



# **YOUR EXPERT IN COCOA TRANSPORTATION**







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# A FAMILY COMPANY CARING FOR YOUR BUSINESS

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



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.

# YOUR PARTNER ON THE COCOA JOURNEY

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If there's one product loved worldwide for its flavour, 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 journey. 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. In South America, Ecuador and Peru are the key players in cocoa production. Ecuador leads cocoa production in Latin America, and the port of Guayaquil in Ecuador is the main hub for cocoa exports. 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 DIRECT TRADE SERVICES



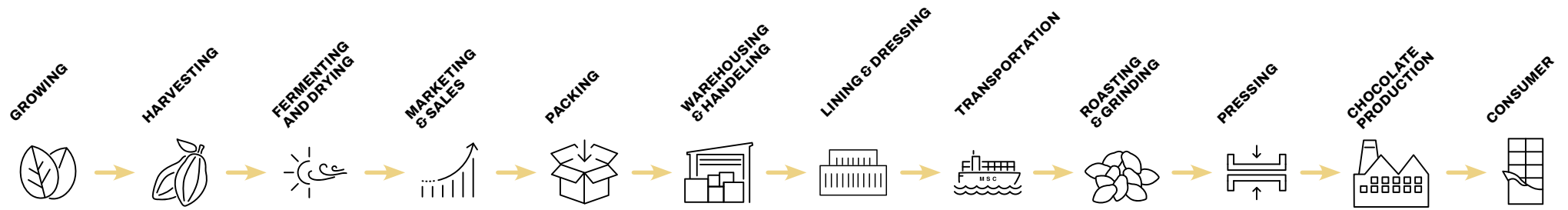
-  CANARY WAF SERVICE
-  ECUADOR - NWC & SCAN BALTIC - USA
-  NWC TO FROM MOROCC WEST AFRICA
-  TÜRKIYE - WEST MED - WAF SERVICE
-  AMSTERDAM SERVED VIA BARGE

# 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 (more than six months) may result in losses due to the high relative humidity in the tropics.

It is thanks to this knowledge that we are able to guide our customers in shipment options of either containerized or conventional shipping 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.



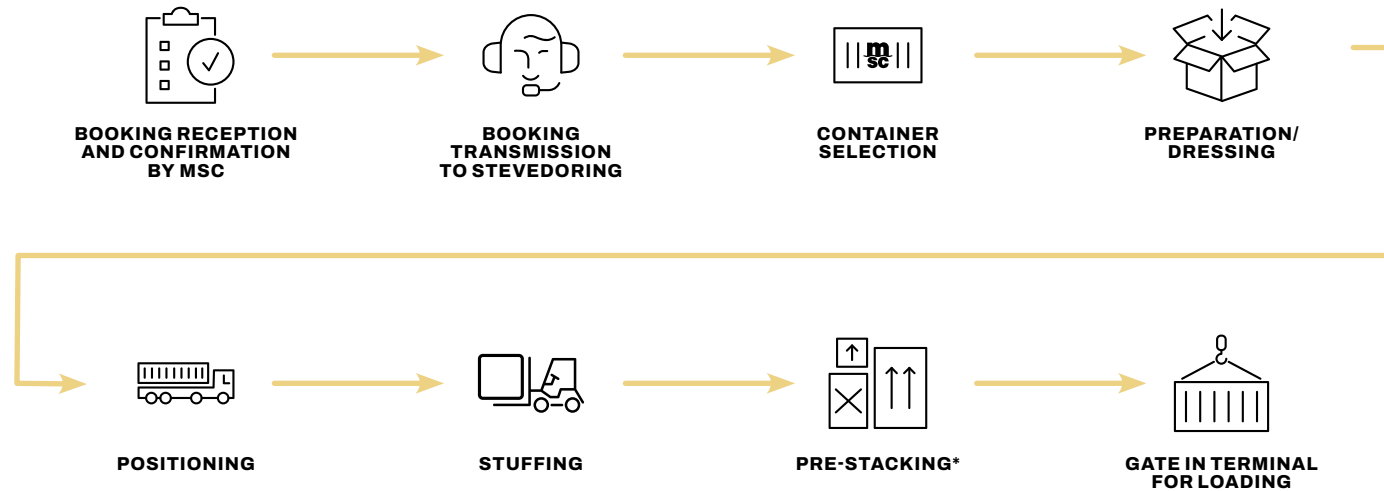




# MSC'S COCOA EXPORT PROCESS

Every single cocoa journey we organise for our customers receives the highest level of attention and expertise. Our highly experienced team takes 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





<b>DRESSING</b>	<b>FUNCTION / USE</b>	<b>STUFFING CONTAINER BAGS</b> (40'dv) with cocoa beans	<b>STUFFING BULK CONTAINERS</b> (20'dv) with cocoa beans	<b>STUFFING CONTAINERS</b> (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	✓	✓	

# MSC IN AFRICA

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Africa leads the world in cocoa production, with the port of San Pedro, in Ivory Coast, as the main harbor for cocoa exports. Throughout our global network, MSC can connect the African continent to the main trade centers of the world. With our warehouses in Abidjan and San Pedro, we can provide all services for the safe handling and shipping of your cocoa beans such as humidity check, quality check, sorting, bagging, palletisation and end-to-end documentation assistance. Together with our extensive inland transport possibilities, we make sure your cocoa beans are picked up and shipped safely. Besides Ivory Coast, we can offer weekly shipments from Ghana, Cameroon and Nigeria. We prioritize the safety of your cargo, ensuring peace of mind throughout the shipping process, with a dedicated security department. Our trucks are fully equipped and to further safeguard your shipments, we partner with one of the top security firms in the country to protect our warehouses and monitor container movements. Additionally, we have established a dedicated security department to oversee these comprehensive security measures.

