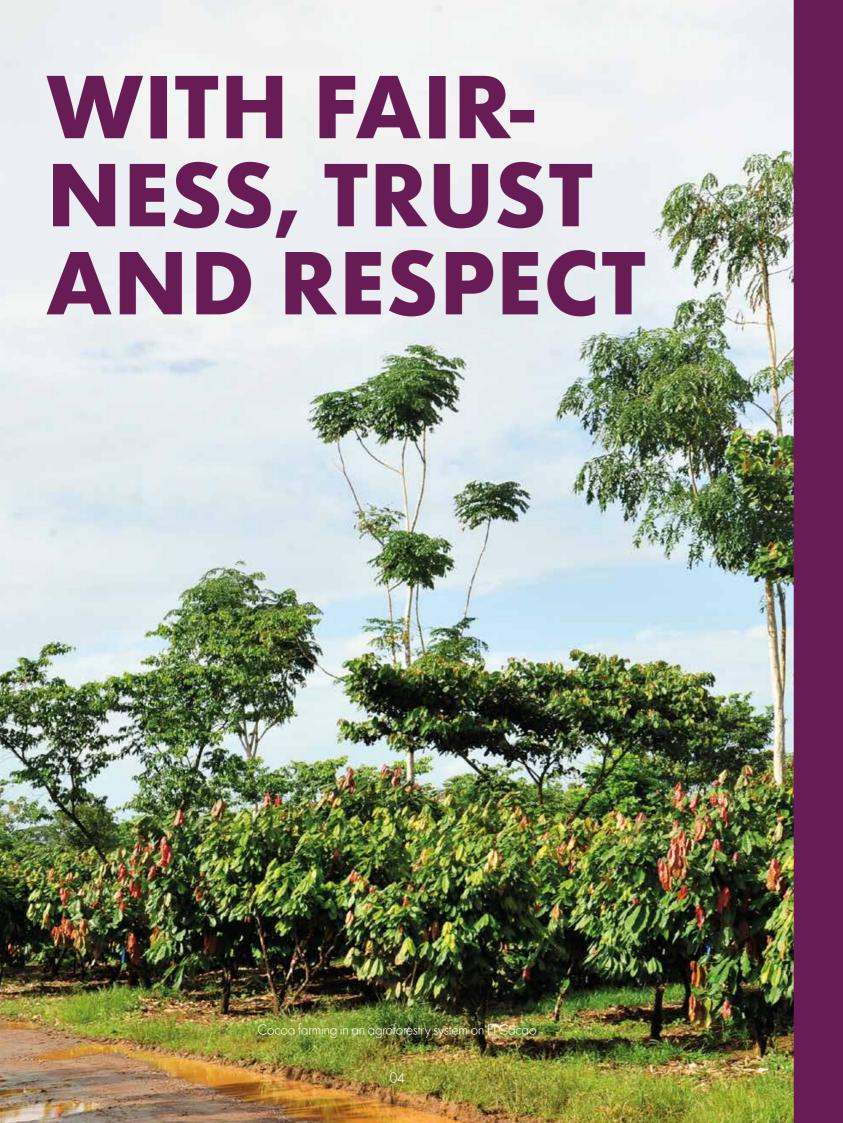


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OUR PATH TO A TRANSPARENT SUPPLY CHAIN

Our passion is really good chocolate.

