



YOUR EXPERT IN  
**COCOA TRANSPORTATION**





# YOUR PARTNER IN THE COCOA'S JOURNEY

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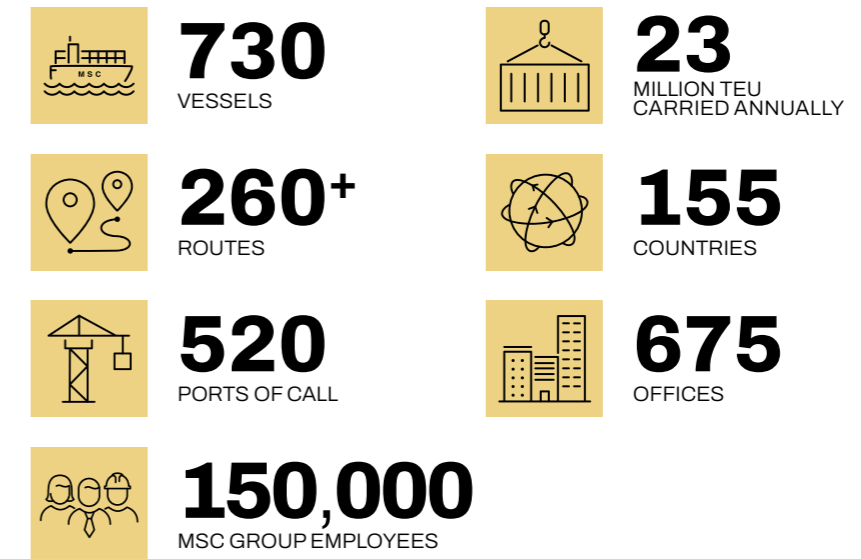
## A FAMILY COMPANY CARING FOR YOUR BUSINESS

**Above all, MSC is a family company with strong values and a deep shipping heritage dating back 50 years. Despite our global presence and large-scale operations, we understand that each customer has different needs, so we go the extra mile to offer tailor-made solutions.**

Founded by Captain Gianluigi Aponte, MSC Mediterranean Shipping Company (MSC) is a privately-owned shipping line established in 1970 and headquartered in Geneva (Switzerland) since 1978. The company's international headquarters supervise a worldwide network of offices, each responsible for commercial and operational activities in their respective countries.

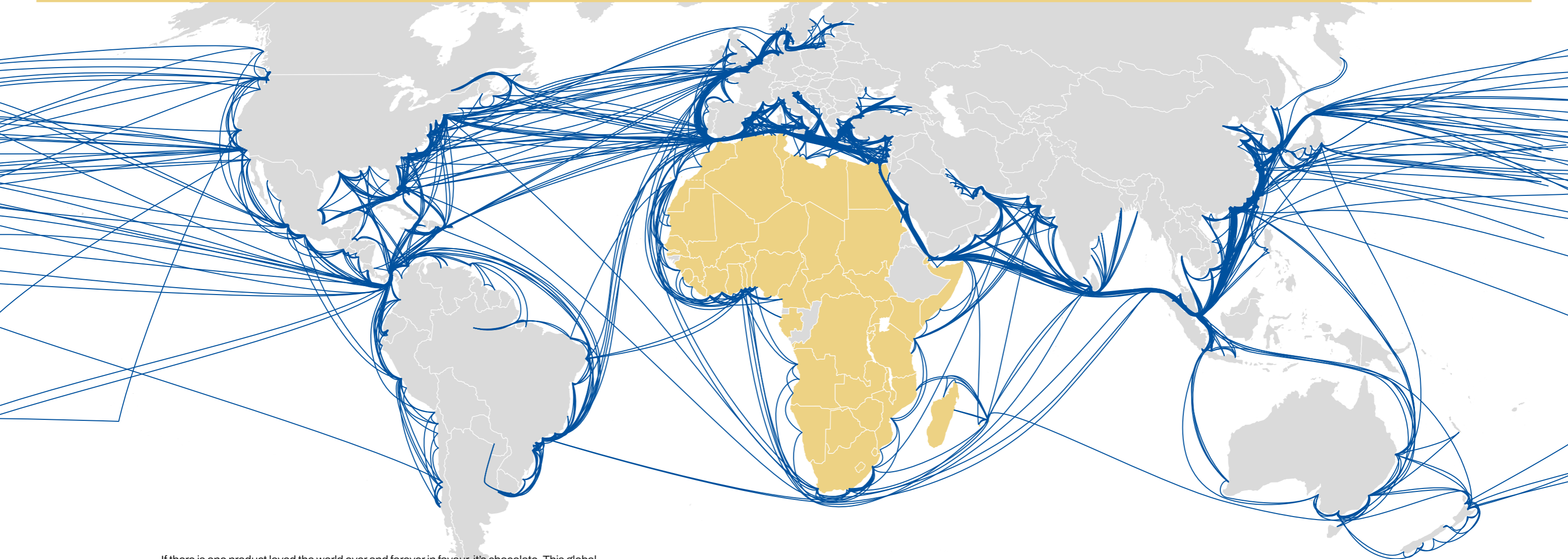
MSC is a world leader in global transportation and is part of the MSC Group shipping conglomerate, a global business in the transport and logistics sector. The Group encompasses a Cargo Division with MSC Mediterranean Shipping Company (MSC), Terminal Investment Limited (TiL), MEDLOG and a Passenger Division led by MSC Cruises and complemented by Mediterranean passenger ferries Grandi Navi Veloci (GNV) and SNAV.

