The report presents business descriptions, SWOT analysis, growth strategies, and financial profiles. The leading companies included in the study are Alpezzi Chocolate, Barry Callebaut AG, Blommer Chocolate Company, Cargill, Incorporated, C?moi Chocolatier, Ferrero Group, Foley's Candies LP, FUJI Oil Holdings Inc., Ghirardelli Chocolate Company, Guittard Chocolate Company, Irca S.p.A., Kerry Group plc, Mars, Incorporated, Nestl? S.A., Olam International Limited, Puratos Group NV, Republica Del Cacao, TCHO Ventures, Inc., The Hershey Company, Valrhona SAS.



Recent Bulk Cocoa Market Developments

The global Bulk Cocoa market study presents recent market news and developments including new product launches, mergers, acquisitions, expansions, product approvals, and other updates in the industry.

Bulk Cocoa Market Report Scope

Parameters: Revenue, Volume Price

Study Period: 2023 (Base Year); 2018- 2023 (Historic Period); 2024- 2032 (Forecast Period)

Currency: USD; (Upon request, can be provided in Euro, JPY, GBP, and other Local Currency)

**Qualitative Analysis** 

**Pricing Analysis** 

Value Chain Analysis

**SWOT Profile** 

Market Dynamics- Trends, Drivers, Challenges

Porter's Five Forces Analysis

Macroeconomic Impact Analysis

Case Scenarios- Low, Base, High

Market Segmentation:

By Product

Cocoa Liquor



Cocoa Butter		
Cocoa Powder		
By Application		
Confectionery		
Food and Beverage		
Others		
By Channel		
Direct Sales		
Distribution Channel		
Geographical Segmentation:		
North America (3 markets)		
Europe (6 markets)		
Asia Pacific (6 markets)		
Latin America (3 markets)		
Middle East Africa (5 markets)		
Companies		
Alpezzi Chocolate		
Barry Callebaut AG		

Bulk Cocoa Market Size, Trends, Analysis, and Outlook By Product (Cocoa Liquor, Cocoa Butter, Cocoa Powder), B...

Blommer Chocolate Company



Cargill, Incorporated

C?moi Chocolatier		
Ferrero Group		
Foley's Candies LP		
FUJI Oil Holdings Inc.		
Ghirardelli Chocolate Company		
Guittard Chocolate Company		
Irca S.p.A.		
Kerry Group plc		
Mars, Incorporated		
Nestl? S.A.		
Olam International Limited		
Puratos Group NV		
Republica Del Cacao		
TCHO Ventures, Inc.		
The Hershey Company		
Valrhona SAS		
Formats Available: Excel, PDF, and PPT		



### **Contents**

#### **CHAPTER 1: EXECUTIVE SUMMARY**

- 1.1 Study Scope
- 1.2 Market Definition
- 1.3 Report Guide
  - 1.3.1 Country Coverage
  - 1.3.2 Companies Profiled
  - 1.3.3 Study Period: 2018 to 2023 and 2024 to 2032
  - 1.3.4 Units
- 1.4 Abbreviations

#### **CHAPTER 2. BULK COCOA MARKET OVERVIEW- 2025**

- 2.1 An Introduction to the Global Bulk Cocoa Markets
- 2.2 Key Statistics
- 2.3 Region Benchmarking, 2024
- 2.4 Country Positioning Matrix, 2024

#### **CHAPTER 3. STRATEGIC ANALYSIS REVIEW**

- 3.1 Bulk Cocoa Industry Stakeholders
- 3.2 Value Chain Analysis
- 3.3 Porter's Five Forces Analysis
- 3.4 SWOT Profile
- 3.5 Recent Market Developments

#### **CHAPTER 4. IMPACT ANALYSIS AND SCENARIO FORECASTS**

- 4.1 Russia-Ukraine Conflict Analysis
- 4.2 COVID-19: Post Pandemic Recovery Analysis
- 4.3 US Inflation and Sluggish Growth in China
- 4.4 Focus on Sustainability
- 4.5 Low Growth Case Scenario: Global Bulk Cocoa Market Outlook to 2032
- 4.6 Reference Case Scenario: Global Bulk Cocoa Market Outlook to 2032
- 4.7 High Growth Case Scenario: Global Bulk Cocoa Market Outlook to 2032

#### **CHAPTER 5: BULK COCOA MARKET DYNAMICS**



- 5.1 Key Bulk Cocoa Market Trends
- 5.2 Potential Bulk Cocoa Market Opportunities
- 5.3 Key Market Challenges

