

News Release

Gaining access to thousands of cocoa farmers in Ghana

Barry Callebaut has acquired Nyonkopa to cover growing customer need for sustainable and traceable cocoa from Ghana

- **Nyonkopa is a Licensed Buying Company in Ghana authorized to buy cocoa directly from farmers**
- **Nyonkopa to be integrated into Barry Callebaut's direct sourcing organization, Biolands**
- **Biolands will include farmers registered with Nyonkopa in its sustainability activities**
- **Nyonkopa will help Barry Callebaut satisfy increasing customer demand for sustainable cocoa**

Zurich/Switzerland, November 9, 2015 – Barry Callebaut, the world's leading manufacturer of high-quality chocolate and cocoa products, has acquired Nyonkopa Cocoa Buying Company Limited in Ghana. Nyonkopa is among the top ten private Licensed Buying Companies in Ghana authorized by the Ghana Cocoa Board (COCOBOD) to buy cocoa from farmers and to sell it to the Cocoa Marketing Company of the COCOBOD. The COCOBOD oversees the cocoa sector in Ghana, including quality control, sales and marketing.

Nyonkopa Cocoa was founded in 2012 and became operational in the 2013/14 crop season. The company has a strong buying network, has about 100 employees and 600 purchasing clerks and is buying cocoa from over 10,000 cocoa farmers spread across 34 districts in Ghana's main cocoa regions.

Growing customer demand for sustainable and traceable cocoa from Ghana

Nyonkopa will be integrated into the Biolands Group, Barry Callebaut's direct sourcing organization, so far present in Côte d'Ivoire and Tanzania.

Antoine de Saint-Affrique, CEO of Barry Callebaut, said: "Nyonkopa will give us access to thousands of Ghanaian farmers at farm level and enable us to source directly from them and provide them with farm services. This is fully in line with our strategy to make cocoa farming more sustainable and attractive to farmers and our approach to focus on farmer productivity and community development."

With a view to customer demand, CEO Antoine de Saint-Affrique continued: "In addition, this step will enable us to satisfy the growing need of our customers for sustainable and traceable cocoa specifically from Ghana so they can meet the sustainability commitments they have made towards their consumers. The acquisition of Nyonkopa will furthermore support Barry Callebaut and our customers commitment to CocoaAction in Ghana."

About Barry Callebaut Group (www.barry-callebaut.com):

With annual sales of about CHF 6.2 billion (EUR 5.6 billion / USD 6.6 billion) in fiscal year 2014/15, the Zurich-based Barry Callebaut Group is the world's leading manufacturer of high-quality chocolate and cocoa products – from sourcing and processing cocoa beans to producing the finest chocolates, including chocolate fillings, decorations and compounds. The Group runs more than 50 production facilities worldwide and employs a diverse and dedicated global workforce of more than 9,000 people.

The Barry Callebaut Group serves the entire food industry, from industrial food manufacturers to artisanal and professional users of chocolate, such as chocolatiers, pastry chefs, bakers, hotels, restaurants or caterers. The two global brands catering to the specific needs of these Gourmet customers are Callebaut® and Cacao Barry®.

The Barry Callebaut Group is committed to sustainable cocoa production to help ensure future supplies of cocoa and improve farmer livelihoods. It supports the Cocoa Horizons Foundation in its goal to shape a sustainable cocoa and chocolate future.

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