

EUROPEAN COCOA ASSOCIATION aisbl

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 Catherine Entzminger - Secretary General

Date: April 22nd 2020
ECA PUBLICATION - EUROPEAN COCOA BEAN USAGE (in tons – processed beans, i.e. ground and expelled)
Quarterly Comparison (net change from prior year)

| | Q4 % | Q3 % | Q2 % | Q1 % | YTD % |
|------------------------|-------|-------|-------|--------------------------|-------|
| 2020/2019 | | | | 100.9¹ | |
| 2019/2018 | 98.9 | 99.9 | 96.8 | 103.3 | 99.8 |
| 2018/2017 | 101.6 | 102.7 | 107.3 | 105.5 | 104.2 |
| 2017/2016 | 104.4 | 103.0 | 101.9 | 101.2 | 102.6 |
| 2016/2015 | 99.3 | 103.1 | 105.0 | 99.5 | 101.6 |
| 2015/2014 | 105.9 | 101.7 | 100.6 | 98.3 | 101.6 |
| 2014/2013 ² | 92.6 | 98.9 | 99.3 | 101.1 | 97.9 |
| 2013/2012 | 106.4 | 104.7 | 106.0 | 96.1 | 103.1 |
| 2012/2011 | 93.8 | 83.8 | 82.2 | 99.6 | 89.7 |
| 2011/2010 | 101.9 | 114.2 | 108.3 | 104.0 | 107.0 |
| 2010/2009 | 97.7 | 96.0 | 112.6 | 108.2 | 103.1 |
| 2009/2008 | 100.6 | 98.9 | 88.7 | 88.9 | 94.3 |
| 2008/2007 | 100.1 | 99.3 | 101.7 | 104.7 | 101.4 |
| 2007/2006 | 102.9 | 108.0 | 103.4 | 104.4 | 104.7 |
| 2006/2005 | 106.9 | 104.3 | 105.7 | 109.9 | 106.7 |
| 2005/2004 | 105.2 | 108.6 | 108.6 | 100.9 | 105.8 |
| 2004/2003 | 99.4 | 102.6 | 100.9 | 105.9 | 102.1 |

Quarterly Results

| | Q4 | Q3 | Q2 | Q1 | YTD | 12 mth totals (moving average) |
|-------------|---------|---------|---------|----------------|----------------|-----------------------------------|
| 2020 | | | | 373,625 | 373,625 | 1,436,656 |
| 2019 | 355,201 | 362,940 | 344,890 | 370,359 | 1,433,390 | 1,433,390 |
| 2018 | 359,103 | 363,122 | 356,109 | 358,432 | 1,436,766 | 1,436,766 |
| 2017 | 353,286 | 353,544 | 331,970 | 339,741 | 1,378,541 | 1,378,541 |
| 2016 | 338,431 | 343,238 | 325,698 | 335,806 | 1,343,173 | 1,343,173 |
| 2015 | 340,986 | 333,002 | 310,158 | 337,425 | 1,321,571 | 1,321,571 |
| 2014 | 321,935 | 327,316 | 308,236 | 343,210 | 1,300,697 | 1,300,697 |
| 2013 | 348,963 | 331,514 | 310,188 | 339,377 | 1,330,042 | 1,330,042 |
| 2012 | 327,982 | 316,676 | 292,551 | 353,311 | 1,290,520 | 1,290,520 |
| 2011 | 349,756 | 378,042 | 355,763 | 354,603 | 1,438,164 | 1,438,164 |
| 2010 | 343,243 | 330,900 | 328,426 | 341,096 | 1,343,665 | 1,343,665 |
| 2009 | 351,316 | 344,832 | 291,763 | 315,177 | 1,303,088 | 1,303,088 |
| 2008 | 349,351 | 348,501 | 328,920 | 354,571 | 1,381,343 | 1,381,343 |
| 2007 | 348,901 | 351,040 | 323,353 | 338,495 | 1,361,789 | 1,361,789 |
| 2006 | 338,922 | 324,903 | 312,817 | 324,173 | 1,300,815 | 1,300,815 |
| 2005 | 317,000 | 311,627 | 295,926 | 295,061 | 1,219,614 | 1,219,614 |
| 2004 | 301,214 | 287,040 | 272,570 | 292,367 | 1,153,191 | 1,153,191 |
| 2003 | 302,988 | 279,675 | 270,197 | 276,070 | 1,128,930 | 1,128,930 |

¹ Hanseatisches Chocoladen Kontor GmbH & Co. KG (Toms Confectionery Group) stopped grinding after Q4 2019.

² Quarterly comparison not possible between 2013 and 2014 as:

- Cemoi started reporting to the ECA grindstats publication as from Q3 2017. Previous data of Cemoi (as from Q1 2014) has been added to the statistic.
- Stollwerck GmbH (Baronie Group) stopped reporting to the ECA grindstats publication after Q2 2017. Previous data of Stollwerck (as from Q1 2014) has been removed from the statistic.

