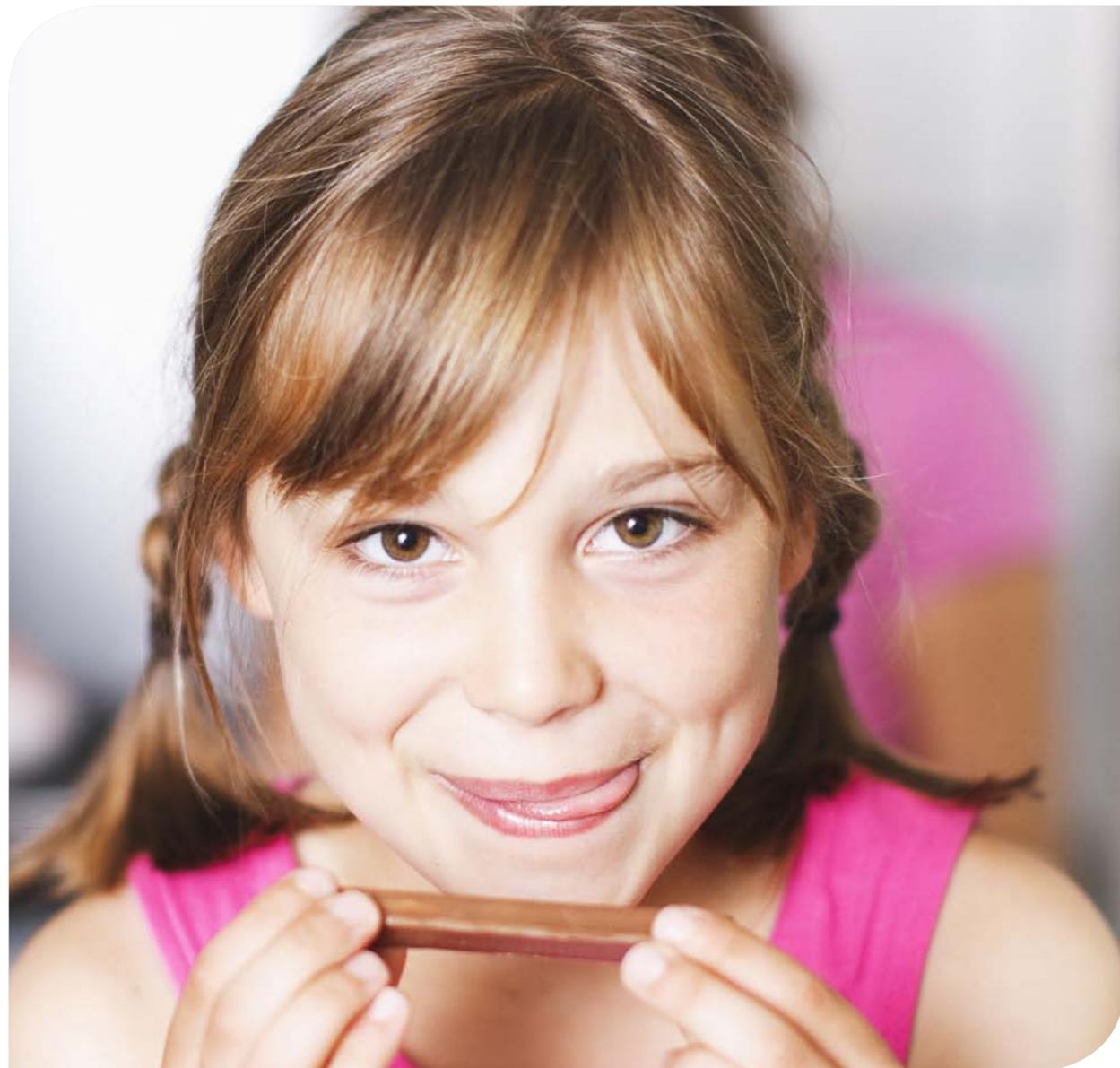




berkvens[®]
cacao

**A world of premium powders
for every application**

Cargill[®]



Gerkens® Cacao: blending endless opportunities with consistent performance

Every day, millions of consumers around the world are enticed by deliciously chocolaty desserts, drinks, ice creams and cakes created with our much-loved spectrum of signature cocoa powders.

