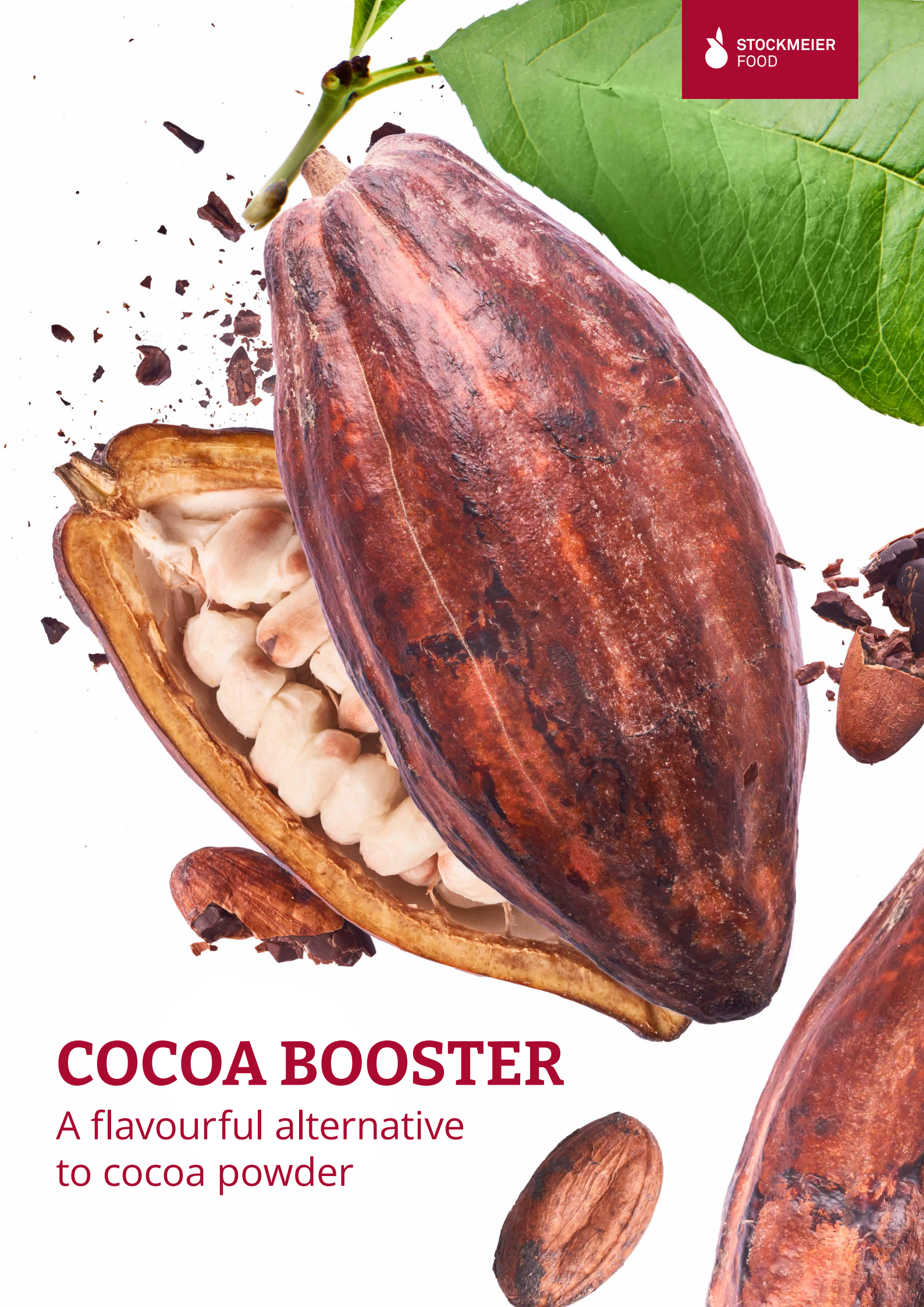
STOCKMEIER FOOD

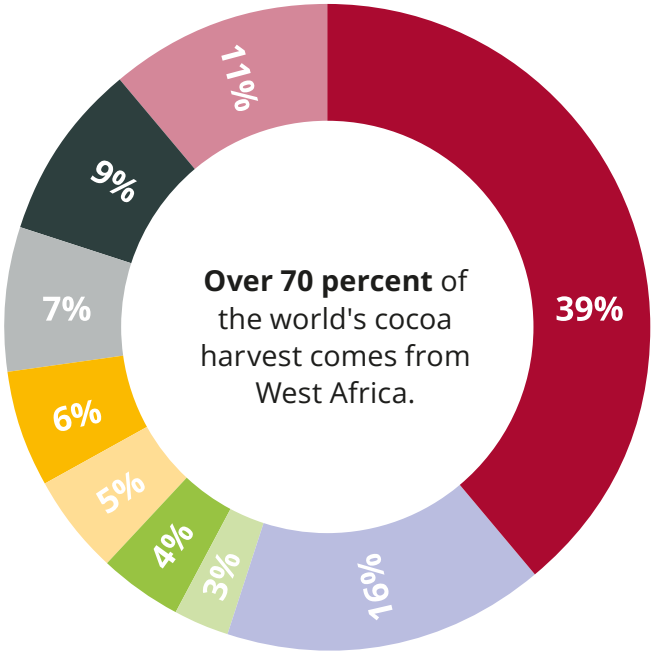


COCOA BOOSTER

A flavourful alternative to cocoa powder

Development of **the cocoa market**

The cocoa market has been shaped by significant price fluctuations and quality differences for many years. This volatility results from various environmental factors that affect cocoa production, such as climate change, crop failures and geopolitical factors. These uncertainties can lead to rising costs and inconsistent.



Production of cocoa beans by country in %

- Ivory Coast
- Ghana
- Ecuador
- Cameroon
- Nigeria
- Indonesia
- Brazil
- Papua New Guinea
- Rest of the world

Since 1977, cocoa prices have averaged around 2,000 dollars per tonne, which has resulted in a lack of tree renewal. The last major planting wave in West