

# Distinctive flavours

Origin chocolates are premium delicacies with a strong personality flavour profile. Originally limited to a gourmet audience, they are now highly in demand in many different applications, from bars to ice creams and puddings. They add value to your products, delivering an authentic taste and powerful story that reflect their unique heritage.

Whether you want a specific flavour profile from South America, Asia or Africa, or a cocoa content of up to 85% or more solid, you can rely on our deep sourcing experience and keen eye to developments in the chocolate market. With over 600 recipes created per year, our chocolate sensory experts either already have an answer for you or will develop an original, customized solution to suit your application needs, based on taste, cocoa content, rheology or other factors.

Building on the success of our award-winning organic origin chocolate from the Dominican Republic, we are exploring new ways to excite the connoisseur. For instance, our origin<sup>2</sup> chocolates offer a more intense sensory experience that combines the characteristic resources of the island countries of Madagascar and Papua New Guinea: cocoa and vanilla. As a result, the Papuan origin<sup>2</sup> chocolate has a very masculine taste profile, with a peppery top note, while the Madagascar origin<sup>2</sup> is sweet, smooth and sophisticated.



"It all begins with knowing where to consistently source the finest cocoas that produce the most suitable flavours. We've been investing in our supply chain for years! Alongside our chocolate know-how, this is an area where we at Cargill lead the way."

Filip Buggenhout,  
Managing Director,  
Cargill Chocolate Products

## The best origin taste requires a sophisticated supply chain

Freshly harvested cocoa beans have no hint of chocolate flavour. To create and preserve the delicate basket of flavours that give fine origin chocolate its exquisite taste, Cargill employs its sourcing know-how and passion for chocolate at every step in the chain.



### 1. Knowing the crop

To consistently source the finest cocoas, year after year, we invest in a strong global crop research team, field quality labs and sourcing relationships deep in the cocoa heartland. Our trained sensory panels in Europe and the USA track flavour development and provide feedback to our teams on the ground.



### 2. Monitoring fermentation

The biochemical processes that occur during fermentation develop the rich 'flavour precursors' that are critical for fine chocolate. Cargill's sourcing infrastructure allows us to evaluate fermentation early in the chain so that we have the first pick of the best quality.



### 3. Storage and transportation

Once the beans have been chosen, Cargill maintains rigorous protocols in carefully storing and transporting them – in many cases through our own port facilities. These protocols cover cleaning, further drying, grading, loading and transportation. Each step is essential to protecting the beans' flavour potential.



### 4. Roasting

Roasting is crucial for flavour development. The rich flavour precursors that were created during the growing and fermentation process are now developed into exquisite tastes that are unique to the origin. Cargill's specially trained taste panels test crop samples and create ideal roasting profiles, customized for each batch.



### 5. Conching

Conching is the critical step that brings out the characteristic delicate flavour notes present in the original cocoa mass, enhancing the unique origin taste. Cargill's chocolatiers combine deep experience in the art of conching with special design investments for single-origin chocolate production.



### 6. Cargill and the science of taste

Cargill is investing intensively in cocoa and chocolate sensory research. We are working towards a better understanding and control of flavour and colour formation to allow consistent delivery to our customers of the flavours and textures they desire. This effort integrates a systematic approach using state-of-the-art taste screening methods and multiple expert panels.

### For more information

Please contact your account manager at Cargill Cocoa & Chocolate or e-mail [cocoa\\_chocolate@cargill.com](mailto:cocoa_chocolate@cargill.com).

[www.cargillcocoachocolate.com](http://www.cargillcocoachocolate.com)