### MSC ACROSS THE WORLD



Note: key numbers estimated for 2022

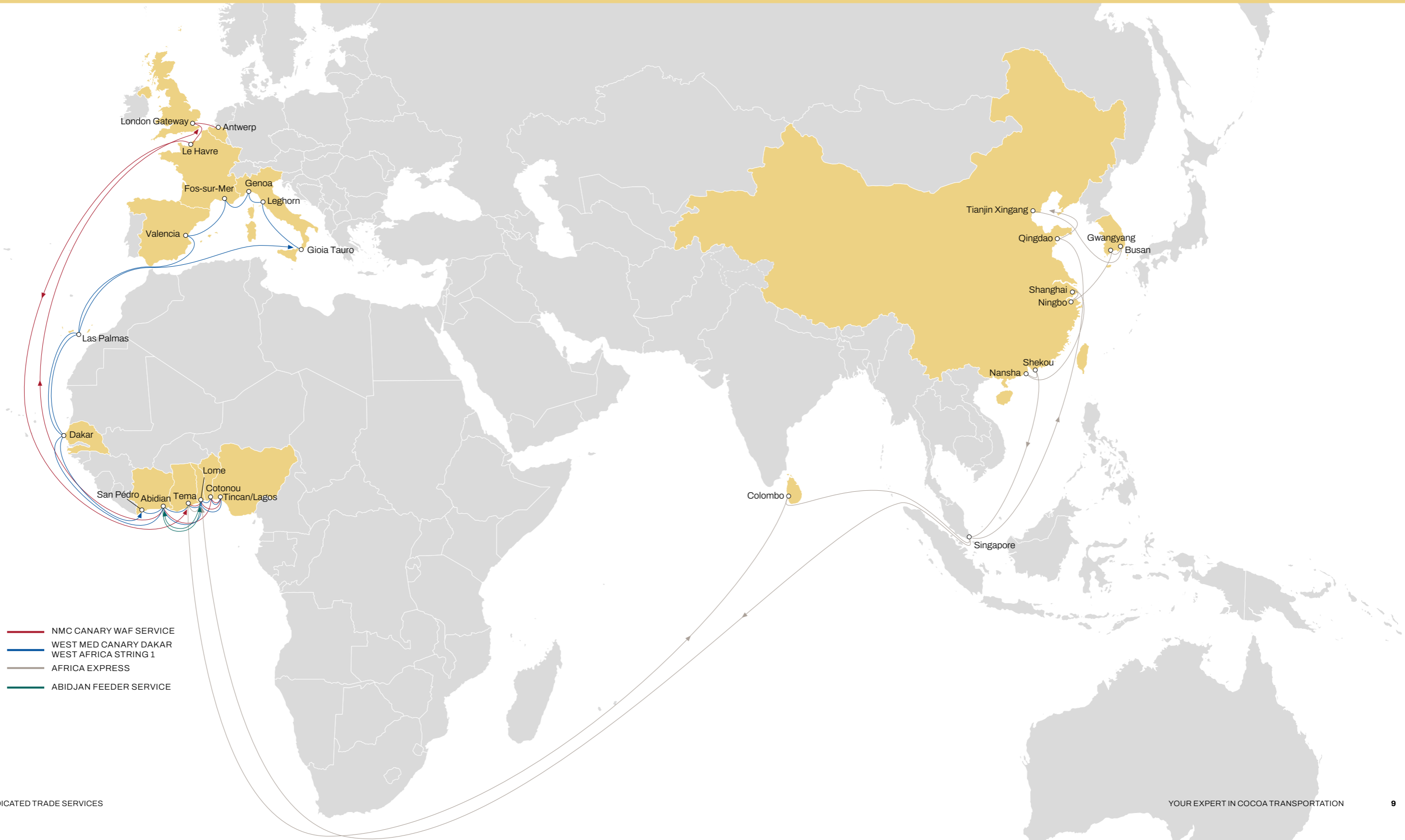
## YOUR PARTNER IN THE COCOA'S JOURNEY



If there is one product loved the world over and forever in favour, it's chocolate. This global obsession means a constant demand for cocoa, and therefore for a reliable, responsive supply chain where every party fully understands the complexity of the bean-to-consumer. As a world leader in global container shipping, MSC Mediterranean Shipping Company prides itself on offering global service with local knowledge. Over the years, our local teams in Africa, Asia and Latin America, have developed a strong expertise in all of the

