

IPD BUYING MISSION

# Cacao producers from Ecuador

26 JUNE – 1 JULY 2023



Source high-quality cacao and cacao derivatives from Ecuador directly on site.

IPD connects you with reliable cacao suppliers during this year's buying trip to Ecuador.

26 JUNE –  
1 JULY 2023  
JOIN US!



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# IPD Cacao producers from Ecuador

## IPD arranges direct contact for you!

Ecuador is the largest cacao producer and exporter in Latin America. It is also the origin of the cacao variety *Arriba Nacional* and home to a large pool of professional and innovative companies.

In view of this potential, the German Import Promotion Desk (IPD), your partner for sustainable business contacts, initiated a programme in 2021 specifically targeting the cacao sector in Ecuador. The programme's objectives revolve around enhancing the country's cacao exports to Germany and Europe, but also in promoting quality, sustainability and local value addition.

For this, IPD has identified promising cacao producers who offer **ethically-sourced and high-quality cacao**. All companies have been visited and carefully screened by IPD experts beforehand. We focus on:

- + Product quality, export-readiness, export capacity as well as compliance with international standards and EU-compliant organic certification.
- + In addition, we consider short and **transparent supply chains without intermediaries** in order to meet the due diligence requirements.

The IPD evaluated companies offer **cacao in different forms and presentations**, such as cacao beans, cacao derivatives, couverture, cacao pulp, chocolate and much more. With this product range, the producers are able to serve different market segments and product applications and respond flexibly to customer requirements.

During this year's **buying trip to Ecuador (26 June – 1 July)**, organized by IPD, you get the opportunity to meet a selection of these evaluated companies

Visit with us our innovative cacao producers and discover Ecuador's cacao diversity while expanding your supplier network.

On the following pages you will find detailed information about the high-quality offer of the IPD screened exporters.

**Our tip:** Find the companies whose products are interesting to you and get in touch with us.

**Our mediation is neutral, quality-conscious and free of charge.**

IPD is an initiative of the Federation of German Wholesale, Foreign Trade and Services (BGA) and sequa, the development organization and partner of German business. We are funded by the Federal Ministry for Economic Cooperation and Development (BMZ).

In line with our development policy objective, we aim to increase exports from partner countries, promote innovation and higher value creation in order to contribute towards sustainable economic development in partner countries.

More information about IPD and our individual services at [www.importpromotiondesk.de](http://www.importpromotiondesk.de)

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# Arriba Nacional “Pepa de Oro”

## Fine flavour cacao – the gold of Ecuador

**Cacao culture in Ecuador** has a long tradition. The Mayas and Aztecs cultivated the cacao bean already thousands of years before the arrival of the Spanish, using it as a means of payment and for preparing a delicious drink: *Xocolat*.

Today, cacao is one of Ecuador’s most important exportable products and plays a major role within rural communities. Although the share of Ecuador’s cacao production on the world market is very small compared to West Africa, Ecuador is the **main producer of fine flavour cacao worldwide**. And with a share of almost 4% of total imports, it is the largest supplier of fine flavour cacao to the European Union. About 20% of these imports are destined for the German market.

While bulk cocoa is widely known as more bitter, fine flavour cacao has earthy, fruity, nutty or floral aromas. Here, the plants are demanding and have comparatively lower yields, but the long ripening period allows the beans to develop a complex flavour profile.

Decisive factors in providing high-quality cacao are, for example, the plants’ genetics, taste, appearance and aromas. This is made possible by certain climatic conditions, soil characteristics and the cacao farmer’s broad knowledge acquired over decades of cacao cultivation.

The well-known cacao variety in Ecuador, **Arriba Nacional**, takes its name from the Spanish “arriba” and refers to the area where it is grown. In the past, when cacao was still brought by boat from the highlands to the port city of Guayaquil, it was said that cacao came “from above” from the interior of the country.



And the addition of “nacional” shows that these cacao beans are considered a national treasure of Ecuador! In 2000, the Ecuadorian Ministry of Agriculture began the process of preserving varietal characteristics by establishing rules and applying for the geographical indication Arriba as **a designation of origin**. *Arriba Nacional* is registered and protected as a trademark in Ecuador.

*Arriba Nacional* is considered to have a caramel taste with notes of citrus acidity, wood and walnut. However, the flavors change depending on the growing region and so there is a range of impressions: **from spicy to floral to fruity**.

Cacao products made from *Arriba Nacional* cacao have a special taste and such variety denomination stands for **quality and traceability** among consumers.

*Arriba Nacional* is used, for example, in semi-finished products such as liquor, cacao butter or powder, which are used in the food,

pharmaceutical or cosmetics industries. But also finished products such as chocolate in form of bars, pralines, couvertures, and many more.

