

ATTESTATION

Date de création : 02/07/2018 Indice/Date de révision : A

Page 1/1

Carpentras, the 2nd of December, 2019.

PUBLIC SUMMARY FFL

Cocoa suppliers:

• CECAO S.A. (ECUADOR)

The Exporting Company of Cacao de Aroma y Organic S.A. It is a company founded on June 13, 2013, initially with 7 cocoa associations, whose main characteristic is to produce and export "Arriba" cocoa of the Nacional variety under organic and fair trade FFL certifications. As of 2019, there are 11 associations located in the provinces of Manabí, Guayas, Los Ríos, Bolívar, El Oro, Orellana and Sucumbíos with 1,668 producers and 7,351 hectares of National cocoa certified under European organic and fair trade standards, the average area per farmer is 4.7 hectares of cocoa; having an estimated production of 2,500 tons. There is a marketing system based on mutual trust, with prices above the local market, with a traceability system throughout the value chain, which guarantees the quality of cocoa beans. In order to increase yields per unit area, and therefore the standard of living by increasing the income of farmers, the fair trade premium is invested in permanent training of farmers with technical assistance, renewal of cocoa plantations, nurseries, rescue and propagation of promising genetic material of National cocoa, construction and improvement of post-harvest infrastructures in collection centers, and a social fund that allows us to help farmers in times of greatest need.

• CECAB (SAO TOME)

CECAB is a farmer organization of more than 2000 small farmers distributed in 36 communities (villages) of Sao Tome and has been regularly organic and fair trade certified by ECOCERT since 2001.

The fresh cocoa is fermented and dried in appropriate facilities within each planters' association to ensure the quality of the cocoa. As a result, it produces a high-quality cocoa and covers more than 40% of the island's cocoa exports. Its main client is the French chocolate maker KAOKA.

It benefits from the technical and financial support of partners such as KAOKA (its client) and the Support Program to Small Commercial Agriculture (PAPAC).

Its vision is to improve productivity and strengthen smallholders' structures to better meet the demands of the international market.

• COOPERATIVA AGRARIA DE CACAO AROMATICO COLPA DE LOROS (PEROU)

The Agrarian Cooperative of aromatic cocoa Colpa de Loros was founded on March 12, 2015, marking the beginning of the Bio Cocoa Program and the implementation of a successful



ATTESTATION

Date de création : 02/07/2018 Indice/Date de révision : A

Page 2/1

management model, based on a strategic alliance with the production company of fine chocolates, KAOKA' from France that has allowed producers to become quickly direct exporters of fine aroma and high quality cocoa for the world. The first exports began in 2015 with 25 MT of cocoa, the year 2016 increased to 176 MT and in 2017 exceeded 600 MT. Currently with 340 partners they aims to produce and export from 2020 an average of 1800 to 2000 MT / year of fine quality cocoa beans, produced under standards of organic production with a centralized post-harvest protocol, which implies a system of traceability and strict control in all processes. The Cooperative receives competitive prices for its exports in recognition of the quality of their product, with additional prizes for the organic label and fair trade, which allows to compensate its members with better prices that has had an impact direct on their income and improvement of their living conditions. The FT premium is being used by democratic and participatory decision of its partners in the improvement of post-harvest infrastructure, capacity building, social and productive development of the associated families and the execution of environmental projects, such as family and communal reforestation with native tree species, as well as the recovery and conservation of the Colpas de Loros, redoubts that houses endangered species such as parrots, macaws and other biodiversity.

• ABOCFA (GHANA)

ABOCFA is a Ghana based farmer cooperative known for producing the highest quality traceable cacao in the region. This cacao provides the classic rich, fudgey and chocolatey flavor consumers have come to know and love in chocolate. Organic certified in 2009 and Fair Trade certified in 2010, ABOCFA is one of four Organic/Fair Trade farmer cooperatives in Ghana. A total of 679 farmers and 166 female farmers work within the ABOCFA network, from 13 "hamlets" or communities. Each of the 13 hamlets has 3 representatives that report directly to the ABOCFA cooperative leadership, which has annual general meetings once per year, in July. ABOCFA is unique in that not only do they use a bean tracker system to trace beans from the farmer to export (something not currently done in Ghana, since CocoaBod, the Ghanaian export body, technically owns the cacao once it's harvested) but they also democratically decide where quality and Fair Trade premiums go every year. Currently, the farmers voted that at least 50% of premiums go directly to farmers, while the remainder is spent on cooperative management, certification maintenance, and community projects. Much focus and investment is also put toward quality at ABOCFA; for example, while the cacao is not centrally fermented and farmers use heap fermentation, ABOCFA trains farmers to use their approved 7 day fermentation, and raised drying processes, and evaluates each batch when it is purchased. Because it is Organic certified, the cacao is kept in a warehouse with only 3 other cooperative's beans before export, as opposed to conventional cacao warehouses, that house hundreds of cooperatives' beans. ABOCFA has partnered with the International Cocoa Initiative, a nonprofit that promotes child well-being in cocoa growing communities. Their focus on child labor issues in the cacao supply chain is an important step in enfranchising communities to eradicate the instances of child slavery and labor that have plagued the cacao supply chain in West Africa.