## Our key strengths in Africa are:

- A dedicated cocoa team in Ivory Coast, Ghana, Nigeria and Cameroon
- Weekly sailings on several trades
- Fast and reliable transit times
- 24/7 container availability
- Our own terminal in San Pedro and participating in other local terminals
- Offering inland transport and logistics activities via our subsidiaries







# MSC IN SOUTH AMERICA

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Ecuador leads the cocoa's production in Latin America, and the port of Guayaquil is the main hub for cocoa exports.

The country is a globally recognized producer of high-quality cocoa beans. Ecuador produces just 5% of the world's cocoa beans, but its quality makes up about 63% of the fine flavor variety globally.

As MSC we understand the particularities and sensitivity required in the care of cocoa beans throughout their journey. This is precisely the reason why our customers decide to partner with MSC, ensuring this delicious commodity arrives in the very best conditions possible.

MSC has operated in Ecuador for more than 28 years. Thanks to our shipping and intermodal services worldwide coverage, as well as our experience caring for cocoa beans, we offer fast and reliable services that connect Ecuadorian exporters to all the main trade centers of the world, including the Far East, Europe, and the USA.

## Our key strengths in South America:

- Team of experts specialized in cocoa handling
- Weekly trade services to Europe, North America and Asia
- Departures from Naportec, Guayaquil's best terminal port in terms of security, productivity and efficiency
- Container conditioning for cocoa cargo





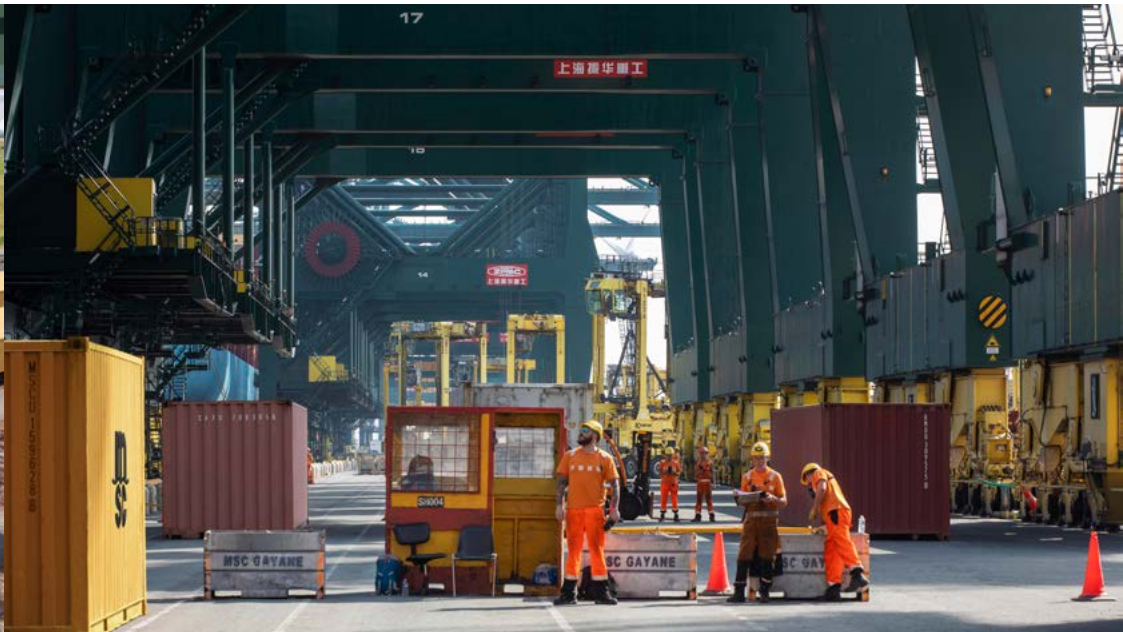




# MSC IN BELGIUM

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In Antwerp MSC calls our MSC PSA European terminal (MPET), the largest container terminal in Europe. MPET is one of the most important hubs in the MSC network with almost 50 services from/ to worldwide destinations. With an annual throughput capacity of 9 million TEU, a quay length of 3.7 km and a surface area of 247ha, MPET accounts for more than 50% of Antwerp's total container volume. MPET is equipped with 38 container cranes and has 11 berths to handle the largest ships in the world. The port of Antwerp is the natural gateway for Belgium, Netherlands, Luxemburg, the north of France and the Rhine area in Germany. MSC offers an extensive network of truck, trains and barges connecting over 40 inland terminals and depots. Specifically, for your cocoa shipments, MSC can offer both left bank and right bank availability of your containers, ensuring flexibility and better control over your logistics operations.













# CONTACTS

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## CONTACTS

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**MOVING THE WORLD, TOGETHER.**



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