These and other cacao products provide unique taste experiences and are **offered by the selected IPD producers, mostly in organic quality**.

Get more information about the cacao offer of the IPD producers on the following pages.



# Biocacao



Biocacao de Ecuador is an Ecuadorian company processing, marketing and exporting agricultural products like cocoa, coffee, and corn. The company was founded in 2019 by two Ecuadorian associated owners. The facilities for processing and exporting cocoa are located at El Empalme, Guayas Province in Ecuador and the installed capacity of the manufacturing plant amounts to 150 metric tons per week.



Biocacao was created with the main purpose of not only rescuing the plantations of Nacional Fino de Aroma cocoa and improving their productivity, but also, producing cocoa with a high flavor profile. The company works with their associated farmers for implementing organic-sustainable agriculture and fair trade.

Biocacao maintains a close relationship with producers of fine aroma cocoa "Nacional Arriba" located in the Los Ríos, Guayas, Manabí, and Esmeraldas provinces. This strategic convergence aims to create value in the product.



## PRODUCTS & QUANTITIES PER YEAR

- + Ecuador cacao nacional arriba
- + Cacao guayas variety beans / 1,000t
- + Cacao magenta variety beans / 1,000t
- + Bioccy nibs / 100t
- + Conventional cacao / 4,000t

## CERTIFICATIONS

- + ORGANIC EU (in process)
- + RAINFOREST ALLIANCE (in process)
- + FAIRTRADE (in process)

## SOURCE OF RAW MATERIAL

- + Directly from farmers at producer areas in Ecuador

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ECUADOR

# Chocoleyenda



Chocoleyenda is an Ecuadorian company dedicated to manufacturing fine chocolates and cocoa derivatives. The company works hand in hand with hundreds of smallholder families for achieving mutual development. Chocoleyenda is aware of the importance of the origin of its raw material. "Arriba Nacional" cocoa beans have their own self fine aroma, unique around the world and have become an iconic product of Ecuador. Cocoa is a legend and part of Chocoleyenda's history.

The company guarantees the quality of its products by being deeply involved in each step of the production process, from the bean to the bar. Chocoleyenda expands its horizons with innovative production processes, equipment and products to provide the best, fine aroma chocolate



## PRODUCTS & QUANTITIES PER YEAR

- + Chocolate drops / 50 t
- + Chocolate bars / 120,000 units
- + Cocoa paste / 72 t
- + Cocoa nibs / 72 t

## CERTIFICATIONS

- + ORGANIC (EU, NOP)
- + GMP

## SOURCE OF RAW MATERIAL

- + Cocoa beans from farmer families in Ecuador



## ADDRESS

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ECUADOR

# Conexión Chocolate Ecuador

**CONEXIÓN**  
CHOCOLATE · ECUADOR



Conexión Chocolate is an award-winning terroir-driven fine chocolate company committed to crafting incredible chocolate in the country of origin, sourced directly from small scale cacao growers using traceable and organic agroforestry practices.

Nacional Cacao is a heirloom variety native of Ecuador considered one of the best fine flavor cacaos in the world and it is in danger of extinction. Conexión Chocolate works directly with cacao cooperatives to preserve its cacao, empowering communities and inspiring new generations. The company connects the world with the country's soul and boosts their customers creations providing unforgettable experiences.



Conexión Chocolate uses a variety of roasting profiles to highlight the innate organoleptic flavor profiles from different regions of Ecuador to bring single-origin artisan chocolate to life. It is sold in Asia, US and Europe.

## PRODUCTS & QUANTITIES PER YEAR

- + Raw and roasted cacao derivatives (nibs, powder, butter, liquor) / 250 t (each)
- + Raw and classic chocolate couvertures / 200 t

## CERTIFICATIONS

- + ORGANIC (EU, NOP)
- + KOSHER
- + VEGAN

## SOURCE OF RAW MATERIAL

- + Cacao beans are sourced directly from cooperatives of small-scale cacao growers all over the country using traceable and organic agroforestry practices



## ADDRESS

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# Cultivagro (Hacienda Palo Santo)



**PALO SANTO**  
HACIENDA - ECUADOR



Hacienda Palo Santo is a vertically integrated family business growing cacao since 1984 in Ecuador for the past three generations. Palo Santo owns and manages their own cacao farms and has built a factory where cacao fruit is produced right in the middle of the cacao plantation to ensure freshness and quality. Hacienda Palo Santo went into a long in-house process for developing the machinery needed to extract the pulp from the bean and industrialize the production under all food safety compli-ments. Having Italian roots, the family owning Cultivagro, used to have cacao fruit ice-cream as their everyday desert. The company started sharing their family tradition with the world by making cacao fruit pulp available in frozen and room temperature. Cacao fruit has endless properties and is categorized as a superfood containing antioxidants, flavonoids, theobromine, caffeine, magnesium, zinc and potassium. Packaging alternatives go from 100 g up to 18,5 kg.