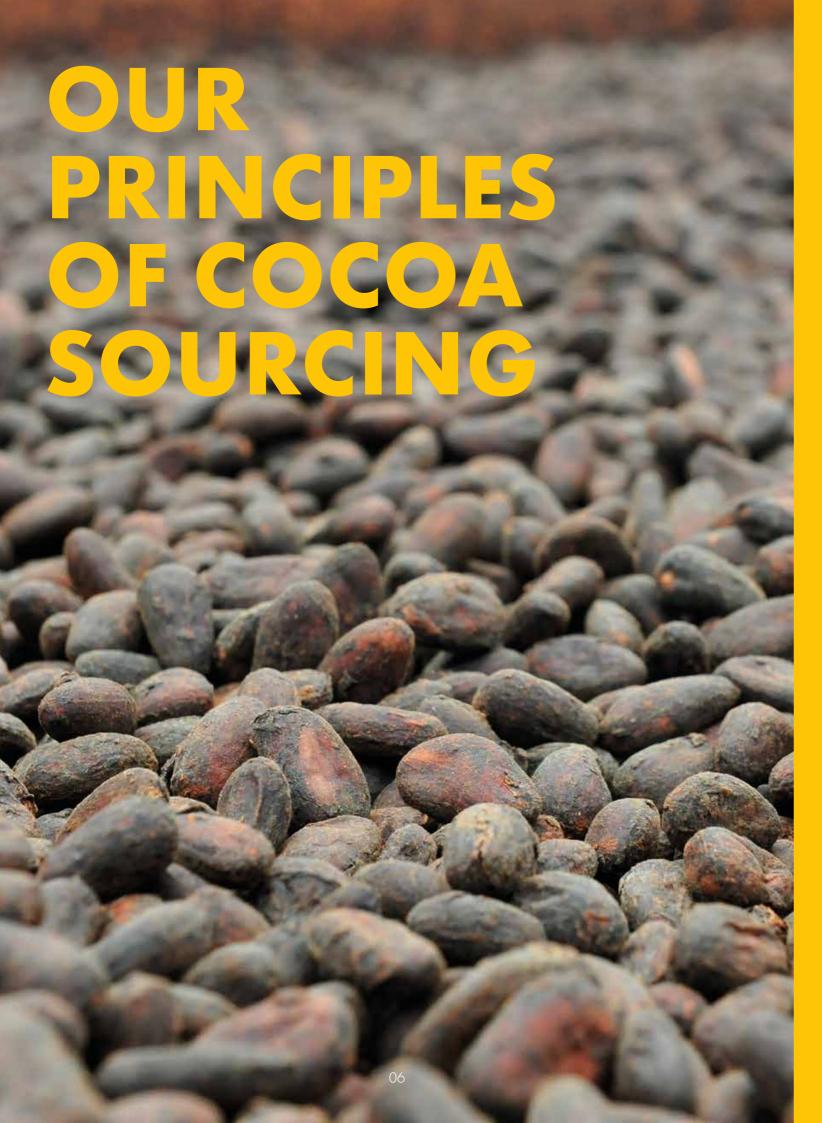
For which we need high-quality cocoa. We are firmly of the opinion that we can only source good cocoa when the people who grow it live good lives.

That is why we assume responsibility – for the entire supply chain: from cocoa growing to the finished product.

For more than 30 years, we have been promoting sustainable cocoa farming. This is a win-win situation for both sides: for us as a chocolate manufacturer in Germany and for the people in the countries where our cocoa is grown.

Our goal is transparent supply chains. Only when we know where our cocoa comes from and by whom it is grown can we apply effective measures locally to improve social, economic and ecological conditions over the long term.

OUR COCOA is a summary of what we do within the scope of our cocoa programmes in the various countries of origin, what we have achieved to date, and what our next goals are. We clarify the principles we apply when sourcing cocoa and present some of the people who grow this cocoa for us. As well as the team responsible for every aspect of cocoa in our company.



We align our actions towards these principles*. They do not outline what we have already achieved and go further than purely operative goals. Even if we do everything we can, realisation thereof depends on many factors and everyone involved along the entire supply chain.

ONLY THE VERY BEST QUALITY

Our cocoa is permanently improved by continuous quality control and feedback mechanisms right back to the source. It has a characteristic flavour profile and is a prerequisite for us for delicious chocolate.

NO ILLEGAL CHILD LABOUR

There must not be any abusive forms of child labour or other forms of forced labour in our supply chain.

FAIR CONDITIONS FOR EVERYONE

We create sustainable economic partnerships with cocoa producers, their organisations and everyone involved in the supply chain.

PROTECTION OF THE RAINFOREST

No forest may be destroyed for our cocoa.

CLIMATE-FRIENDLY COCOA FARMING

We establish sustainable growing systems such as the agroforestry system which promote the conservation of natural resources and development thereof.

^{*}See also Ritter Sport Commitment for sustainable cocoa farming, page 58

OUR SUPPLY CHAINS -

SUPPLY CHAINS IN COCOA

THE CLASSIC APPROACH:



OUR APPROACH:



08

Where possible, our goal is to work with one selected partner in order to keep the supply chain as short as possible.