# CHAPTER 6: GLOBAL BULK COCOA MARKET ANALYSIS AND OUTLOOK TO 2032

6.1 Global Market Outlook by Segments, 2021 to 2032

6.2 Product

Cocoa Liquor

Cocoa Butter

Cocoa Powder

Application

Confectionery

Food and Beverage

Others

Channel

**Direct Sales** 

Distribution Channel

6.3 Global Market Outlook by Region, 2021 to 2032

# CHAPTER 7: NORTH AMERICA BULK COCOA MARKET ANALYSIS AND OUTLOOK TO 2032

7.1 North America Market Outlook by Segments, 2021- 2032

7.2 Product

Cocoa Liquor

Cocoa Butter

Cocoa Powder

Application

Confectionery

Food and Beverage

Others

Channel

**Direct Sales** 

Distribution Channel

7.3 North America Market Outlook by Country, 2021- 2032

7.3.1 United States Bulk Cocoa Market Size Forecast, 2021- 2032



- 7.3.2 Canada Bulk Cocoa Market Size Forecast, 2021-2032
- 7.3.3 Mexico Bulk Cocoa Market Size Forecast, 2021-2032

# CHAPTER 8: EUROPE BULK COCOA MARKET ANALYSIS AND OUTLOOK TO 2032

- 8.1 Europe Market Outlook by Segments, 2021- 2032
- 8.2 Product

Cocoa Liquor

Cocoa Butter

Cocoa Powder

Application

Confectionery

Food and Beverage

Others

Channel

**Direct Sales** 

Distribution Channel

- 8.3 Europe Market Outlook by Country, 2021- 2032
  - 8.3.1 Germany Bulk Cocoa Market Size Forecast, 2021-2032
  - 8.3.2 France Bulk Cocoa Market Size Forecast, 2021-2032
  - 8.3.3 United Kingdom Bulk Cocoa Market Size Forecast, 2021- 2032
  - 8.3.4 Spain Bulk Cocoa Market Size Forecast, 2021-2032
  - 8.3.5 Italy Bulk Cocoa Market Size Forecast, 2021-2032
  - 8.3.6 Russia Bulk Cocoa Market Size Forecast, 2021- 2032
- 8.3.7 Rest of Europe Bulk Cocoa Market Size Forecast, 2021- 2032

# CHAPTER 9: ASIA PACIFIC BULK COCOA MARKET ANALYSIS AND OUTLOOK TO 2032

- 9.1 Asia Pacific Market Outlook by Segments, 2021-2032
- 9.2 Product

Cocoa Liquor

Cocoa Butter

Cocoa Powder

Application

Confectionery

Food and Beverage

Others



#### Channel

**Direct Sales** 

Distribution Channel

- 9.3 Asia Pacific Market Outlook by Country, 2021-2032
  - 9.3.1 China Bulk Cocoa Market Size Forecast, 2021-2032
  - 9.3.2 India Bulk Cocoa Market Size Forecast, 2021-2032
  - 9.3.3 Japan Bulk Cocoa Market Size Forecast, 2021- 2032
  - 9.3.4 South Korea Bulk Cocoa Market Size Forecast, 2021-2032
  - 9.3.5 Australia Bulk Cocoa Market Size Forecast, 2021-2032
  - 9.3.6 South East Asia Bulk Cocoa Market Size Forecast, 2021- 2032
  - 9.3.7 Rest of Asia Pacific Bulk Cocoa Market Size Forecast, 2021-2032

# CHAPTER 10: SOUTH AMERICA BULK COCOA MARKET ANALYSIS AND OUTLOOK TO 2032

10.1 South America Market Outlook by Segments, 2021- 2032

10.2 Product

Cocoa Liquor

Cocoa Butter

Cocoa Powder

Application

Confectionery

Food and Beverage

Others

Channel

**Direct Sales** 

Distribution Channel

- 10.3 South America Market Outlook by Country, 2021- 2032
  - 10.3.1 Brazil Bulk Cocoa Market Size Forecast, 2021-2032
  - 10.3.2 Argentina Bulk Cocoa Market Size Forecast, 2021- 2032
  - 10.3.3 Rest of South America Bulk Cocoa Market Size Forecast, 2021- 2032

# CHAPTER 11: MIDDLE EAST AND AFRICA BULK COCOA MARKET ANALYSIS AND OUTLOOK TO 2032

11.1 Middle East and Africa Market Outlook by Segments, 2021- 2032

11.2 Product

Cocoa Liquor

Cocoa Butter



Cocoa Powder

Application

Confectionery

Food and Beverage

Others

Channel

**Direct Sales** 

Distribution Channel

- 11.3 Middle East and Africa Market Outlook by Country, 2021-2032
- 11.3.1 Saudi Arabia Bulk Cocoa Market Size Forecast, 2021- 2032
- 11.3.2 The UAE Bulk Cocoa Market Size Forecast, 2021-2032
- 11.3.3 Rest of Middle East Bulk Cocoa Market Size Forecast, 2021- 2032
- 11.3.4 South Africa Bulk Cocoa Market Size Forecast, 2021- 2032
- 11.3.4 Rest of Africa Bulk Cocoa Market Size Forecast, 2021- 2032

### **CHAPTER 12: COMPETITIVE LANDSCAPE**

- 12.1 Competitive Analysis- Product Profile, SWOT, Financial Profiles
- 12.2 Key Companies Profiled in the Study

12.3 Alpezzi Chocolate

Barry Callebaut AG

Blommer Chocolate Company

Cargill, Incorporated

C?moi Chocolatier

Ferrero Group

Foley's Candies LP

FUJI Oil Holdings Inc.