• CONACADO AGROINDUSTRIAL (DOMINICAN REPUBLIC)

CONACADO began as a development project in 1985 during a low in the global cocoa market, to study how cacao fermentation techniques could improve the quality of cacao production in the Dominican Republic. After successfully proving that higher quality, fermented cacao could increase income to small farmers, CONACADO expanded its work to educate cacao farmers and organize



Date de création : 02/07/2018 Indice/Date de révision : A

Page 3/1

them into "bloques" – associations of farmers in a particular geographic area. CONACADO then entered a commercialization phase of the project and focused on finding niche markets for their high quality cacao.

Over the past 20 years, CONACADO has grown from 700 members organized in 3 bloques, to over 9,500 members organized in 9 bloques with 142 local community associations throughout the Dominican Republic. Each of the bloques has a similar organizational structure: a General Assembly that meets once a year to approve work plans and decide how Fair Trade premiums will be used; an Assembly of Delegates, with two delegates per association, that meets once a month to report on work plan progress at the community level; a Governing Board that meets once a month to execute the work plan; and an Administrative Committee that meets once a week to follow up on the work plan to make sure it is going as it should.

Today, CONACADO members produce approximately 25% of the cacao exported from the Dominican Republic and the organization has become a powerful alternative for small-scale producers. The co-operative's success in quality improvement and marketing means that 70% of their cacao is sold as high quality fermented beans, primarily to European niche markets: Organic, Biodynamic, and Fair Trade.

Over 40% of CONACADO's cacao is sold on the Fair Trade market. Each year the co-operative's Fair Trade premiums are distributed to the bloques for use in community projects, which have included:

The biggest challenges facing CONACADO today are the development of infrastructure to produce more high quality cacao and generational turnover where youth are not interested in taking over the family farm. Regardless, CONACADO continues to grow, invest in needed infrastructure, and advance its primary goals to maintain leadership, improve the standard of living for small cacao farmers, support sustainable community development, and preserve the environment.

Hazelnuts and raisins suppliers:

• ISIK TARIM AS

Isik Tarim is one of the biggest professional processor and exporter of Turkey in agricultural sector. Their products are organic (controlled by Kiwa-BCS) and the products are certificated with international agreed standards such as UTZ, Fair Trade, Demeter and Naturland. Their facilities have up-to-date machinery systems. All producers of Isik Tarim are very happy to work with them and according to producers, Isik Tarim is very trustworthy and caring company.

Sugar suppliers:

• NATIVE PRODUTOS ORGANICOS LTDA.

The Balbo family started its activities in the sugar industry in 1903, founded in 1946 the Santo Antônio Sugarmill (USA) and São Francisco Sugarmill (UFRA) in 1956. The Uberaba plant, a partnership between the Balbo Group and other business groups, was opened in 2008. Developing and improving its relationship with the community, customers, suppliers, employees, and shareholders is a constant concern at all Balbo Group companies in more than 6 cities around them. The amount accumulated in the FT committee's account is used, in its entirety, to benefit social projects chosen by the committee, composed of 19 elected representative of the workers, in the areas



ENREGISTREMENT :

ATTESTATION

Codification : EN-ASQ-009

Date de création : 02/07/2018 Indice/Date de révision : A

Page 4/1

of Health and Social Recovery, Education, Sports and Recreation, Music, Culture and Protection of Children and Elderly in cities where the company has operations.

Since 2014 more than USD 65,000 was invested in 8 different projects (Casa Abrigo Nosso Lar, Casa de Recuperação Resgate de Valores "Casa do Caminho", Asylum Princesa do Moji, Tigres Project ONG, LAR ESCOLA ONG, ABA ONG GRAAUS-Alcoholics Recovery Group) in Sertãozinho and Barrinha, cities were the workforce lives.

KAOKA 340 Rue Eugène Guérin 84200 CARPENTRAS Tél : 04 90 66 55 55 Fax : 04 90 37 00 75 info@kacks.fr / www.kaoka.fr