THE DIFFERENCE:

Transparent supply chains which are as short as possible permit traceability of the cocoa and an effective influence on social, ecological and economic conditions in the countries of origin.

AS SHORT AND DIRECT AS POSSIBLE

Respect and appreciation for people and nature are important to us. In order to comply with our corporate responsibility, we have been working intensively for many years on more transparency along our supply chain.

We are in favour of a legal regulation of human rights and environmental due diligence obligations of companies at European level. That is why we were early supporters of a supply chain due diligence law.

CEO ANDREAS RONKEN:

"We are convinced a statutory regulation contributes to equal competitive conditions. This ensures that the same standard applies for all and no company could shirk its responsibility without sanctions or achieve profits at the expense of man and the environment."



OUR TEAM



LYDIA FRECH – OUR "FRAU KAKAO"

As Raw Materials Sustainability Manager, she is also responsible for managing our cocoa programmes in all countries of origin. Lydia Frech knows the complexity of the challenges in the cocoa sector and her experience opens up new perspectives for us.

FRANK GELTENBORT – FAIR TRADE BUT NOT WITH EVERYONE

Frank Geltenbort is responsible for procuring our most important raw material: cocoa.

What sounds like a world of numbers has a lot to do with our special understanding of fair dealings with everyone involved in the value chain.



HAUKE WILL – LORD OF THE TREES

There are probably only a few chocolate manufacturers who have an "agricultural production manager". And very few have their own cocoa farm. We have both: El Cacao and Hauke Will. He is in charge of one million cocoa trees on our plantation. After more than 10 years at El Cacao, Hauke simply knows everything – from growing small cocoa trees to harvesting the ripe fruit. This know-how makes him a competent partner for cocoa farmers in other regions as well.





UTA BOAS – GOURMET

Hardly anyone can describe the taste nuances of different cocoa varieties as aptly as Uta Boas. Her expertise is in every bar of Ritter Sport. Because the type and above all quality of the cocoa have a significant influence on how the chocolate tastes.

THE MOST IMPORTANT FACTS AT A GLANCE

100 % CERTIFIED SUSTAINABLE

We have been sourcing exclusively certified, sustainable cocoa for our entire range since 2018. By the way, we are the first major chocolate manufacturer to do so.

Certified means that our cocoa has been grown in accordance with certain requirements such as no illegal child labour or the protection of natural resources. Compliance with these requirements is regularly monitored by independent experts.

Certification is the minimum requirement we have on our cocoa.



TRACEABLE

Since 2022 our cocoa is traceable back to the producer organisation in the respective country of origin. This is not a matter of course, considering the usually extremely complex supply chains in cocoa. But it is very important for us: knowing where the cocoa comes from is the basic prerequisite for being able to respond to the many challenges associated with specific programmes on the ground. This is our way of working for better living conditions for cocoa farmers. With this, we have reached the status of segregation and are now going even further. In fact, our goal is to achieve traceability back to the farm by 2025.



In order to protect the forests, we map the cocoa farms of the participants in our cocoa programmes, at least using GPS points, or even better, by polygon mapping. Today, 99% of these cocoa farmers' cultivation areas have already been mapped.

OUR COCOA PROGRAMMES AND PARTNERSHIPS

90% (as of 2023) of our cocoa comes from partnerships with producer organisations in cocoa-growing countries. So we know who grows our cocoa and how they grow it. Direct contact with cocoa farmers is important because the partnership model is always linked to so-called cocoa programmes. The aim of these programmes is to bring about a positive change in the social, ecological and economic conditions of cultivation through specific measures on the ground and in cooperation with our partners.

OUR OWN COCOA FARM

Our fine cocoa from Nicaragua. We have been developing our own cocoa farm, El Cacao, in south-eastern Nicaragua since 2012. It spans a net cultivated area of around 1,200 hectares where we grow cocoa in a sustainable agroforestry system. The plantation is managed according to the principles of integrated agriculture. Another 1,200 hectares are rainforest, which we protect permanently. In 2022, El Cacao supplied about 400 tonnes of cocoa. In the long term, El Cacao is to cover around 20 to 25% of our cocoa mass requirements.

OUR INVESTMENT

In addition to building our own El Cacao cocoa farm, we invest around seven million euros annually in cocoa programmes in Central and South America and West Africa. This is equivalent to about 1.2% of our annual turnover* and is many times more than what our major international competitors invest in the sustainability of their cocoa.