Ghirardelli Chocolate Company

**Guittard Chocolate Company** 

Irca S.p.A.

Kerry Group plc

Mars, Incorporated

Nestl? S.A.

Olam International Limited

Puratos Group NV

Republica Del Cacao

TCHO Ventures, Inc.

The Hershey Company

Valrhona SAS



### **CHAPTER 13: SOURCES AND RESEARCH METHODOLOGY**

- 13.1 Primary and Secondary Sources
- 13.2 Research Methodology
- 13.3 Data Triangulation and Validation
- 13.4 Assumptions and Limitations
- 13.5 Forecast Methodology

### Appendix

- A: Highlights of the Q4-2024 Version
- B: Conclusion and Future Recommendations
- C: Customization Options
- D: Contact Information



## **List Of Figures**

#### LIST OF FIGURES

- Figure 1: Country Analysis: Largest Market Share (%)- 2024 vs. 2032
- Figure 2: GDP (Current Prices) Outlook by Country, 2010- 2032
- Figure 3: Population Outlook by Country, 2010- 2032
- Figure 4: Inflation Outlook by Country (%), 2024- 2032
- Figure 5: Global Bulk Cocoa Market Outlook by Type, 2021- 2032
- Figure 6: Global Bulk Cocoa Market Outlook by Application, 2021-2032
- Figure 7: Global Bulk Cocoa Market Outlook by Region, 2021- 2032
- Figure 8: North America Bulk Cocoa Market Snapshot, Q4-2024
- Figure 9: North America Bulk Cocoa Market Size Forecast by Type, 2021- 2032
- Figure 10: North America Bulk Cocoa Market Size Forecast by Application, 2021- 2032
- Figure 11: North America Bulk Cocoa Market Share by Country, 2023
- Figure 12: Europe Bulk Cocoa Market Snapshot, Q4-2024
- Figure 13: Europe Bulk Cocoa Market Size Forecast by Type, 2021- 2032
- Figure 14: Europe Bulk Cocoa Market Size Forecast by Application, 2021- 2032
- Figure 15: Europe Bulk Cocoa Market Share by Country, 2023
- Figure 16: Asia Pacific Bulk Cocoa Market Snapshot, Q4-2024
- Figure 17: Asia Pacific Bulk Cocoa Market Size Forecast by Type, 2021- 2032
- Figure 18: Asia Pacific Bulk Cocoa Market Size Forecast by Application, 2021- 2032
- Figure 19: Asia Pacific Bulk Cocoa Market Share by Country, 2023
- Figure 20: South America Bulk Cocoa Market Snapshot, Q4-2024
- Figure 21: South America Bulk Cocoa Market Size Forecast by Type, 2021- 2032
- Figure 22: South America Bulk Cocoa Market Size Forecast by Application, 2021- 2032
- Figure 23: South America Bulk Cocoa Market Share by Country, 2023
- Figure 24: Middle East and Africa Bulk Cocoa Market Snapshot, Q4-2024
- Figure 25: Middle East and Africa Bulk Cocoa Market Size Forecast by Type, 2021-2032
- Figure 26: Middle East and Africa Bulk Cocoa Market Size Forecast by Application, 2021- 2032
- Figure 27: Middle East and Africa Bulk Cocoa Market Share by Country, 2023
- Figure 28: United States Bulk Cocoa Market Size Outlook, \$ Million, 2021-2032
- Figure 29: Canada Bulk Cocoa Market Size Outlook, \$ Million, 2021-2032
- Figure 30: Mexico Bulk Cocoa Market Size Outlook, \$ Million, 2021-2032
- Figure 31: Germany Bulk Cocoa Market Size Outlook, \$ Million, 2021- 2032
- Figure 32: France Bulk Cocoa Market Size Outlook, \$ Million, 2021-2032
- Figure 33: United Kingdom Bulk Cocoa Market Size Outlook, \$ Million, 2021- 2032



