



Federal Ministry
for Economic Cooperation
and Development



Partners in
Transformation
Import Promotion Desk



Cologne, 28–31 January 2024, Hall 10.2, Booth E-080g

IPD companies at ISM ProSweets 2024

IPD connects you with reliable suppliers of chocolate, cocoa derivatives and dried fruits from Colombia, Ecuador, and Ghana.





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Import Promotion Desk (IPD)

Reliable suppliers for your business success!

If you are an importer looking for reliable suppliers of chocolate, cocoa derivatives or dried fruits and want to open up new supply sources, then Import Promotion Desk (IPD), the initiative for import promotion, will support you.

On your behalf, we undertake the international sourcing of new trade partners in selected partner countries.

All the companies we identify for you go through a complex screening process. We prepare them for the European market and guarantee that they meet all the requirements of the most important European standards for sustainable production and high food safety.

In addition, we give advice to producers in our partner countries on certifications such as HACCP, GMP and other relevant standards (FSSC 22000, BRC, etc.).

Whether in organic or conventional quality – with the support of IPD you will be quick and certain to find reliable exporters.

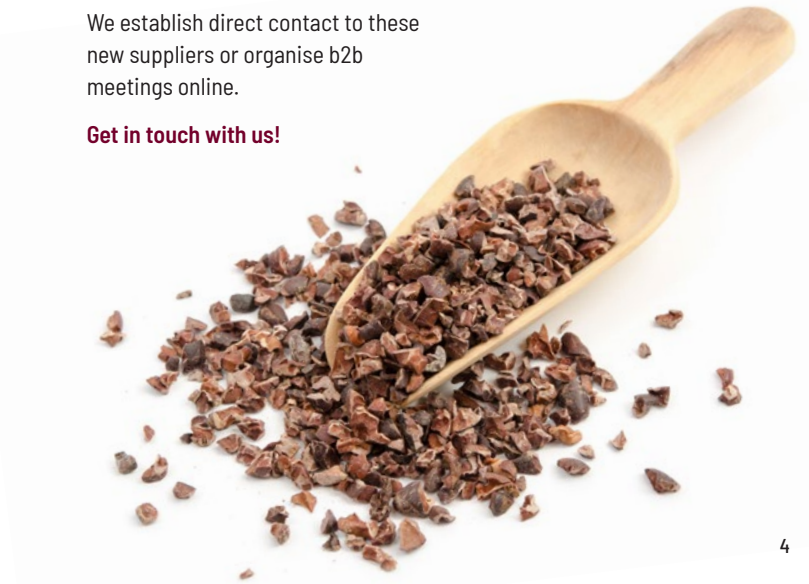
Contact brokering – neutral, quality-conscious and free of charge!

At **ISM ProSweets 2024**, we will be presenting 6 evaluated companies from Colombia, Ecuador, and Ghana. Check out the high-quality offer of our partners for yourself and visit us in **hall 10.2, booth E-080g**.

On the following pages you can find detailed information about our exporters.

We establish direct contact to these new suppliers or organise b2b meetings online.

Get in touch with us!





**Partners in
Transformation**
Import Promotion Desk

IPD is an initiative of the Federation of German Wholesale, Foreign Trade and Services (BGA) and sequa, the development organisation 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

Your IPD team at ISM 2024



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Make an appointment 

IPD partners

IPD works with a network of international organisations in Europe and our partner countries. Thus we efficiently pool information and know-how.

This enables us to link existing import and export promotion measures and carry out their strategic further development. Our partnerships always make it possible for us to match all services of IPD to the needs of importers and exporters exactly and then carry out our services optimally at any place.

Colombia



Pro Colombia
www.procolombia.co

Ecuador



CORPEI
<https://corpei.org>



Federación ecuatoriana
de exportadores
www.fedexpor.com



Pro Ecuador
www.proecuador.gob.ec

Ghana



**Federation of associations
of Ghanaian exporters (FAGE)**
www.fageghana.com



**Ghana Export Promotion
Authority**
www.gepaghana.org



**Vegetable producers &
exporters association of Ghana**
www.vepegghana.com

Product finder

🌿 Companies marked with a leaf offer the product in organic quality.

