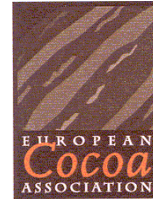


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Brussels, October 1, 2004

PRESS RELEASE

**Third expansion of European grind statistics:
OCG & A.I.D.I. to participate in expanded coverage
of total EU + CH Cocoa Grindings.**

On October 24, 2000, the **European Cocoa Association (ECA)** released its first quarterly European cocoa grinding figures, retroactive to Jan 1, 1999. The innovation was the publication, within the fortnight following the quarter, of statistics from 6 ECA grinding Members, covering in excess of 70% of total European cocoa grindings.

Mid-2002 the 5 major chocolate brands maintaining grinding capacity, members of **CAOBISCO**, joined forces with ECA, providing an expanded coverage for such European statistics.

In January 2003, the German **B.D.S.I** (*Bundesverband der Deutschen Suszwarenindustrie e.v.*) and the **Alliance of Danish Chocolate and Confectionary Industries** reported on behalf of 11 additional grinders bringing the number of participating companies to 22.

EUROMAR, a new grinder on the European scene, joined in through BDSI since the January 2004 publication. In July 2004, **HAMESTER** (HOSTA), one of the original ECA participants, decided to stop its reporting to both BDSI and ECA after seemingly reducing considerably its production. This is estimated not to have a material impact on the total figure reported, and as such is deemed not to warrant a reissue of past figures.

Starting in October 2004, the figures of former French group **OCG**, recently acquired by **CARGILL**, will be integrated into the latter's corporate reporting. Concomitantly, thanks to the Italian **A.I.D.I** (*Associazione Industrie Dolciarie Italiane*), 5 new companies will participate.

The overall coverage is now even closer to the 100 % mark. At this stage only a few recalcitrant grinders, primarily in Spain and Switzerland, have so far declined to report, representing a minor percentage of total European grindings.

All companies report their grindings in the European Union and Switzerland. **To allow historical comparison, all quarterly figures from January 1999 will be restated in our October release**, on the above basis (except for HAMESTER since we surmised that most of the non-captive grinds have switched to other processors participating to the reporting).

Due to the sale of former **NESTLE** cocoa processing plants at York and Hamburg to **CARGILL**, the related grindings will also switch from the former to the latter corporate reportee from Q4 2004 onwards, without effecting our total figures.

As a reminder, **ECA grinding members** are ADM COCOA, BARRY-CALLEBAUT, DUTCH COCOA, GERKENS CACAO (CARGILL), and JAN SCHOEMAKER.

CAOBISCO members and other grinders now also participating are CADBURY-SCHWEPPES, CARLETTI, CIOCCOLATO PEYRANO, EUROMAR, FERRERO, FUCHS & HOFFMANN, HACHEZ, HERZA, ICAM, KESSKO, KRAFT FOODS (ALTRIA), LINDT (Italy), LUDWIG, MAJANI, MASTERFOODS, NESTLE, SCHOKINAG, SCHWARTAUER WERKE (KVB), STABILIMENTO TESTA, STORCK, WEINRICH and TOMS.

The reporting source remains SSZ (Studiecentrum Snacks en Zoetwaren), Zeist, The Netherlands.

The European Cocoa Association (ECA) represents the European cocoa sector and regroups companies from the entire cocoa industry chain. Members are involved in the cocoa bean trade and processing, in warehousing and in related logistical aspects. ECA members represent close to 3/4 of Europe's cocoa beans grinding, 50% of Europe's industrial chocolate production and 40% of the world production of cocoa liquor, butter and powder.

The Association of the Chocolate, Biscuits and Confectionery Industries of the European Union (CAOBISCO) represents some 1800 companies in the chocolate, biscuit and confectionery industries of the European Union.

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