

## Olam International Ltd

7 Straits View  
Marina One East Tower #20-01  
Singapore 018936  
SINGAPORE  
T: (+65) 6339 4100  
F: (+65) 6339 9755  
singapore@olamnet.com

## Olam Cocoa Pte Ltd

342 Jalan Boon Lay  
Singapore 619527  
SINGAPORE  
T: (+65) 6264 2611  
F: (+65) 6265 6126  
olamcocoaasia@olamnet.com

## THE AMERICAS

### Brazil

T: (+55) 11 3849 6888  
brazil@olamnet.com

### United States

T: +1 (630) 320 7223  
olamcocoaamericas@olamnet.com

## ASIA

### China

T: (+86) 21 3136 1508  
china@olamnet.com

### India

T: (+91) 0124 483 9999  
india@olamnet.com

### Japan

T: (+81) 66 459 7500  
japan@olamnet.com

### Singapore

T: (+65) 6264 2611  
olamcocoaasia@olamnet.com

### United Arab Emirates

T: (+971) 4277 9455  
mena@olamnet.com

## AUSTRALIA

### Australia

T: (+61) 7 3250 3300  
australia@olamnet.com

## EUROPE

### Germany

T: (+49) 621 976 830 116

### Netherlands

T: (+31) 75 646 4646  
olamcocoa europe@olamnet.com

### Russia

T: (+7) 499 550 1610  
cocoa.russia@olamnet.com

### Switzerland

T: (+41) 22 552 5600  
olamcocoa europe@olamnet.com

### Ukraine

T: (+380) 44 538 0310  
ukraine@olamnet.com



# Cocoa inspiration



# Growing cocoa solutions to serve you

deZaan is the flagship, premium cocoa brand of Olam Cocoa.

As a historic, Europe-based cocoa processing operation, the deZaan label has been the go-to solution for manufacturers around the world since 1911. Starting with carefully selected cocoa beans from origin and harnessing proprietary processing techniques, we craft the world's most consistently delightful cocoa products.

## 1. A rich heritage

### ORIGIN

The Zaan is a river in the region of Amsterdam, located in the Netherlands. It is also where deZaan's legacy begins.

### PREMIUM PROCESSING

Dutch cocoa powders are the preferred choice of manufacturers around the world. The Dutch process, created in 1825 by Coenraad Johannes van Houten, refers to the alkalisation of cocoa powders.

### HISTORY

#### 1911

Four entrepreneurs with diverse backgrounds founded the N.V. Chocoladefabriek DeZaan, in the Netherlands.

#### 1960s

The deZaan cocoa factory becomes the world's largest processor of cocoa products.

#### 2015

deZaan becomes the global premium brand of Olam Cocoa, the world's foremost focused supplier of cocoa beans and cocoa products and part of Olam International, a leading agri-business operating from seed to shelf in 70 countries.





## 2. Cocoa expertise

### TREE TO TREAT

From the cocoa farms and cooperatives in origin countries around the globe, all the way through to the production of cocoa powder, cocoa mass and cocoa butter, our integrated supply chain ensures that our premium deZaan cocoa products are of the highest quality and consistency.

Cocoa and chocolate flavoured ingredients bring happiness to the lives of consumers worldwide and every day, millions of people enjoy products containing the cocoa we process.

#### Our cocoa beans



#### Our expert processing



#### Your delicious creations



### RISK MANAGEMENT

From origin sourcing to risk management, we offer our partners and customers access to information that helps them better gauge market developments and make the best purchasing decisions.

### COST IMPACT

Our 'Less is More' approach supports customers to reduce manufacturing costs by creating the same rich flavour and colour impact levels as standard cocoa powders at optimal, often lower, inclusion rates.



## 3. Superior products

### FLAVOUR AND COLOUR

For more than 100 years, deZaan has been developing the industry's widest range of premium cocoa products, always with exceptional flavour and colour profiles.

### QUALITY ASSURANCE

Depending on the location, our facilities can offer ISO 9001, IFS, BRC, FSSC 22000, SQF code 7.1 and additional quality standard certifications.

### CONSISTENCY

Quality is about ensuring the consistent sensory characteristics of our cocoa products. We provide an incredible array of cocoa flavours and colours to meet consumer expectations, while satisfying texture, rheology, fineness and pH requirements.