^{*} Basis: turnover 2023, 565 million euros

OUR COCOA PROGRAMES

"Programme" sounds very technical. In fact, the opposite is true. For us, cocoa programmes mean entering into reliable partnerships. The aim of these programmes is to work together with our local partners through specific measures to achieve positive change in the social, ecological and economic conditions associated with cocoa farming.

Our cocoa comes from Nicaragua, Peru, Côte d'Ivoire, Ghana and Nigeria. Together with our local partners, we have developed programmes tailored to the respective needs.



COCOA BUTTER

COCOA MASS

Nicaraqua

WEST AFRICA

THE INITIAL SITUATION ON THE GROUND

We source cocoa from **CÔTE D'IVOIRE, GHANA AND NIGERIA** (exclusively cocoa butter). Even if there are individual differences in each location, the situation is comparable in each of these three countries thanks to their geography.

Low productivity in cocoa farming means that many cocoa farmers are still in a difficult economic situation, which can lead to cases of illegal child labour.

Child Labour Monitoring and Remediation Systems (CLMRS) help to identify cases of illegal child labour, develop specific solutions, and prevent illegal child labour in the future.

Reported cases of recorded child labour from CLMRS established in our programmes in 2022:

Country	Number of households in the supply chain	Number of child labour cases record- ed in the CLMRS	Number of cases in remediation**
Côte d'Ivoire	13.826	279	483
Ghana	526	32	52
Nigeria	8.597	7	59
Summe	22.949	318	594

^{**} Remedial measures and the review of their effectiveness are designed to last 2-3 years, so the figures tend

The difficult economic situation of many farmers can lead to further deforestation in order to open up more and more land for cocoa cultivation. Climate change further exacerbates the situation, for example by causing rainfall to be too high or too low, which can lead to falling productivity.



CÔTE D'IVOIRE

LOCATION: West Africa, on the Gulf of Guinea CAPITAL: Yamoussoukro (seat of government: Abidjan) INHABITANTS: 25.7 million (Germany: 83 million) AREA: 322.463 km² (Germany: 357.022 km²)

LANGUAGE: French



SENSORY COCOA

Our cocoa from the Ivory Coast forms the basis of many of our chocolates. It has a very balanced aroma with a not too strong cocoa note and subtle roasted nuances. This makes it an important companion for our filled chocolates and gives the individual fillings precedence in terms of taste.