Crafted with Dutch technology, Gerkens® powders are brilliantly predictable when it comes to performance, for old favourites and new innovations. What's more, Gerkens® powders offer you endless possibilities for unique cocoa creations.

In this short guide to the Gerkens® range we share some inspiration and show some of our renowned powders in action. As a high-impact ingredient that

can transform any application, it's arguably the most important choice you make when planning a new recipe or optimizing an existing one. Whether you need a unique ingredient or an off-the-shelf solution, why should you gamble your success by using any other powder?

Once you've read what we can offer, please do call us to find out how the Gerkens® range can help create your next big hit across any application.

On behalf of the Gerkens® Cacao experts all over the world, we look forward to working with you – and to discovering how Cargill can help your next powder product to succeed.

Jos de Loor
President, Cargill Cocoa & Chocolate

About Gerkens® Cacao

Gerkens® has been delivering world-class powders, made from the best beans for more than 50 years. Following its acquisition by Cargill in 1987, Gerkens®' Dutch technology has travelled the globe. We have processing facilities in Holland, France, Germany, Ghana, Côte d'Ivoire, and Indonesia – bringing our spectrum of powders closer to you and your consumers.

Contact your Account Manager to find out more or visit:
www.cargill.com/gerkens



What makes Gerkens® powders so very special

When you choose us for your powder-based applications, enjoy benefits you'll only get with Gerkens® Cacao.

Gerkens® powders are unique for you

Gerkens® Cacao offers endless opportunities with the broadest spectrum of off-the-shelf powders – along with the capability to tailor-make unique powders for you.

In practice, this means you get:

- Unique signature taste and colour profiles through top notch processing and cake blending, and a selection of the best beans from around the world
- Advanced technical support and know-how delivered by great people with passion and expertise
- Tailored applications, informed by insights on local consumer tastes – made possible through our local team network.

Gerkens® powders mean consistent performance

Our customers enjoy reassuringly predictable high-quality cocoa experience that gives end products a delicious taste and colour – everywhere in the world.

In practice, this means you can rely on:

- Consistent quality thanks to state of the art factories in origin cocoa countries around the world, built with Dutch processing and blending technology
- Only the best beans, sourced through on-the-ground teams in origin countries – with a sustainable claim where needed
- Peace of mind thanks to Cargill's world-class process control and strict product safety standards.

Gerkens® powders are your gateway to effective innovation

Take advantage of our local market insight and application-specific expertise, matched with practical innovation support for concept and recipe development, for more chances to succeed in your market.

In practice this means we can offer you:

- Innovation delivered by Cargill's broad food application know-how combined with deep cocoa and chocolate expertise
- Faster development process with tailored concept development and sensory expertise
- More chances of a new product hit with innovations based on global and local industry and consumer insight.



The Gerkens® guarantee

Cargill markets its powders under the Gerkens® brand name. Gerkens® is a premium global cocoa powder brand offering endless opportunities to provide a high-quality cocoa experience with a guarantee of consistency in taste, colour and performance – anywhere in the world.

Powders in practice

A great cocoa taste in dairy applications

For consistent performance across desserts and puddings, the Gerkens® brand offers the industry's smoothest finely ground powders which work in dairy applications, time and time again. This consistency is made possible due to tight microbiological controls. In addition, analysis of the powder's performance on your product lines by our technical teams means you can have confidence in the shelf-life of your dairy products.

What's more, with Cargill you also get advice on how our powders work in partnership with other variables from our specialist Dairy Application Centre in Vilvoorde – like the type of milk (whole, low-fat or skimmed) and stabilisers – all of which helps you succeed in your market.