## 4. Premium cocoa ingredients

The deZaan product range is organised around the three key elements of **consistency, quality and functionality** (flavour, colour and performance in application) and the three ingredient categories of cocoa powders, cocoa masses and cocoa butters. These are available in a wide range of technically specific formulations that cover the entire spectrum of application possibilities, from dairy and bakery to beverages, ice cream, cereals and high-end chocolates.

### Cocoa powder



The ability to draw from one of the widest ranges of cocoa powders available allows manufacturers to craft highly differentiated end products that meet the needs of both individual customers and vast market segments.

deZaan flavour profiles go from fruity natural to bitter cocoa, while the colours reach from vibrant reds to dark brown and black with various accompanying taste profiles and intensities. We offer cocoa powders with fat contents of 10-12, 17-19\*, 20-22\*, 22-24\*%. Natural and alkalised options are available across the full pH range of cocoa powders.

\*Location dependent. Please enquire.

### Cocoa mass



Cocoa mass is the key component that gives chocolate its recognisable cocoa flavour. By creatively using cocoa from different origins and with variations in roasting and post-roast treatment conditions, we offer a variety of superior cocoa masses. We offer cocoa mass in liquid and easy to melt thins.

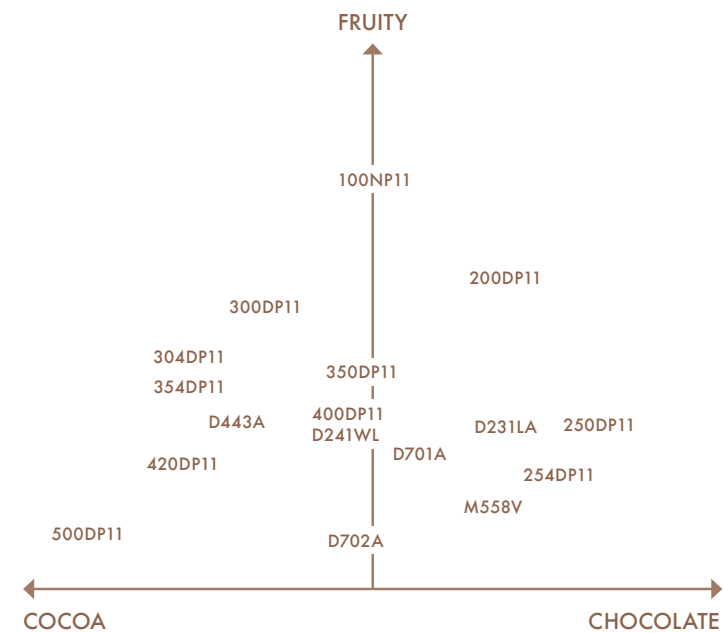
### Cocoa butter



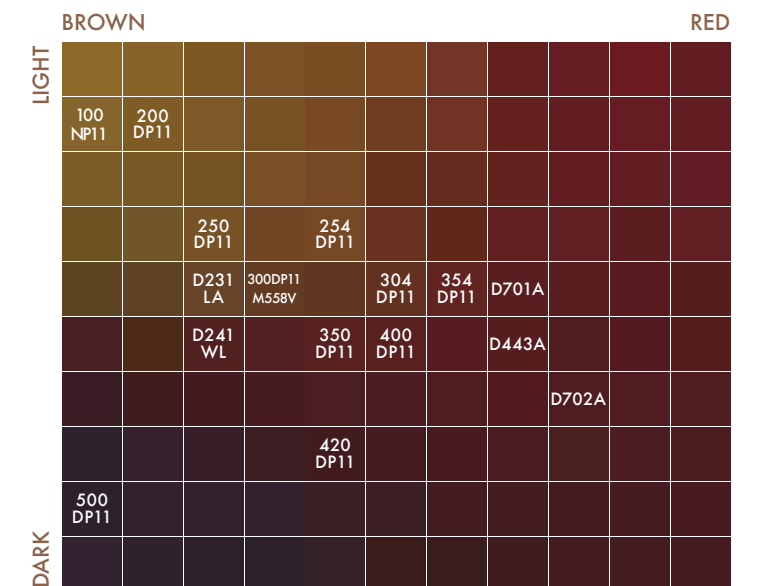
Our pure prime pressed deZaan cocoa butters have been leading the industry for decades. Our premium cocoa butters are available in different formats\* such as liquid (including natural, deodorised and degummed options), 25 kg blocks and 1,000 kg blocks along with various certifications.