aspects related to cocoa transportation. In Africa, MSC is present in over 40 countries, with offices in Ivory coast, Ghana, Cameroon, Nigeria and Uganda undeniably some of the major producing countries. We're proud of our credibility and our deep understanding when it comes to the world of cocoa. MSC clearly is the perfect partner for the critical journey of this high-demand commodity.

# DEDICATED TRADE SERVICES



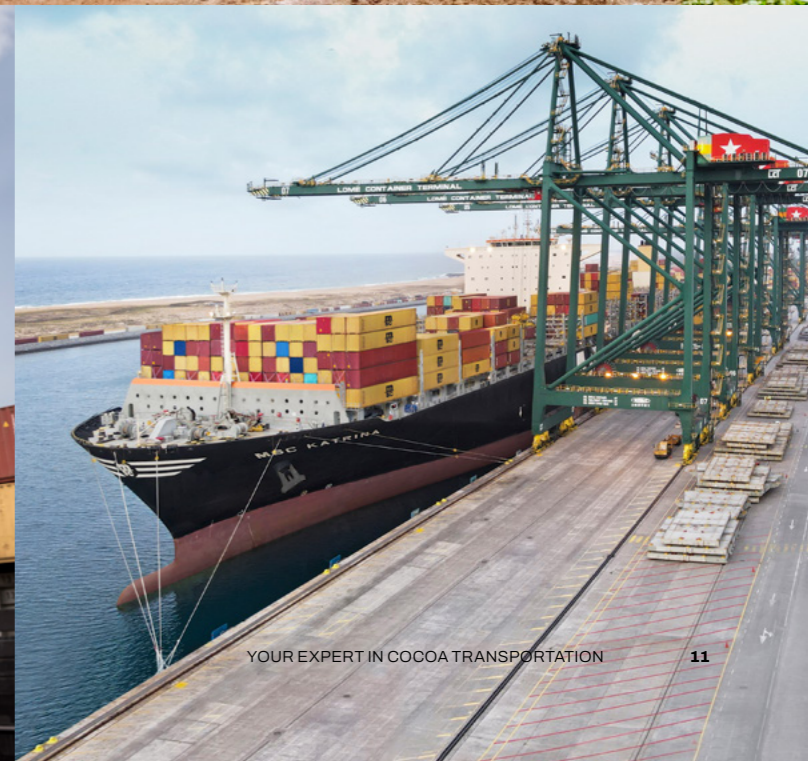
## MSC IN AFRICA

Africa leads the world in cocoa production, and the port of San Pedro, in Ivory Coast is the main harbour for cocoa exports. Through our global network, MSC can connect the African continent to the main trade centres of the world.