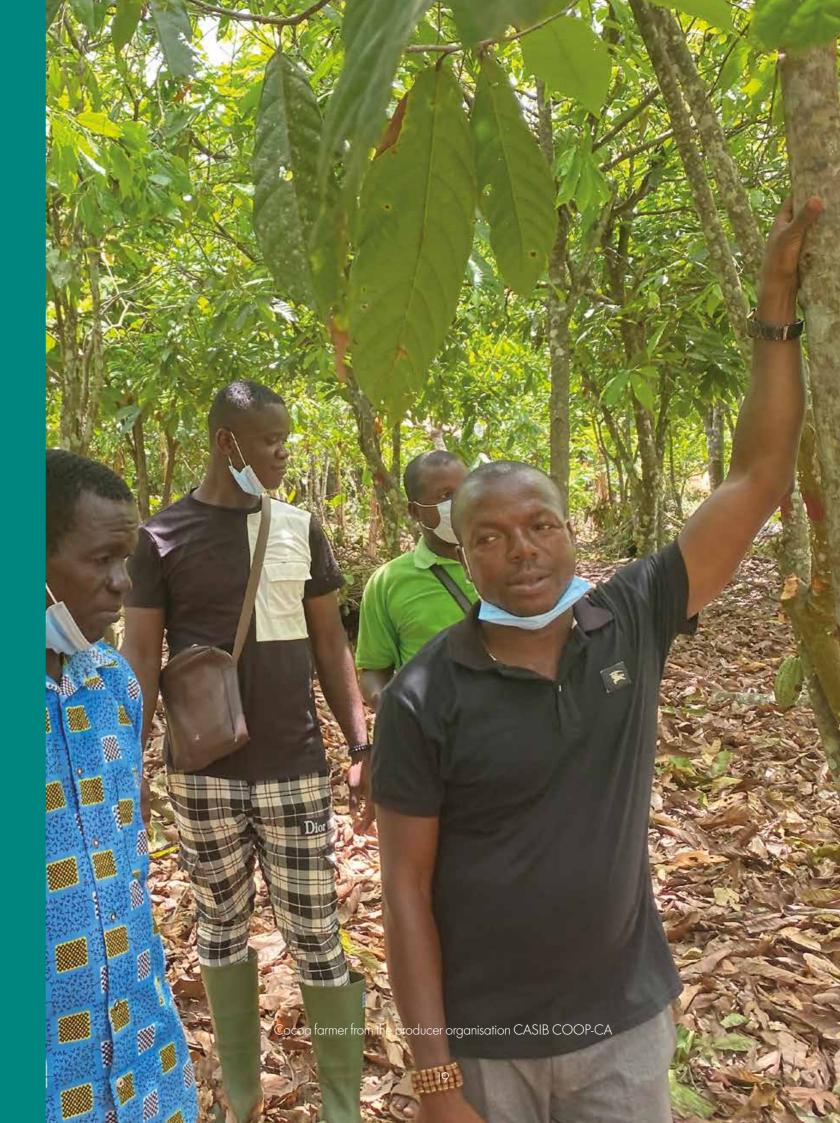








We use cocoa from the Ivory Coast for these varieties, for example



CÔTE D'IVOIRE

PROGRAMME 1

Programme partner:	CEMOI CÔTE D'IVOIRE
Participating producer organisations:	ECAKOOG, SCOOPAKAM
Participating farmers:	2.100
Supply volume:	1.200 tonnes of cocoa mass
Programme start:	2015

PROGRAMME HIGHLIGHTS:

- Increasing productivity, i.e. yields on existing farmland
- Promoting agroforestry systems as a sustainable farming method
- Improving access to wate





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It is quite a paradox: on the one hand, climate change means that at the end of each dry season, some trees die, productivity decreases, and the quality of the cocoa also suffers. At the same time, I see that training in the area of good agricultural practice is making a difference. So we are managing to increase yields and improve quality."

Sylvain Konan N'dri, farmer, 42 years old, married, four children



WHAT WE HAVE ACHIEVED SO FAR:

- Together with our local partners, two wells have been drilled in Pourgo and Gnawahue. This gives 2,000 people access to clean water.
- 776 farmers (mainly women) are implementing diversification activities, i.e. they
 not only grow cocoa but also other agricultural products such as beans or maize.
 This reduces dependence on cocoa and creates additional sources of income.
- 201 farmers actively participate in the production of compost. In future, they will be able to use an alternative to cost-intensive fertilisers and supply their cocoa plantations with important nutrients, which will increase productivity in the medium term
- We have distributed over 50,000 shade tree seedlings to tarmers. The coexistence of cocoa and shade trees in the agroforestry system protects the cocoa from too much solar radiation (keyword: dryness caused by climate change), improves the microclimate and biodiversity on the plantation, and creates additional income opportunities (e.g. through the subsequent sale of wood).

OUR NEXT GOALS:

In a next step, we will extend the compost activities to 1,000 tarmers and ofte seedlings for another 100,000 shade trees.

CÔTE D'IVOIRE

PROGRAMME 2

Programme partner:	Fuchs & Hoffmann Kakaoprodukte GmbH and SUSCOM-CI
Participating producer organisations:	SCOOWEND COOP-CA, CASIB COOP-CA, COOP-CA ADA, BARA COOP-CA
Participating farmers:	3,052
Supply volume:	4,000 tonnes of cocoa mass
Programme start:	2022

PROGRAMM HIGHLIGHTS:

- Professionalisation of the producer organisations
- Increased productivity by coaching the farmers and establishing trained groups to prune trees
- Business training courses for farmers
- Fighting illegal child labou
- Boosting women in rural communities
- Protecting the rainforest through polygon mapping, deforestation monitoring and reforestation
- Distribution of seedlings and training in agroforestry



OUR NEXT GOALS:

This programme was launched at the end of 2022. The first specific measures will be:

- We will distribute the first 20,000 shade seedlings in 2023
- We are developing a Child Labour Monitoring and Remediation System
- Together with the producer organisations, we will establish the needs for targeted coaching measures
- We will establish initial loan programmes for local women's groups and commence coaching
- 720 farmers will participate in their first business courses
- Training tarmer coaches on topics concerning cocoa tarming and commencemen
 of first training courses for farmers

II

It was wonderful and gratifying for me to be part of the signing of our future cooperation and to see what is made from our cocoa. The visit to Waldenbuch and the warm welcome we received made me very happy. I hope that we will build a strong and lasting partnership."