Africa was almost 25 years ago, and the aging trees and lack of investment in plant protection and agricultural fertilisers are affecting yields.

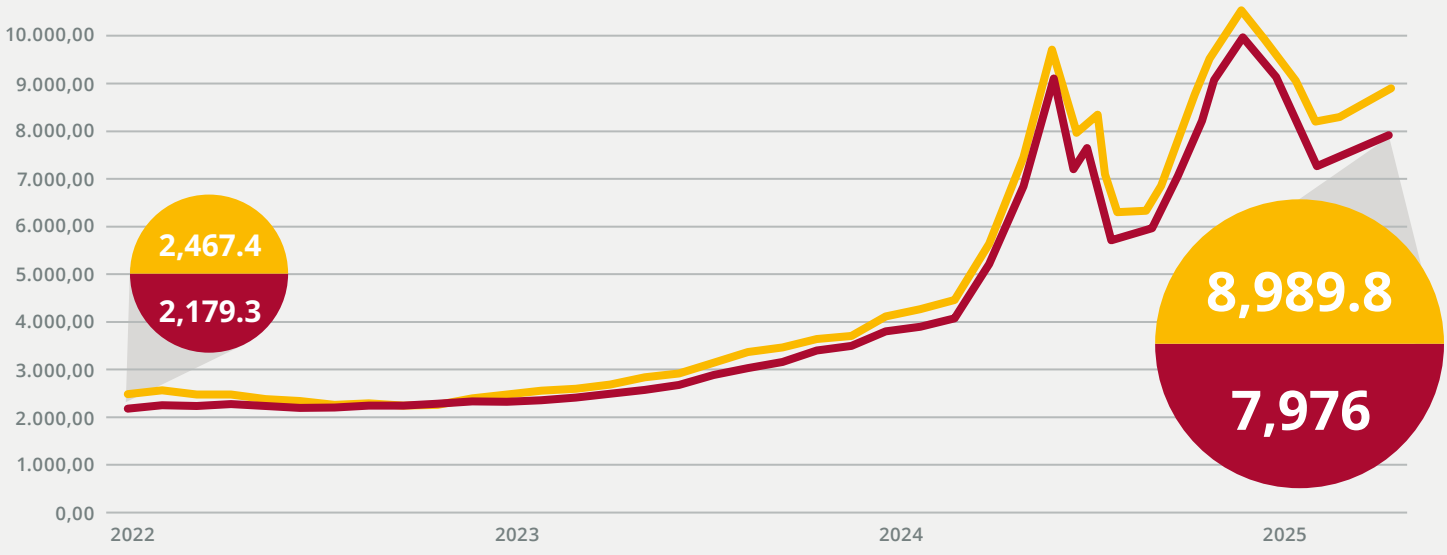
Cocoa price at record level

The upcoming El Niño weather phenomenon, which often brings severe drought in West Africa, has affected the main harvest, which begins in October, and has been exacerbated by the seasonally intense harmattan. **Flooding in the important growing areas also contributes to this.**

Source: Business magazine "Wirtschaftswoche"

New EU supply chain legislation:
In future, all supply chains will have to be tracked back to the individual cultivation areas to ensure that the products do not originate from recently deforested areas. This represents a major challenge from an organisational and geographical perspective.