Cocoa & derivatives

Cacao paste	
Chuculat (Colombia)	10
Cocoa bean	
Biocacao (Ecuador)	13
Hacienda Palo Santo 🌿 (Ecuador)	14
Morumbi Cacao (Colombia)	12
Cocoa butter	
Hacienda Palo Santo 🌿 (Ecuador)	14
Cocoa fruit pulp (freeze-dried)	
Hacienda Palo Santo (Ecuador)	14
Cocoa fruit pulp (aseptic & frozen)	
Hacienda Palo Santo 🌿 (Ecuador)	14
Cocoa liquor	
Hacienda Palo Santo 🌿 (Ecuador)	14
Cocoa mass	
Morumbi Cacao (Colombia)	12



Dried fruits & vegetables

Cocoa Nacional Arriba	
Biocacao (Ecuador)	13
Cocoa nibs	
Hacienda Palo Santo 🌿 (Ecuador)	14
Morumbi Cacao (Colombia)	12
Cocoa powder	
Hacienda Palo Santo 🌿 (Ecuador)	14
Dark chocolate bars	
Chuculat (Colombia)	10
Dark chocolate couverture	
Chuculat (Colombia)	10
Dark chocolate couverture (vegan)	
Chuculat (Colombia)	10
Drageés with chocolate	
Chuculat (Colombia)	10
Banana	
Groital (Ghana)	15
Coconut (flakes)	
Groital (Ghana)	15
Coconut (smiles)	
Groital (Ghana)	15
Glacé purple passionfruit (freeze-dried)	
Kymbuba (Ecuador)	11

Mango	
Groital (Ghana)	15
Papaya	
Groital (Ghana)	15
Pineapple	
Groital (Ghana)	15
Pineapple with chili	
Groital (Ghana)	15
Pineapple with ginger	
Groital (Ghana)	15

Purple passionfruit chunks (air-dried)	
Kymuba (Ecuador)	11
Purple passionfruit flakes (air-dried)	
Kymuba (Ecuador)	11

Natural powders & flours

Purple passionfruit powder (air-dried)	
Kymuba (Ecuador)	11
Purple passionfruit powder (freeze-dried)	
Kymuba (Ecuador)	11
Purple passionfruit powder (spray-dried)	
Kymuba (Ecuador)	11





Chuculat



Chuculat is a Colombian company that produces and markets high-quality cacao and chocolate products, with cacao beans of exceptional quality and unique origin from different regions of Colombia. The main purpose is to contribute to the improvement of the life conditions of cacao producers in a sustainable manner, through the increase of their income, the conservation of the environment and adequate production methods.

Chuculat is part of *Cocoa, Forests & Peace (CB&P)* a public-private initiative, aiming to promote deforestation-free cacao production models.

Products & quantities per year

- Cacao paste / 30 t
- Dark chocolate couvertures / 20 t
- Vegan chocolate couvertures / 20 t
- Dark chocolate bars / 20 t
- Dragees with chocolate / 30 t

Certifications

- ORGANIC EU (in process)

Source of raw material

- Small-scale farmers



Colombia

Address

Chuculat
Carrera 10A # 69-23
Bogotá, 11023
Colombia
info.chuculat@gmail.com
www.chuculat.com

Contact

Ms. Nayla Yamel
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Matchmaking contact

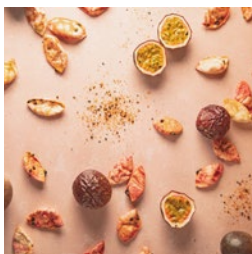
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Kymuba (by Ocati)

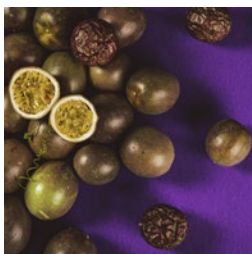


Colombia



Kymuba is the agro-industrial brand of Ocati, a Colombian company with more than 35 years of market experience, that produces, packs, and exports purple passionfruit of the highest quality.

Kymuba was founded in 2022 with the purpose of delivering innovative and versatile snacks and ingredients made with purple passionfruit for the food industry, retail, and gastronomy market. Kymuba air-dries, freeze-dries and spray-dries their wonderfully tart, fragrant, and juicy fruit, bringing a bit of the sunny tropics to new customers around the world.



They are their own importers in Europe, and they keep stock in Rotterdam. This gives them the possibility to sell in small quantities and to have immediate availability.