Sylla Djakaridja, Director CASIB COOP-CA, 43 years old, married. 4 children



PROGRAMME 3

Programme partner:	Cargill Cocoa & Chocolate, Cargill BV
Participating producer organisations:	AGRIAL COOP-CA, COPAWEB COOP-CA, ECAPA GZ COOP-CA, SOCAAN COOP-CA
Participating farmers:	approx. 5,000
Supply volume:	approx. 4,000 tonnes of cocoa butter
Programme start:	2021

PROGRAMM HIGHLIGHTS:

- Cultivation of cocoa in resilient agroforestry systems instead of in susceptible monocultures
- Promotion of biodiversity
- Improvement of infrastructure
- Diversification of income opportunities, particularly for women
- Deforestation monitoring and extensive sensitisation measures concerning deforestation, e.g. in the form of drama productions in local communities

I have learned to diversify my farming activities, i.e. I combine cocoa farming with other crops. This enables me to increase my income. One of the things I hope from the partnership with Ritter is that it will support me in my role as a woman in cocoa farming and help me develop into a real leader." Bertine Adjoua, farmer, 42 years old, married, four children

WHAT WE HAVE ACHIEVED SO FAR:

- In an intensive coaching programme, 250 women have acquired skills and knowledge that will help them to start their own business, for example, in smallscale trade with spices or clothing, and thus improve the income of their families.
- Together with the producer organisations and our partners on the ground, six new wells have been drilled and another renovated, a clinic building built and solar panels installed for three school buildings. This has made it possible to improve infrastructure for around 25,000 people in the Daloa and Bloléguin regions.
- Since 2019, we have distributed over 130,000 shade trees to promote cultivation in the agroforestry system.
- We have installed 40 beehives. Not only do they provide additional income, but also promote awareness of the importance of biodiversity for any form of agriculture, including cocoa farming.
- With a theatre play on topics such as agroforestry and deforestation, we have reached more than 6,000 people in ten villages in western Côte d'Ivoire.

OUR NEXT GOALS:

- As part of a project, we want to raise children's awareness of deforestation and its ecological consequences in order to raise awareness among the next generation as early as possible.
- In order to reduce wood consumption, we will develop a programme on improved wood stoves.
- The distribution of shade trees will continue with another 70,000 seedlings.

GHANA

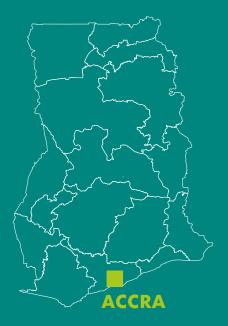
LOCATION: West Africa, on the Gulf of Guinea

CAPITAL: Accra

INHABITANTS: 30.79 million (Germany: 83 million)

AREA: 238,537 km² (Germany: 357,022 km²)

LANGUAGE: English



SENSORY COCOA

Our cocoa from Ghana is characterised by its mild and unadulterated cocoa note which can develop particularly well through green roasting – a roasting process at low temperatures.







We use cocoa trom Ghana tor these varieties



GHANA

PROGRAMME

Programme partners:	Fuchs & Hoffmann Kakaoprodukte GmbH and Ascot Amsterdam B.V.
Participating producer organisations:	Cocoa Abrabopa Association
Participating farmers:	555
Supply volume:	1,100 tonnes of cocoa mass
Programme start:	2021

PROGRAMME HIGHLIGHTS:

- Increasing household incomes by improving productivity and income diversification
- Promoting cultivation in the agrotorestry system through distribution of shade trees, associated registration of shade trees, and formalisation of land rights
- Fighting illegal child labour

WHAT WE HAVE ACHIEVED SO FAR:

- A pilot project with more than 24,000 shade trees has been completed, providing important insights into what needs to be considered in the selection of species, distribution, and finally planting and care. Based on this, we distributed another 14,000 seedlings in 2022.
- We have conducted a study on current household income, its composition, and the differences between individual cocoa-producing households. Based on this, a pilot project is being implemented with 55 farmers to improve incomes in a targeted manner in this project, four groups from four villages are supported financially and in terms of content to generate additional income by opening up new areas of business, for example by setting up a transport service.