## Origin chocolate The source of authentic flavour

Added value in strong  
flavour profiles

Cargill Cocoa & Chocolate



*A world of intense  
chocolate experiences  
directly from  
the source.*



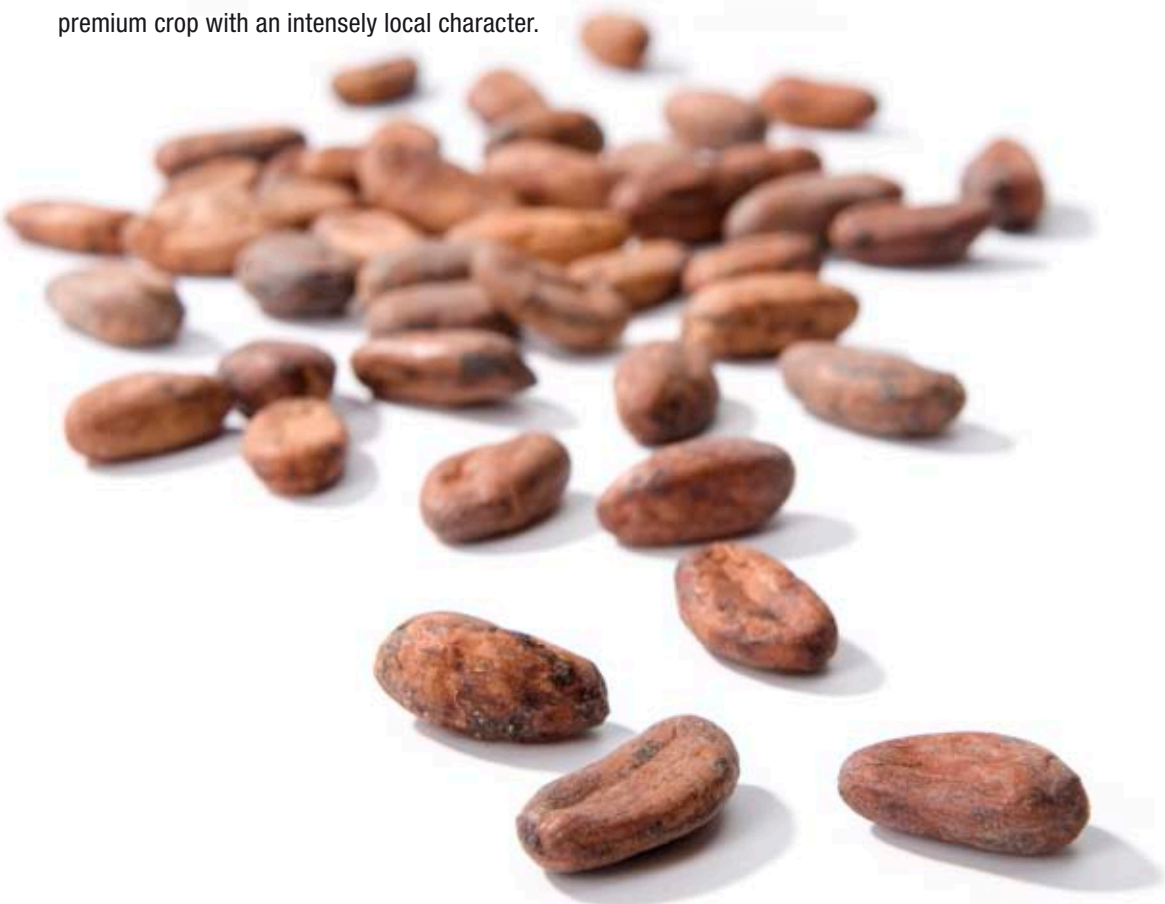
# The origins of purity

Consumers are currently looking for complex, pronounced flavours in their chocolate delicacies. With our long experience in sourcing cocoa beans, we have unique insight into how local origins influence chocolate flavour – and how food manufacturers can delight their consumers with the ultimate chocolate experience.

Cargill Cocoa & Chocolate is in a unique position to source the highest quality beans. Long-term investments allow us to be on the ground in the countries of origin, buying the best quality wherever possible directly from farmers and co-operatives. Our work with farmers to improve methods yields a premium crop with an intensely local character.

Our entire production process is designed to preserve and optimize the full flavour of our origin chocolate. Starting with the fermentation process, the cocoa and chocolate are tested for quality at every stage. Even our investment in a state-of-the-art flushing and segregation system to ensure the purity of origin chocolate is a strong statement of our commitment to safeguarding true flavour.

As a result, you will taste origin chocolates at their purest. These fine chocolates with their exciting flavours could not have come from anywhere else. Their appeal comes straight from the source.



# World's best chocolate profiles

From the rare and coveted Criollo beans of Venezuela to Ecuador's warm, cinnamony Cocoa Arriba, single-origin chocolates are known for their unique taste appeal. Sourced with intimate knowledge of local conditions and variations, they add a depth and complexity of flavour that allows your products to stand out.

**Dominican Republic**  
Increasing consumer demand for organic products has supported this country's expansion of organic practices. Cargill oversees the entire supply chain, safeguarding quality and flavour at every step. Our expertise was proven when one of our customers won an award for excellent taste. Cargill produces organic chocolate as well as organic cocoa powder, fillings and coatings.



**Madagascar and Papua New Guinea**  
Cargill's connectivity between chocolate and flavours allows us to go deeper in exploring taste experiences. In combining the classic flavours of these two island countries, chocolate and vanilla, we achieve new harmonies of authentic taste. A premium chocolate for the discriminating consumer.

**Vietnam: the new generation of origin chocolate**  
With our long experience working with local farmers, we are helping to develop a new origin of fine chocolate. In 2004, we began partnering with NGOs in Vietnam to develop a quality cocoa bean for the international market. Our work has included teaching best practices and setting up a market infrastructure. Vietnam's new cocoa industry provides farmers with a good income while stimulating biodiversity and reforestation.



**Venezuela and Ecuador**  
These countries set the standard for chocolate with a complex, elegant taste and rich aroma. The prized Criollo and Arriba beans are relatively vulnerable, and Cargill's buying expertise, rigorous quality control, and production process are vital to protecting their flavour in exquisite chocolate.



**Ghana and Côte d'Ivoire**  
Here, Cargill's activities center on local investment and transfer of knowledge. In 2008, Cargill opened a processing plant in Ghana, which is now FSSC 22000 certified. In Côte d'Ivoire, Cargill's training sessions in best practices benefit farmers economically and contribute to consistently great-tasting chocolate.

# A sustainable breakthrough

Small-scale, local products and unique flavours are one aspect of origin chocolates. Another is consumers' growing demand for sustainability. At Cargill we believe that sustainability and excellent chocolate flavour go hand in hand.

For more than 10 years, Cargill has been developing farmer training programs to teach best growing and fermentation practices. This benefits farmers economically while helping them produce the finest quality beans. In 2008 we co-founded the UTZ Certified sustainable cocoa program to further ensure good agricultural, environmental and social practices in cocoa and chocolate production.



The first independently audited sustainable chocolate from Côte d'Ivoire is already a reality. In the coming years, Cargill plans to scale up availability and expand the program to countries such as Vietnam. Right at the source, we are doing the work needed to achieve sustainability while securing great flavour, now and in the future.



## Cargill Cocoa & Chocolate

Experience, knowledge and passion are the essentials that shape Cargill Cocoa & Chocolate. We combine our deep knowledge of cocoa with broad food ingredient expertise and manage our supply chain from sourcing the beans at origin right up to the delivery of our top-quality cocoa and chocolate products. We focus on being a reliable partner, uniting with our customers to bring consumers consistently delicious cocoa and chocolate, today and tomorrow.



Belgian milk chocolate  
Sustainable  
UTZ Certified chocolate



Belgian dark chocolate  
Sustainable  
UTZ Certified chocolate