Products & quantities per year

Purple passionfruit:

- Air-dried chunks (3 sizes) / 18 t
- Freeze-dried powders / 5 t
- Air-dried powders / 5 t
- Spray-dried powders / 5 t
- Freeze-dried crystals / 5 t
- Air-dried flakes / 5 t

Certifications

- BRC

Source of raw material

- Alliance with 350 small-scale farmers
- Own cultivation



Address

Kymuba (by Ocati)
Km 2 via Cota-Chía
Chía, Cundinamarca
Colombia
info@kymuba.com
www.ocati.com

Contact

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MORUMBÍ CACAO

PREMIUM COLOMBIAN CACAO
SINGLE ESTATE PLANTATION
PUERTO LLERAS, META - COLOMBIA

Morumbí Cacao



Morumbí Cacao is a family owned single estate plantation committed to produce premium cacao beans using agroforestry systems and regenerative agriculture. The farm is located in the valleys of the Ariari river in the department of Meta, Colombia. For several years, this region was the epicenter of the Colombian civil conflict, but today, due to the peace agreement signed in 2016 and through the cacao crop, its inhabitants have access to better development opportunities.

In 2019, the crop was set up with an extension of 50 hectares planted with fine flavor and aroma cacao trees (Criollos and Trinitarios varieties). Another 100 hectares remain in the farm with native forests under environmental conservation policy. Post harvesting is undertaken at the farm, cacao beans are fermented in wooden boxes, pH and temperature are controlled and the whole process has been validated with experts to enhance the beans attributes. Afterwards, beans are dried naturally, packed and finally stored.

Morumbí Cacao brings single origin cacao beans to chocolatiers and the chocolate industry in general but mainly to Canada and Germany.

Products & quantities per year

- Cacao beans / 50 t
- Cacao nibs / 30 t
- Cacao mass & paste / 30 t

Certifications

- ROC (in progress)

Source of raw material

- Own fields in Meta, Colombia



Colombia

Address

Biocacao Hacienda Morumbí
Steet 39 N. 19 - 21
Villavicencio, Meta,
Colombia
www.morumbicacao.com

Contact

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Matchmaking contact

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Biocacao



Biocacao de Ecuador is an Ecuadorian company processing, marketing and exporting cacao (among other products).

The company was created with the main purpose of rescuing the plantations of “Nacional Fino de Aroma” cacao and improving their productivity. The company produces cocoa with a high flavor profile and works with their associated farmers to implement bio-sustainable agriculture and fair trade.

Biocacao maintains close relationships with producers of fine aroma cacao “Nacional Arriba” and CCN51, located in the provinces of Los Rios, Guayas, Manabí, and Esmeraldas. This strategic convergence aims to create value in the product: quality, flavor profile, high fermentation levels, and long-term sustainability.

Products & quantities per year

- “Arriba Nacional”
cocoa beans / 1,000 t
- Conventional cacao / 4,000 t

Certifications

- ORGANIC EU (in process)
- RAINFOREST ALLIANCE

Source of raw material

- Small-scale farmers
from Ecuador



Ecuador

Address

Biocacao S.A.
Via La Guayas, Area Olivos
El Empalme
Ecuador
www.biocacaoecuador.com
trade@biocacaoecuador.com

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President
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Hacienda Palo Santo



Ecuador



Hacienda Palo Santo is an organic cocoa grower and derivatives producer located in Ecuador. It is a family business founded more than 45 years ago and it is currently in its 3rd generation. All the products marketed by Hacienda Palo Santo are sourced from their own farms located in two locations outside of Guayaquil, Ecuador, very close to the main ports of the country.

Their products have been marketed in Europe, Asia, North America and the Middle East, having a tremendous success derived, mainly, from their high-quality, clean, tasty and aromatic, cocoa beans.

All their products are effectively traceable, sustainable, with a minimum environmental impact and are produced having in mind the importance of social conscience when it comes to doing agriculture. Every time a customer buys any of Hacienda Palo Santo's product, he/she contributes to the positive social development of the towns surrounding each farm.



Products & quantities per year

- Cocoa bean 🌿 / 300 t
- Cacao fruit pulp 🌿 (aseptic and frozen) / 100 t
- Cocoa liquor 🌿 (block and kibbled) / 240 t
- Cocoa nibs 🌿 / 210 t
- Cocoa powder 🌿 (natural and alkalized) / 132 t
- Cocoa butter 🌿 (natural and deodorized) / 108 t
- Cacao fruit freeze-dried pulp / 17 t

Certifications

- ORGANIC (EU, NOP, JAS)
- HACCP
- GMP

Source of raw material

- Own cultivation (250 ha)



Address

Hacienda Palo Santo –
Cultivagro S.A.
C.C. Dicentro, Off. 17, Av. Juan
Tanca Marengo
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www.haciendapalosanto.com

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Groital



Ghana



Groital Company Limited is an agri-business specialized on the cultivation and processing of tropical fruits into dried healthy snacks, with focus on pineapples, mangoes, coconuts and bananas, using environmentally friendly farming and processing methods.