Monthly average price for cocoa in world trade



Source: The International Cocoa Organization



Europe is the #1 region for new launches containing cocoa ingredients

48 % of new F&B launches with cocoa ingredients are from Europe (2024) while the Middle East (ME) & Africa are the fastest growing regions, exhibiting +14 % CAGR (CAGR, 2020-2024)

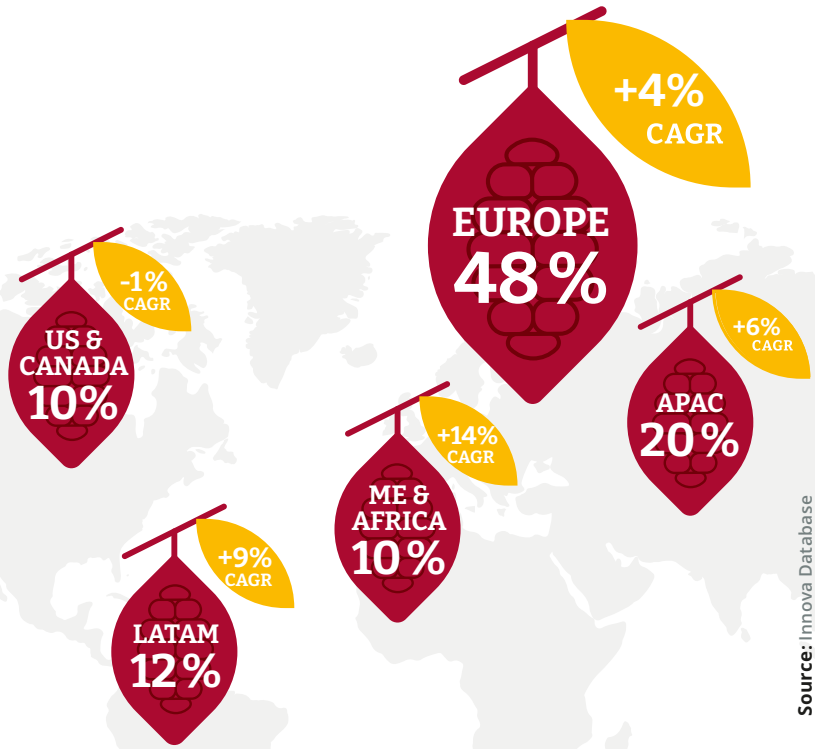


Figure: Regions as a % of new F&B launches tracked with cocoa ingredients (Global, 2024; CAGR 2020 vs. 2024)
US: United States **LATAM:** Latin America **APAC:** Asia Pacific

Source: Innova Database

Around 64.5 % of new products containing cocoa can be found in the C&B categories. The growth of both segments was +5 % over a period of 4 years.



Confectionery
36.7 %



Bakery
27.9 %



Desserts & Ice Cream
10.6 %



Cereals
7.2 %



Sports Nutrition
4.8 %

OUR CONCEPTS: YOUR RECIPE IN A NEW DEFINITION!

Do you prefer the astringent, bitter profile or rather the milky, vanilla notes?

Let us customise your product together or develop a new one.

CUSTOMERS CONCERNS

61% of consumers worldwide have seen prices rise more in the last 12 months when buying food and drink. Personal finances **are consumers' biggest concern** and 3 in 4 are worried about the cost of living crisis.



Source: Innova Database

OUR SOLUTION – YOUR ADVANTAGES

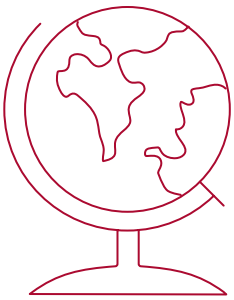
Consumers are open to new products, and alternatives to traditional chocolates and products with reduced cocoa content are increasingly well received.

Cost reduction: By using our flavour creations, the cocoa content can be reduced by up to 30 %.

Claims: Whether 'flavour' or 'natural flavour' – our portfolio offers both options.

Taste experience: The flavours ensure a balanced taste profile, whether in baked goods, beverages or confectionery ....

A WHOLE WORLD OF FLAVOURS



Customers in > 40 countries worldwide



Rapid customised development and services



Development & production of flavours, trading of food ingredients



Flavours & natural flavours Sweet and savoury



> 135 Employees worldwide

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