YTD Comparison (net change from prior year)

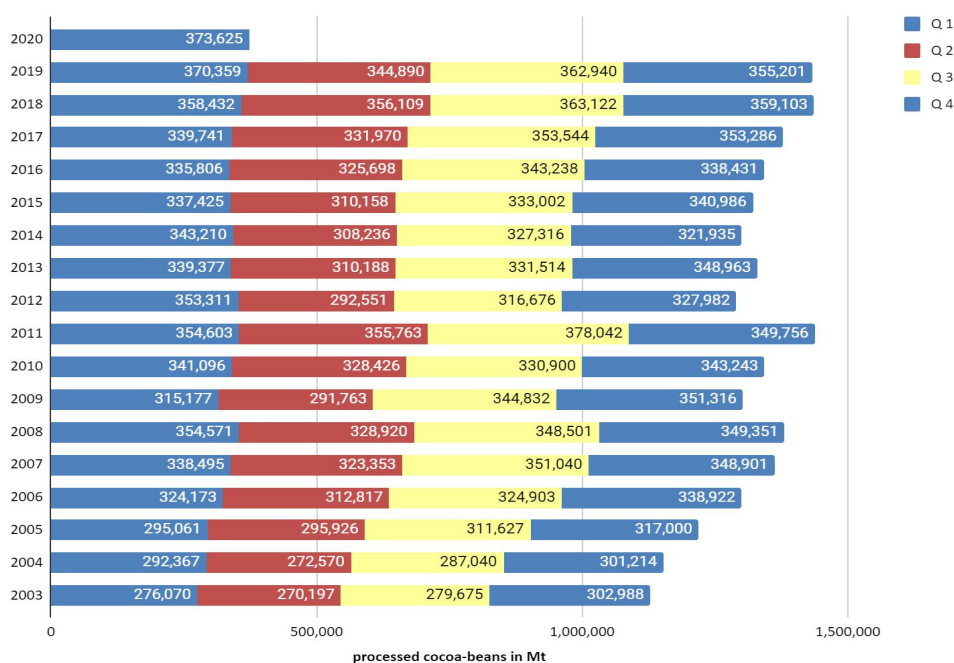
| through | Q4 % | Q3 % | Q2 % | Q1 % |
|-----------|-------|-------|-------|-------|
| 2020/2019 | | | | 100.9 |
| 2019/2018 | 99.8 | 100.0 | 100.1 | 103.3 |
| 2018/2017 | 104.2 | 105.1 | 106.4 | 105.5 |
| 2017/2016 | 102.6 | 102.0 | 101.5 | 101.2 |
| 2016/2015 | 101.6 | 102.5 | 102.1 | 99.5 |
| 2015/2014 | 101.6 | 100.2 | 99.4 | 98.3 |
| 2014/2013 | 97.9 | 99.8 | 100.2 | 101.1 |
| 2013/2012 | 103.1 | 101.9 | 100.6 | 96.1 |
| 2012/2011 | 89.7 | 88.4 | 90.9 | 99.6 |
| 2011/2010 | 107.0 | 108.8 | 106.1 | 104.0 |
| 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 |

Next update: July 2020
Geographical Coverage: European countries
Number of Participants: 21 for Q1 2020
Reporting Companies: All companies report their total (group) bean usage
ECA grinding members: Barry-Callebaut – Cargill Cocoa and Chocolate – Ecom/Dutch Cocoa – Nederland SA – Olam Cocoa – Cemoi

Bean processors (grinders and/or expellers):

August Storck KG – Confiserie Coppeneur et Compagnon GmbH³ – Elah-Dufour S.p.A – Ferrero – Hanseatisches Chocoladen Kontor GmbH & Co. KG (Toms Confectionery Group)⁴ – I.C.A.M. S.p.A – Jacopey Cioccolato Peyrano S.r.l.⁵ – Kessko Kessler & Comp. GmbH & Co. KG – Ludwig Weinrich GmbH & Co. KG – Majani 1796 S.p.A – Meybona-Schokoladenfabrik Meyerkamp GmbH & Co. KG – Mondelēz International – Natra – Nestle – Schokinag-Schokolade-Industrie GmbH⁶ – Toms Confectionery Group - Tulip Cocoa FB GmbH & Co. KG (Ecom Group).

Source: StatSer (Statistic Services), Leusden, the Netherlands Western Europe Grindings (MT)



³ Confiserie Coppeneur et Compagnon GmbH: New reporting company to the ECA grindstats publication as from Q3 2017.

⁴ Hanseatisches Chocoladen Kontor GmbH & Co. KG (Toms Confectionery Group), formerly known as Feodora Chocolate GmbH & Co. KG/Bremer Hachez Chocolate GmbH & Co. KG, stopped grinding after Q4 2019.

⁵ Jacopey Cioccolato Peyrano S.r.l stopped grinding after Q1 2017.

⁶ Schokinag-Schokolade-Industrie GmbH: New reporting company to the ECA grindstats publication as from Q1 2018.