- In this context, business management training has been carried out for more than 500 farmers.
 As with all measures within the framework of our programmes, we attach particular importance to not prescribing approaches and solutions, but to developing them together with our partners.
- A Child Labour Monitoring and Remediation System was established a year ago to help identify cases of illegal child

My cocoa yields are decreasing from year to year. I have the impression that the temperatures have risen and there is no stable rainfall. I have therefore started to plant shade trees that protect the cocoa from too much sun and improve the microclimate on my plantation."

Francis Obeng, farmer, 38 years old, divorced, six children

labour, find specific solutions, and prevent child labour in the future. The initial aim was to determine the current situation and to develop specific solutions for already identified cases of child labour in order to prevent child labour in the future. These solutions can be very pragmatic: For example, a nine-year-old girl who does not attend school regularly because the distance from home to school is too far, and instead works on her parents' plantation, has been given a bicycle to get her to school. A next step examines whether the measures taken are sufficient or whether the respective households need further support.

OUR NEXT GOALS:

- Continuation of the Child Labour Monitoring and Remediation System
- Now that we have already distributed 24,000 shade trees, in future it will also be about the rights of the farmers to these trees, which represent an additional source of income. Therefore, the next step will entail monitoring as well as registering and documenting land rights. In addition, at least 10,000 more seedlings are to be distributed.
- The pilot project on income generation (see above) will be continued with individual groups and is to provide findings on the applicability of the entire programme. On this basis, the project will be further expanded.

NIGERIA

LOCATION: West Africa, on the Gulf of Guinea CAPITAL: Abuja (largest city is Lagos, 22 million inhabitants)

INHABITANTS: 214.3 million (most populous country in Africa; Germany: 83 million)

AREA: 923,768 km² (Germany: 357,022 km²)
LANGUAGE: English, Hausa, Igbo, Yoruba



SENSORY COCOA

Cocoa butter has no influence on the individual taste of a chocolate variety, but it is responsible for the perfect degree of melting. We also owe the firmness and the right bite of the chocolate to the cocoa butter.



NIGERIA

PROGRAMME

Programme partner:	Olam International Limited
Participating producer organisations:	OAA, OAI, High Yield, Better Lives, Born to Win
Participating farmers:	8,200
Supply volume:	4,000 tonnes of cocoa butter
Programme start:	2018

PROGRAMME HIGHLIGHTS:

- Increasing productivity by modernising the businesses and renewing the plantations
- Encouraging the conversion of previous mono-cultures into agroforestry systems
- Measures to improve the quality of the cococ
- Diversification by tapping new sources of income
- Fighting illegal child labour
- Realisation of infrastructure projects, e.g. building wells



I have already attended some training sessions where I have received tips on how to increase the yields of my cocoa trees, for example by removing trees that are too close together and by carrying out regular pruning. I am trying to put this into practice because I want to be one of the best cocoa farmers."



Tiamiyu Silifatu, farmer, 70 years old, widowed, six children

WHAT WE HAVE ACHIEVED SO FAR:

- Since 2019, we have installed almost 5,000 fermentation boxes or drying tables. Fermentation and drying of the cocoa beans are part of the so-called post-harvest treatment and have a significant influence on the quality of the cocoa. The better the quality, the higher the price and the higher the quantity of beans that can be sold at a good price. A permanent increase in quality, for example through more professional post-harvest treatment, therefore results in an improvement in the income and thus the economic situation of the farmers in the long term.
- Improving the income situation is also the goal of a first completed campaign to diversify income sources. It is intended to open up opportunities for women in particular to develop new sources of income, for example through snail or fish farming, and thus contribute to the family's overall income.
- In order to rejuvenate the stock of cocoa trees on the plantations and thus increase yields, more than 1.5 million cocoa seedlings have been distributed under the programme since 2019. This in turn reduces the risk of households having to expand their production areas, which could lead to deforestation.
- The distribution of more than 120,000 shade trees serves to convert existing mono-cultures into agroforestry systems that display greater resilience in times of climate change.
- Since 2020, six wells have also been drilled, facilitating access to clean water for around 5,500 families.

