

**EUROPEAN COCOA ASSOCIATION aisbl**

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**EUROPEAN COCOA BEAN USAGE**  
(in tons – processed beans, i.e. ground and expelled)  
**ECA PUBLICATION**

**Quarterly Comparison (net change from prior year)**

|                  | <b>Q4 %</b>  | <b>Q3 %</b>  | <b>Q2 %</b>              | <b>Q1 %</b>  | <b>YTD %</b> |
|------------------|--------------|--------------|--------------------------|--------------|--------------|
| <b>2011/2010</b> |              | <b>114.0</b> | <b>108.0<sup>1</sup></b> | <b>103.7</b> |              |
| <b>2010/2009</b> | <b>97.5</b>  | <b>96.0</b>  | <b>112.6</b>             | <b>108.2</b> | <b>103.1</b> |
| <b>2009/2008</b> | <b>100.6</b> | <b>98.9</b>  | <b>88.7</b>              | <b>88.9</b>  | <b>94.3</b>  |
| <b>2008/2007</b> | <b>100.1</b> | <b>99.3</b>  | <b>101.7</b>             | <b>104.7</b> | <b>101.4</b> |
| <b>2007/2006</b> | <b>102.9</b> | <b>108.0</b> | <b>103.4</b>             | <b>104.4</b> | <b>104.7</b> |
| <b>2006/2005</b> | <b>106.9</b> | <b>104.3</b> | <b>105.7</b>             | <b>109.9</b> | <b>106.7</b> |
| <b>2005/2004</b> | <b>105.2</b> | <b>108.6</b> | <b>108.6</b>             | <b>100.9</b> | <b>105.8</b> |
| <b>2004/2003</b> | <b>99.4</b>  | <b>102.6</b> | <b>100.9</b>             | <b>105.9</b> | <b>102.1</b> |
| <b>2003/2002</b> | <b>107.3</b> | <b>103.2</b> | <b>104.9</b>             | <b>104.3</b> | <b>104.9</b> |
| <b>2002/2001</b> | <b>98.5</b>  | <b>94.2</b>  | <b>90.7</b>              | <b>86.0</b>  | <b>92.2</b>  |
| <b>2001/2000</b> | <b>93.3</b>  | <b>96.8</b>  | <b>103.0</b>             | <b>105.2</b> | <b>99.4</b>  |
| <b>2000/1999</b> | <b>107.5</b> | <b>114.3</b> | <b>105.2</b>             | <b>111.8</b> | <b>109.6</b> |

**Quarterly Results**

|             | <b>Q4</b>      | <b>Q3</b>      | <b>Q2</b>                  | <b>Q1</b>      | <b>YTD</b>                   | <b>12 mth totals<br/>(moving average)</b> |
|-------------|----------------|----------------|----------------------------|----------------|------------------------------|---|
| <b>2011</b> |                | <b>377,388</b> | <b>354,543<sup>1</sup></b> | <b>353,716</b> | <b>1,085,647<sup>1</sup></b> | <b>1,428,074<sup>1</sup></b>              |
| <b>2010</b> | <b>342,427</b> | <b>330,900</b> | <b>328,426</b>             | <b>341,096</b> | <b>1,342,849</b>             | <b>1,342,849</b>                          |
| <b>2009</b> | <b>351,316</b> | <b>344,832</b> | <b>291,763</b>             | <b>315,177</b> | <b>1,303,088</b>             | <b>1,303,088</b>                          |
| <b>2008</b> | <b>349,351</b> | <b>348,501</b> | <b>328,920</b>             | <b>354,571</b> | <b>1,381,343</b>             | <b>1,381,343</b>                          |
| <b>2007</b> | <b>348,901</b> | <b>351,040</b> | <b>323,353</b>             | <b>338,495</b> | <b>1,361,789</b>             | <b>1,361,789</b>                          |
| <b>2006</b> | <b>338,922</b> | <b>324,903</b> | <b>312,817</b>             | <b>324,173</b> | <b>1,300,815</b>             | <b>1,300,815</b>                          |
| <b>2005</b> | <b>317,000</b> | <b>311,627</b> | <b>295,926</b>             | <b>295,061</b> | <b>1,219,614</b>             | <b>1,219,614</b>                          |
| <b>2004</b> | <b>301,214</b> | <b>287,040</b> | <b>272,570</b>             | <b>292,367</b> | <b>1,153,191</b>             | <b>1,153,191</b>                          |
| <b>2003</b> | <b>302,988</b> | <b>279,675</b> | <b>270,197</b>             | <b>276,070</b> | <b>1,128,930</b>             | <b>1,128,930</b>                          |
| <b>2002</b> | <b>282,501</b> | <b>271,041</b> | <b>257,570</b>             | <b>264,755</b> | <b>1,075,867</b>             | <b>1,075,867</b>                          |
| <b>2001</b> | <b>286,947</b> | <b>287,709</b> | <b>284,048</b>             | <b>307,764</b> | <b>1,166,468</b>             | <b>1,166,468</b>                          |
| <b>2000</b> | <b>307,473</b> | <b>297,164</b> | <b>275,663</b>             | <b>292,628</b> | <b>1,172,928</b>             | <b>1,172,928</b>                          |
| <b>1999</b> | <b>285,952</b> | <b>259,907</b> | <b>262,073</b>             | <b>261,792</b> | <b>1,069,724</b>             | <b>1,069,724</b>                          |

<sup>1</sup> Please note that the 2011 Q2 figures have been amended based on corrected 2011 Q2 figures submitted by one or more reportees at the time of reporting on Q3 2011.

### YTD Comparison (net change from prior year)

| through   | Q4 %  | Q3 %  | Q2 %               | Q1 %  |
|-----------|-------|-------|--------------------|-------|
| 2011/2010 |       | 108.5 | 105.8 <sup>1</sup> | 103.7 |
| 2010/2009 | 103.1 | 105.1 | 110.3              | 108.2 |
| 2009/2008 | 94.3  | 92.2  | 88.8               | 88.9  |
| 2008/2007 | 101.4 | 101.9 | 103.3              | 104.7 |
| 2007/2006 | 104.7 | 105.3 | 103.9              | 104.4 |
| 2006/2005 | 106.7 | 106.6 | 107.8              | 109.9 |
| 2005/2004 | 105.8 | 105.9 | 104.6              | 100.9 |
| 2004/2003 | 102.1 | 103.2 | 103.4              | 105.9 |
| 2003/2002 | 104.9 | 104.1 | 104.6              | 104.3 |
| 2002/2001 | 92.2  | 90.2  | 88.3               | 86.0  |
| 2001/2000 | 99.4  | 101.6 | 104.1              | 105.2 |
| 2000/1999 | 109.6 | 110.4 | 108.5              | 111.8 |

**Next update:** January 2012

**Geographical Coverage:** European Union (15 original countries) & Switzerland

**Number of Participants:** Currently 24

**Reporting Companies:** All companies report their total (group) bean usage

**ECA grinding members:** ADM Cocoa – Barry-Callebaut – Delfi Cocoa Europe – ECOM/Dutch Cocoa – Gerkens Cacao (Cargill) – Nederland

**Bean processors (grinders and/or expellers):**

Ciocolato Peyrano – Euomar – Ferrero – Fuchs & Hoffmann – Hachez – Herza – Icam – Kessko – Kraft Foods – Ludwig – Majani – Natra – Nestle – Schokinag – Schwartauer Werke (KVB) – Storck – Weinrich – Toms

**Source: SSZ (Studiecentrum Sna cks en Zoetwaren), Zeist, the Netherlands**