Groital produces all-natural dried fruits under strict hygienic protocols while using some of the best technologies to ensure that products are safe for consumption. They can produce 30 tons per month of dried fruits.

Groital produces innovative products: spiced dried fruits such as dried pineapple with ginger, dried pineapple with chili, dried mango with chili. They focus on the employment of young people, especially women, in order to help reduce unemployment in Ghana.



Products and quantities per year

In total: 360 t

- Natural dried mangoes
- Natural dried coconut smiles
- Natural dried coconut flakes
- Natural dried pineapple titbits
- Natural dried pineapple titbits with ginger
- Natural dried pineapple titbits with chili
- Natural dried papaya
- Natural dried banana



Certifications

- HACCP
- FSSC 22000 (in process)

Source of raw material

- Own cultivation (Eastern Region of Ghana)
- Small-scale farmers in the Eastern Region

Address

Groital Company Limited
Number 18 Adjuma Crescent
South Industrial Area
GA-176-1852
Accra
Ghana
info@groital.com
www.groital.com

Contact

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CEO
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+ 233 504 942166
j.ayinbora@groital.com

Matchmaking Contact

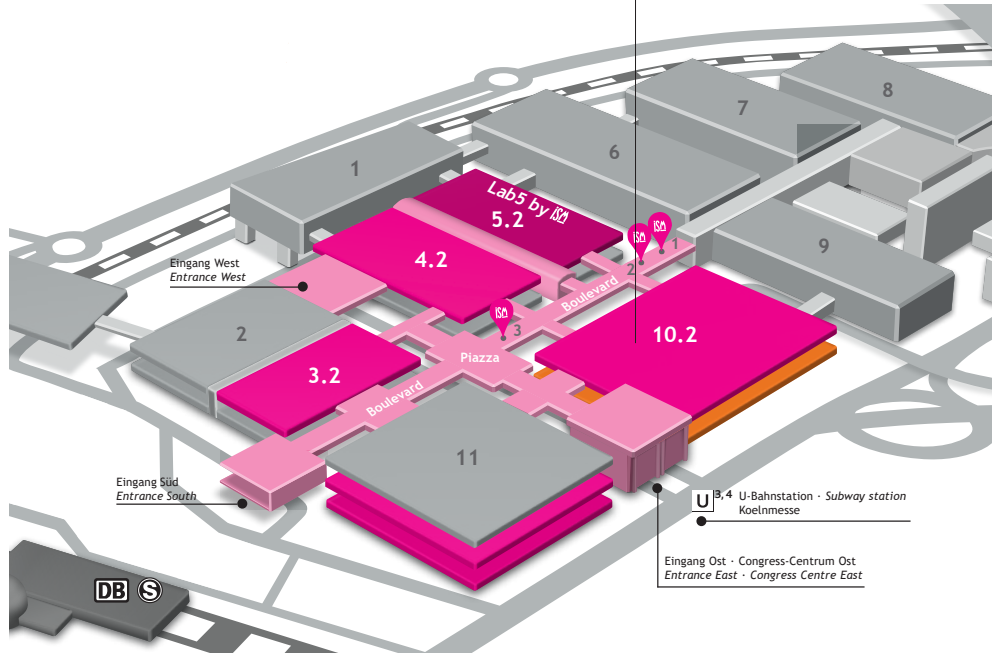
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Floorplan



Partners in
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Hall 10.2, Booth E-080g



Opening hours

Sunday | January 28 | 2024
9:00 A.M. - 6:00 P.M.

Monday | January 29 | 2024
9:00 A.M. - 6:00 P.M.

Tuesday | January 30 | 2024
9:00 A.M. - 6:00 P.M.

Wednesday | January 31 | 2024
9:00 A.M. - 4:00 P.M.



ISM
ProSweets 2024
Koelnmesse

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Germany
www.ism-colcogne.de





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Import Promotion Desk

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**Do you want to benefit
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We will inform you regularly about our
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