\*Location dependent. Please enquire.

### COCOA POWDER FLAVOUR PROFILES



### COCOA POWDER INTRINSIC COLOUR PROFILES\*



\*The deZaan colour matrix represents intrinsic colours as they are reflected in standardised water base; colour in final product depends on formulation and processing conditions.





## 5. Innovative solutions

deZaan has pioneered many of the production methods that are today's industry standards.

Innovation and creativity are the driving forces behind each new product that we bring to market. It began with the widely used D11S cocoa powder and has continued with new and exciting cocoa powders each and every year.

We provide bespoke cocoa powder solutions for customers through our six Cocoa Innovation Centres, our focused application Seminars and our new product Innovation Days.

### 500DP11 - Intense black cocoa powder



**500DP11** is our highly alkalised cocoa powder with an intense black colour that is derived naturally from our unique process of nib alkalisation. The signature cocoa flavour is distinct, creating new taste experiences when used in bakery products.

### M558V - New, medium-fat cocoa powder with full chocolate flavour



**M558V** medium-fat cocoa powder provides a taste profile that is appreciated by sophisticated customers worldwide. M558V answers the growing demand for the inclusion of fine cocoa powders in premium, rich, highly aromatic chocolate drinks and desserts.

### Our superior reddish-brown cocoa powders



**354DP11** is among the most intensely chocolate flavoured cocoa powders we produce.

**D443A** and **D702A** give final products a beautiful, reddish-brown hue.

The bright reddish colour of these cocoa powders give a vibrant chocolate appearance to applications such as dairy products, ice creams, cereals and baked goods, visually reinforcing the rich and delicious chocolate flavour that they provide.





## 6. Our services, your advantage



### COCOA INNOVATION CENTRES (CIC)

Olam has a growing network of Cocoa Innovation Centres (CIC) around the world that offer practical, accessible facilities to complement your product development and innovation initiatives.

#### Locations

CIC are presently serving customers and partners in Brazil, the Netherlands, Singapore, Spain, UK and the USA.

#### Services

We can assist with shortening development time, improving quality, identifying savings opportunities and creatively meeting consumer demands.

#### Become an expert

Attendees from functions such as procurement, product development, manufacturing and marketing can also attend our regular CIC seminars and learn about chocolate and cocoa from tree to treat. Manufacturers can also work with us to shorten formulation time and increase efficiency on specific development projects.

For more information: [cic@olamnet.com](mailto:cic@olamnet.com)

### BEYOND COCOA: CROSS-DIVISIONAL SOLUTIONS

Olam International holds leadership positions in a wide portfolio of ingredients to complement the cocoa and chocolate sectors, including almonds, hazelnuts, cashews and peanuts; coffee; dairy; sugar; and spices from chilli to cinnamon. Our cross-divisional knowledge is available to customers and can assist with the acceleration of product development cycles.



## 7. Growing Responsibly

### MILLIONS OF PEOPLE DEPEND ON COCOA FOR THEIR LIVELIHOODS

We believe in creating a fully sustainable cocoa supply chain and in building a framework of international policies and best practices that provide cocoa farmer communities with long-term, positive support.

We work hand-in-hand with partners, customers, governments, NGOs and through joint initiatives to create the necessary conditions to prosper for every person whose life revolves around cocoa production.

Our long-standing commitment to operate sustainably and to invest in the remote communities of emerging countries where we are present is formalised through the Olam Livelihood Charter (OLC) and is enhanced by the Olam Farmer Information System (OFIS) which collects and analyses data at the farmgate level for the monitoring, evaluation and development of sustainability projects on farms and in farmer communities.

We are already one of the world's leading suppliers of sustainable cocoa, but our mission is to go further still. Our goal is to achieve 100 % traceable and sustainable cocoa volumes from our direct origination supply chain by 2020.

### OUR SUSTAINABILITY ACTIVITIES ARE FOCUSED IN THE FOLLOWING KEY AREAS

- Finance and farmer incomes
- Cocoa farmer training
- Farm support and yield improvement
- Land management and environmental impact mitigation
- Market access and traceability
- Social and community investment
- Labour conditions