## PRODUCTS & QUANTITIES PER YEAR

- + Cacao fruit pulp / 150t
- + Conventional cacao fruit pulp / 100t
- + Cacao beans / 125t
- + Conventional cacao beans / 205t

## CERTIFICATIONS

- + ORGANIC (EU, NOP, JAS)
- + KOSHER – For pouch packaging
- + HACCP
- + GMP

## SOURCE OF RAW MATERIAL

- + Own cacao farms (more than 300 ha of production)



## ADDRESS

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**ECUADOR**

# Kuná Chocolate



Kuná is about sharing what chocolate and the place where cacao grows represents. Traceability and purity are top priorities for the company.

Since 2012, Freshcosta/Kuná Chocolate works in partnership with farmers cooperatives in different Ecuadorian regions. Through the cultivation of “Nacional” cacao, the company aims at supporting families in getting access to greater development opportunities while respecting the existing life forms on their farms and land. In 2015, an own cultivation site was set up in their farm at Los Rios. Right in the middle of their own cacao plantation, beans are fermented and sun dried. Afterwards, beans are transformed into craft chocolate according to the needs of their customers in a fully allergenic-free facility.

Kuná Chocolate/Freshcosta has now nine years of export experience. Its reliable and eco-friendly products are used in 12 countries around the world.

## PRODUCTS & QUANTITIES PER YEAR

- + Cacao beans / 40t
- + Cacao nibs / 30t
- + Cacao mass /paste / 45t
- + Chocolate cobertura / 30t
- + Chocolate bars / 11t
- + Cocoa butter / 12t
- + Cocoa powder / 12t

## CERTIFICATIONS

- + ORGANIC (EU, NOP)

## SOURCE OF RAW MATERIAL

- + Own regenerative cultivation and small scale farmers from Amazon and coastal region.

## ADDRESS

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# Latiali



Located in Duran, Ecuador, Latiali has a state-of-the-art facility. With a decades-long legacy and streamlined process from field to industrialization, Latiali has gained recognition as a reliable manufacturer and distributor of various products derived from cocoa, such as cocoa beans, cocoa nibs, cocoa mass, cocoa butter, and chocolates.

Latiali invested numerous years in sourcing the finest cocoa plantations in different regions of Ecuador. The plantation selection considers aspects such as soil characteristics, plantation conditions, traceability, cocoa bean genotype, employees' conditions, environmental protection, certifications, etc.

Latiali's finest chocolate combines the best Ecuadorian cocoa beans with a designated step-by-step chocolate-making process to enrich and retain the distinct Ecuadorian cocoa's nutrients, taste, and aroma.

## PRODUCTS & QUANTITIES PER YEAR

- + Cocoa beans / 1,000t
- + Cocoa derivatives / 300t
- + Chocolate and chocolate couvertures / 400t drops or chips

## CERTIFICATIONS

- + ORGANIC (EU, NOP, EC, JAS)
- + FSSC 22000
- + KOSHER

## SOURCE OF RAW MATERIAL

- + Sourced directly from associated cocoa farmers

## ADDRESS

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# Nativaromas



Nativaromas



Nativaromas offers high quality chocolate and semi finished products based on the management of cocoa profiles. Promoting the rescue of fine aroma cocoa, Nativaromas guarantees a different product experience.

The development and production of chocolates and other cocoa products are based on the selection, research and rescue of crops and varieties of fine aromatic cocoa, which meet high standards of quality, aroma and flavor. Nativaromas also specialises in the development and implementation of post harvest processes according to different varieties and environmental conditions.



Working with small farmers, rescuing native plants and working with chemical free crops are some of the top priorities of Nativaromas. The company is committed towards a respectful production, both environmentally and with the community.

## PRODUCTS & QUANTITIES PER YEAR

- + Cacao beans / 300t
- + Cacao paste / 200t
- + Cacao butter / 40t
- + Cacao nibs / 200t
- + Chocolate bars / up to 24t

## CERTIFICATIONS

- + GMP

## SOURCE OF RAW MATERIAL

- + Cocoa beans: direct from six farms in the region of Manabí, Ecuador
- + Semi-finished products: Manabí, Guayas and Esmeraldas regions, Ecuador



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