Our key strengths in Africa are:

- A dedicated team in Cameroon, Ivory Coast, Ghana and Nigeria
- Regular trade services
- Fast and reliable transit times
- 24/7 container availability
- Our own terminal at San Pedro (TSP - Terminal San Pedro) and Lomé (Lomé Container Terminal)
- Our subsidiary MEDLOG (land transport and logistics activities)

In Abidjan and San Pedro, MEDLOG manages several warehouses, including three dedicated to the cocoa, cotton and cashews storage. Our equipment is composed of more than 200 trucks, 520 trailers, 15 box loaders, forklifts, etc. We care for the safety of your cargo. Our trucks are equipped with a GPS allowing for real-time localization, alarm in case of itinerary change and a speed control system. We are working with one of the best security companies of the country in order to protect our warehouses and monitor the moves of our containers. A security department was created in order to supervise all of these efforts.



## AT THE HEART OF THE COCOA VALUE CHAIN

According to the International Trade Center (ITC), the main importers of post-processing cocoa products are Europe and the United States, as primary regions for chocolate manufacturing. The top five biggest importers in the past few years included the Netherlands, the USA, Germany, Belgium and Malaysia. The quality of cocoa products is primarily determined by the quality of the raw cocoa. Cocoa itself will not improve after it leaves the farm gates, but, it is critical that it is carefully preserved during transportation.

At MSC, we understand the sensitivity required in the care of cocoa beans throughout their journey. We work closely with exporters, brokers and importers to ensure the

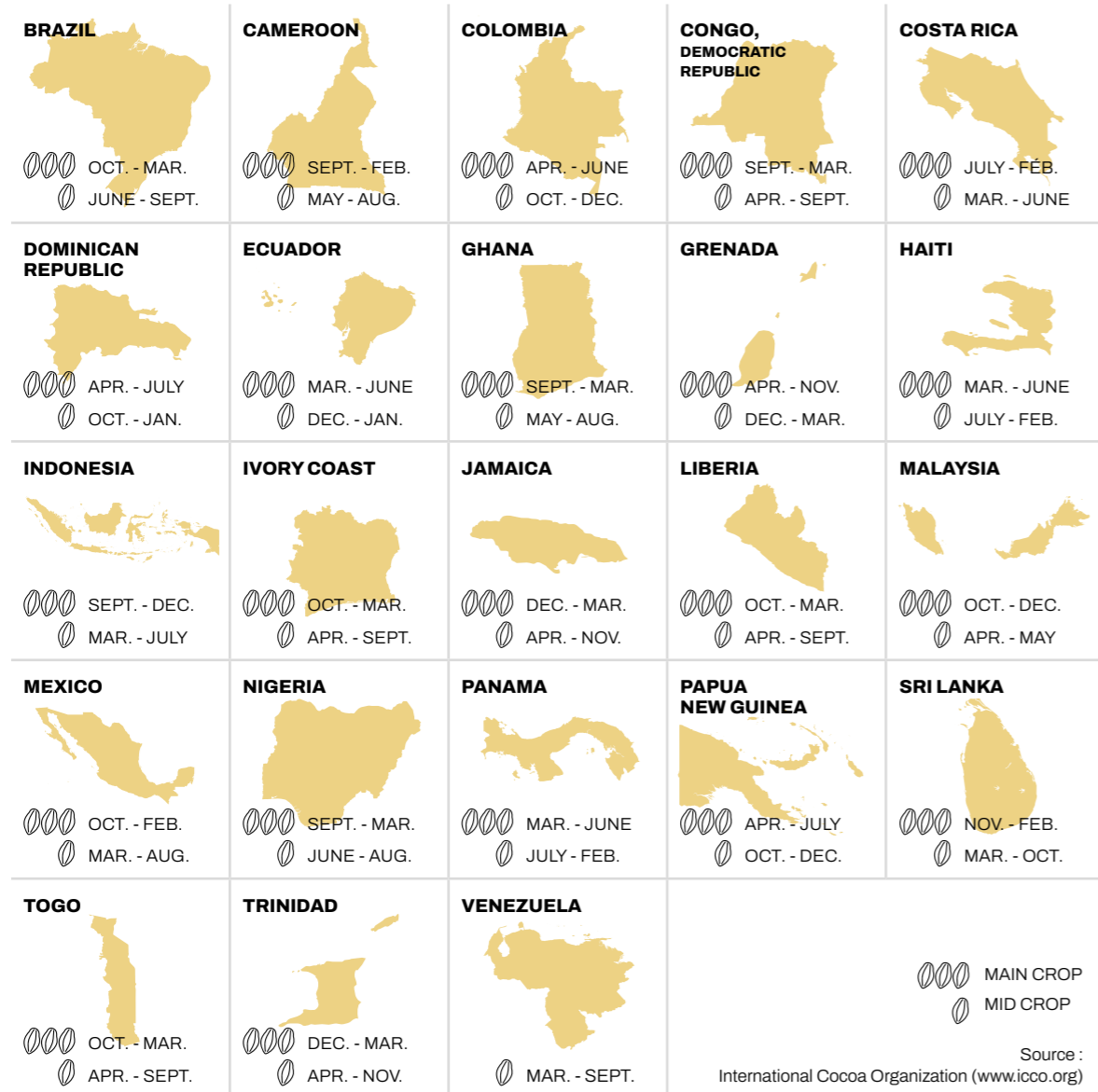
commodity arrives in the very best conditions possible. Our extensive knowledge and experience tells us that cocoa beans should be shipped shortly after harvest, as extended storage (>6 months) may result in losses due to the high relative humidity in the tropics.