- Figure 34: Spain Bulk Cocoa Market Size Outlook, \$ Million, 2021-2032
- Figure 35: Italy Bulk Cocoa Market Size Outlook, \$ Million, 2021- 2032
- Figure 36: Russia Bulk Cocoa Market Size Outlook, \$ Million, 2021- 2032
- Figure 37: Rest of Europe Bulk Cocoa Market Size Outlook, \$ Million, 2021- 2032
- Figure 38: China Bulk Cocoa Market Size Outlook, \$ Million, 2021-2032
- Figure 39: India Bulk Cocoa Market Size Outlook, \$ Million, 2021- 2032
- Figure 40: Japan Bulk Cocoa Market Size Outlook, \$ Million, 2021-2032
- Figure 41: South Korea Bulk Cocoa Market Size Outlook, \$ Million, 2021- 2032
- Figure 42: Australia Bulk Cocoa Market Size Outlook, \$ Million, 2021-2032
- Figure 43: South East Asia Bulk Cocoa Market Size Outlook, \$ Million, 2021- 2032
- Figure 44: Rest of APAC Bulk Cocoa Market Size Outlook, \$ Million, 2021-2032
- Figure 45: Brazil Bulk Cocoa Market Size Outlook, \$ Million, 2021- 2032
- Figure 46: Argentina Bulk Cocoa Market Size Outlook, \$ Million, 2021-2032
- Figure 47: Rest of LATAM Bulk Cocoa Market Size Outlook, \$ Million, 2021-2032
- Figure 48: Saudi Arabia Bulk Cocoa Market Size Outlook, \$ Million, 2021- 2032
- Figure 49: UAE Bulk Cocoa Market Size Outlook, \$ Million, 2021- 2032
- Figure 50: South Africa Bulk Cocoa Market Size Outlook, \$ Million, 2021-2032
- Figure 51: Research Methodology
- Figure 52: Forecast Methodology



### **List Of Tables**

#### LIST OF TABLES

- Table 1: Market Scope and Segmentation
- Table 2: Global Bulk Cocoa Market Size Outlook, \$Million, 2021 to 2032
- Table 3: Low Case Scenario Forecasts
- Table 4: Reference Case Scenario Forecasts
- Table 5: High Growth Scenario Forecasts
- Table 6: Global Bulk Cocoa Market Size Outlook by Segments, 2021-2032
- Table 7: Global Bulk Cocoa Market Size Outlook by Region, 2021-2032
- Table 8: Country Mapping, 2023 vs. 2032
- Table 9: North America- Bulk Cocoa Market Outlook by Type, 2021- 2032
- Table 10: North America- Bulk Cocoa Market Outlook by Country, 2021- 2032
- Table 11: Europe Bulk Cocoa Market Outlook by Type, 2021-2032
- Table 12: Europe Bulk Cocoa Market Outlook by Country, 2021- 2032
- Table 13: Asia Pacific Bulk Cocoa Market Outlook by Type, 2021- 2032
- Table 14: Asia Pacific Bulk Cocoa Market Outlook by Country, 2021-2032
- Table 15: South America- Bulk Cocoa Market Outlook by Type, 2021- 2032
- Table 16: South America- Bulk Cocoa Market Outlook by Country, 2021- 2032
- Table 17: Middle East and Africa Bulk Cocoa Market Outlook by Type, 2021- 2032
- Table 18: Middle East and Africa Bulk Cocoa Market Outlook by Country, 2021- 2032
- Table 19: Business Snapshots of Leading Bulk Cocoa Companies
- Table 20: Product Profiles of Leading Bulk Cocoa Companies
- Table 21: SWOT Profiles of Leading Bulk Cocoa Companies



#### I would like to order

Product name: Bulk Cocoa Market Size, Trends, Analysis, and Outlook By Product (Cocoa Liquor, Cocoa

Butter, Cocoa Powder), By Application (Confectionery, Food and Beverage, Others), By Channel (Direct Sales, Distribution Channel), by Country, Segment, and Companies,

2024-2032

Product link: <a href="https://marketpublishers.com/r/B2E6F8A7BD52EN.html">https://marketpublishers.com/r/B2E6F8A7BD52EN.html</a>

Price: US\$ 3,582.00 (Single User License / Electronic Delivery)

If you want to order Corporate License or Hard Copy, please, contact our Customer

Service:

info@marketpublishers.com

### **Payment**

First name:

To pay by Credit Card (Visa, MasterCard, American Express, PayPal), please, click button on product page <a href="https://marketpublishers.com/r/B2E6F8A7BD52EN.html">https://marketpublishers.com/r/B2E6F8A7BD52EN.html</a>

To pay by Wire Transfer, please, fill in your contact details in the form below:

Last name:	
Email:	
Company:	
Address:	
City:	
Zip code:	
Country:	
Tel:	
Fax:	
Your message:	
:	**All fields are required
(	Custumer signature

Please, note that by ordering from marketpublishers.com you are agreeing to our Terms & Conditions at <a href="https://marketpublishers.com/docs/terms.html">https://marketpublishers.com/docs/terms.html</a>



To place an order via fax simply print this form, fill in the information below and fax the completed form to  $+44\ 20\ 7900\ 3970$