Delicious ice cream, with Gerkens® Dutch dark

For a uniquely summery sensation, Gerkens® powders combine the broadest spectrum with the most consistent experience for a delicious chocolaty ice cream. Our high fat Dutch dark powders, for example, based on a blend of the world's best beans, result in a full-bodied, indulgent ice cream, in a colour that we can tailor for the preferences of your consumers.

Contact us to discover more about
Gerkens® powders in practice.
Mail cocoa_chocolate@cargill.com
or visit www.cargill.com/gerkens.

Stir in Gerken's® powders for a bakery sensation

With the best blending skills in the industry, the Gerken's® range offers your consumers a deliciously consistent experience when it comes to cookies, cakes, muffins and brownies. With a huge spectrum of powders for both wet and dry applications, we can offer you a unique signature blend – for a taste and colour that consumers will recognise, year in, year out.

The perfect fit for chocolaty confectionery

In the restless confectionery market, cocoa flavours are constantly reinvented. With us, you'll get the innovation support you need, coupled with Cargill's global consumer insights, through our high impact powders for next confectionery innovation – tailored to your preferred cost profile. Our unique spectrum of powders mean you can stand out from the crowd in applications that include chocolate and sugar confectionery, including fondants, candy and compound coatings, moulded items, panned and extruded products. With a powder for every occasion, just add imagination!



Instant-friendly powders – ready for action!

Forget lumps and bumps in vending machine hot chocolate, bakery mixes or homemade cold chocolate milk – the Gerken's® instant powder range offer market-leading dispersibility with brilliant consistency. By working with our innovation teams, you'll get a tailored flavour developed to the right alkalization levels, delivered consistently in terms of colour and texture. For your cold instant applications, our state of the art processing methods will enhance the wettability and dispersibility of the powders too.

Contact us to discover more about Gerken's® powders in practice. Mail cocoa_chocolate@cargill.com or visit www.cargill.com/gerkens.



Gerkens® Cacao: part of the Cargill Cocoa & Chocolate family

Beyond our wide range of powders for every application, we offer customers a whole range of options when it comes to cocoa and chocolate. These include:

Chocolate, coatings and fillings

We have something for every customer that wants to boost their brand with the ultimate chocolate experience. Choose from an innovative range for everyone's tastes - including chocolate with a single origin or Belgian claim, fruity fillings or flavoured coatings, and tailored recipes for every consumer profile or market positioning.

Liquor and butter

With signature liquors from up to 15 different origin countries, each with a particular taste profile to pick from, it's never been easier to capitalise on the trend for that extra-special chocolate. Add to that the right mix of butter for the right texture, and you'll have even more opportunity to delight consumers.

Certified sustainable products

Working in close partnership with origin countries, governments and NGOs, we offer customers sustainable solutions with integrity – with your choice of certified claim – as a part of the Cargill Cocoa Promise. Our ambition is to accelerate progress towards a transparent global cocoa supply chain, enable farmers to achieve better incomes and living standards, and deliver a sustainable supply of cocoa and chocolate products.

Price Risk Services

For decades, Cargill has been known and recognized for its risk management expertise, helping customers to manage the sometimes-costly fluctuations in global cocoa, dairy and sugar markets. Also, in the uncertain world of the cocoa supply and demand, Cargill's easy-to-implement Price Risk Services can help you to minimize risk and costs.



Contact your Account Manager to find out more or visit:
www.cargillcocoachocolate.com
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About Cargill Cocoa & Chocolate

With a presence on five continents, Cargill Cocoa & Chocolate offers smarter products and services that customers trust to help them thrive, today and in the future.

We consistently deliver a range of high-quality products - including cocoa powder, liquor and butter, chocolates, fillings and coatings - to help our customers stand out from the crowd. In addition, our industry-leading price risk management and sustainable cocoa services provide our customers with peace of mind about the future security of supplies.

With a team of passionate people, Cargill provides unique knowledge and proactive service, built on a foundation of 150 years of experience in food ingredients. Application centers and innovation support makes us the perfect partner for companies of all sizes.

Cargill Cocoa & Chocolate employs 2,000 people who serve our customers from 25 locations in all major consumer markets and origin countries.