It's this understanding which means we're able to guide our customers in shipment options of either containerized or conventional and handle the full process from the time the cocoa leaves the plantation to when it is exported. This includes the control procedures; cleaning, drying and packing of cocoa beans as well as container stuffing and export customs formalities.



# THE COCOA SEASON

The timing of the cocoa harvest varies from country to country, depending on the climate and the variety of cocoa; however, most countries have two peak production harvests per year. In West Africa, 70% of the production is harvested between October and March.



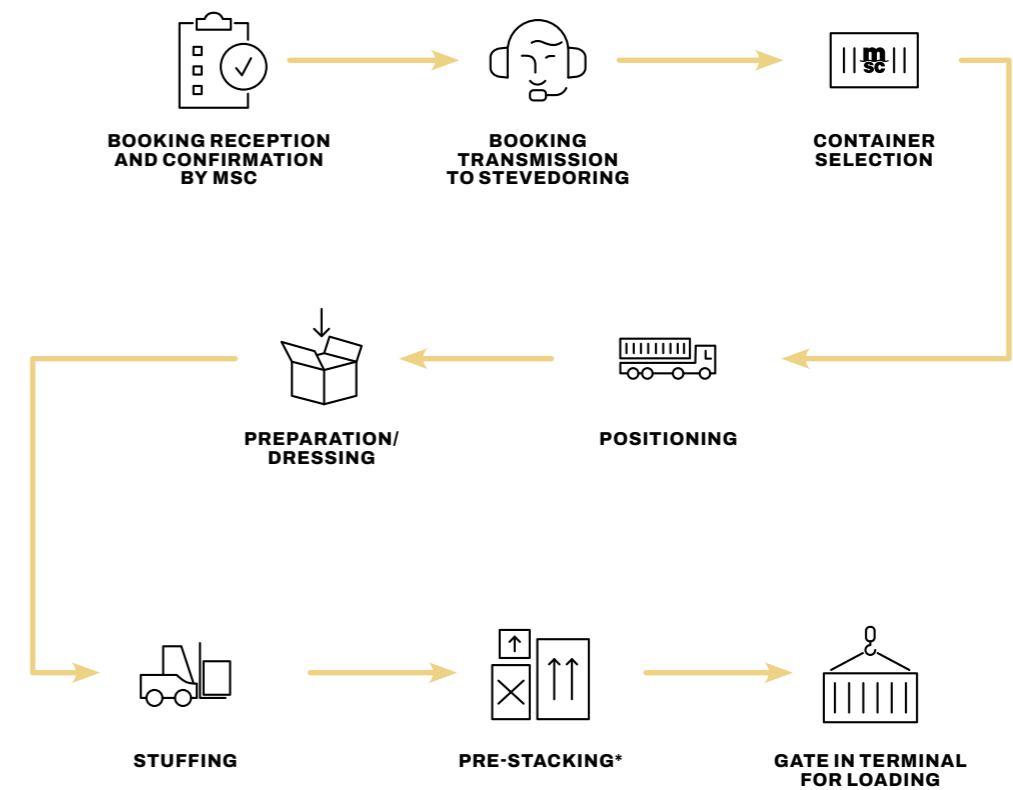




## MSC COCOA EXPORT PROCESS

Every single cocoa journey we organise for our customers receives the highest level of attention and expertise. Our highly experienced team take huge pride in supporting each step of the export process, from guiding customers through appropriate and country-specific procedures, to helpfully suggesting advice around shipment preparation. MSC customers know they can rely on the very best solution, from the moment they make their booking, to the loading of their container on board the vessel.

Our role is to be the partner you can trust at every step.



\* New customs rules 2-5 days in Ivory Coast due to VGM process

# CONTAINER SELECTION PROCESS & PREPARATION

During the export process, we help our customers to choose their containers. We also inspect the containers and carefully prepare the cargo. Our local team of experts is on hand to advise you of the different materials available. At MSC, we understand the importance of keeping our customers' goods in perfect condition, from the moment they are loaded to the moment they reach their destination.

Our container inspection includes:

- Cleaning to remove any interior dirt on walls, ceilings and floors (such as grease or oil) and odours
- Checking for cracks, holes, leaks (leak test), rust and fixing brackets (mounting screws prohibited)
- An examination of the external structure (to ensure that the side walls, handles and rails of the container are not deformed and that the doors close correctly)
- Testing of the moisture level of the floor, which must not exceed 12%
- Verification of the absence of hazardous material labels on the walls

We then prepare the containers according to the packaging:

- Cocoa beans in container bags or bulk containers
- Cocoa derivatives in dry or refrigerated containers

DRESSING	FUNCTION / USE	STUFFING CONTAINER BAGS (40'dv) with cocoa beans	STUFFING BULK CONTAINERS (20'dv) with cocoa beans	STUFFING CONTAINERS (20'dv) with cocoa derivatives
Liner bags or shifting boards	Polypropylene canvas placed on the doors of a container to prevent cocoa beans from falling or removable partition placed behind the doors of a container to facilitate the stuffing and stripping of bulk goods (cocoa, coffee, etc.)		✓	
Iron bar	Steel tube with square section to support liner bags		✓	
Dry Bags	Desiccant sachets: moisture-absorbing sachets designed to protect against potential damage in the event of condensation forming. The number of sachets used depends on the transit time, the weather conditions in the loading and unloading ports, the packaging (container bags or bulk containers) and the size and type of container (20'DV or 40'DV)	✓		
Sisal twine in rolls	Used to attach corrugated board or plates inside containers	✓		
Single faced corrugated board	Used to cover the interior walls (sides, ceilings, floors) of containers	✓		✓
Double faced corrugated board (new surface covering material)	Used to cover the interior walls (sides, ceilings, floors) of containers	✓		✓
Plates	Used to cover the interior walls (sides and ceilings)	✓		
Regular metallic lead: Bottle Seal	Used to secure full containers, all types of products	✓	✓	✓
Metallic lead: Mega Lock	Used to increase the security of cocoa containers	✓	✓	





**MOVING THE WORLD, TOGETHER.**

[msc.com/cocoa](https://www.msc.com/cocoa)