OUR NEXT GOALS:

- Diversification activities are to be improved and expanded and implemented with even more farmers.
- Continued distribution of cocoa and shade tree seedlings in order to promote the rejuvenation and conversion of cocoa plantations.
- Together with the farmers, we will continue to work on improving the quality of the cocoa, for example in training courses on optimal post-harvest treatment and on how to handle the fermentation boxes and drying tables.

THE INITIAL SITUATION ON THE GROUND

Cocoa farming has a long tradition in Nicaragua. However, the socio-economic situation of many farmers remains difficult. In addition, Nicaragua is already particularly affected by climate change due to its geographical location.



LOCATION: Central America, between the Caribbean and the Pacific,

north of Costa Rica and south of Honduras



SENSORY COCOA

A strong cocoa note with a slightly nutty aroma is typical of our Nica cocoa. It impresses with its low acidity, which makes it ideal for pure chocolate enjoyment.















PROGRAMME

Programme partner:	Ritter Sport Nicaragua S.A.
Participating producer organisations:	Ríos de Agua Viva, COOMUVEMAR, COPESIUNA, La Campesina, Flor de Dalia, Pueblos en Acción Comunitaria (APAC), COMUCOR, Flor de Pancasán, Nueva Waslala, UNCRISPROCA, Asociación de Madres Waslala, COOPROCAFUC, COOMUSASC, COMPOR, COOMULBAN, SOPPEXCCA, COSEMUCRIM, CACAONICA, Hermandad Campesina
Participating farmers:	4,200
Supply volume:	1,200 tonnes of cocoa mass
Programme start:	1990

PROGRAMME HIGHLIGHTS:

- Strengthening the cooperatives formed by farmers for handling joint tasks
- Improving central post-harvest treatment in the cooperatives in an effort to improve the quality of the cocoa and achieve better prices
- Support and promotion of diversified cocoa farming in the agroforestry system

- Increasing productivity and improving the quality of farming
- Advice and assistance on certification (Fairtrade and Rainforest Alliance)
- Use of digital systems for tracing the cocoa and for implementing precision agriculture
- Protection of the rainforest by means of polygon mapping of businesses and deforestation monitoring

WHAT WE HAVE ACHIEVED SO FAR:

Our Cacao-Nica programme has mean-while been up and running for more than 30 years. Two studies by the renowned Südwind Institute (2015 and 2022) have shown that Cacao-Nica has led to an improvement in farmers' livelihoods and that our approach of increasing the quality of cocoa and thus stabilising the economic situation of farmers is successful.

In 2016, Nicaragua was recognised by the International Cocoa Organisation (ICCO) as a country of origin for fine cocoa, and in the last ten years the amount of cocoa harvested in Nicaragua has increased sevenfold. Today, around 11,000 families can live wholly or partly from cocoa cultivation. Our Cacao-Nica programme has contributed to this development

- Since 1990, Cacao-Nica has led to a rejuvenation of cocoa farming in ecological agroforestry systems. An initial figure of almost 80 participating farmers has meanwhile increased to more than 4,000.
- Since 2008, we have been operating our own purchasing and drying station for exporting the cocoa.
- The quality and quantity of the cocoa produced by our Cacao-Nica partners has been continuously improved. In 2010, we sourced 300 tonnes of cocoa within the framework of the programme. Today, the figure is four times as high.

- Thousands of farmers have received professional training on cocoa farming in the agroforestry system.
- Polygon mapping to protect the rainforest has been carried out at 1,910 businesses since 2021.
- 720 hectares of agricultural land have been rehabilitated and equipped with improved planting material (460,000 cocoa trees) in order to provide the farmers with extra support after two hurricanes in 2020.
- 16 cooperatives are already certified in accordance with the new standards of the Rainforest Alliance and/or Fairtrade; four are currently undergoing the certification process.

OUR NEXT GOALS:

- Polygon mapping of all businesses is to be completed by 2024. A digital platform is to be available to all cooperatives in the Cacao-Nica programme and help to improve farm management using modern technologies, such as recording climate data, carbon footprint or data required for certification.
- We will supply another 1,250 farmers with planting material.
- Productivity is to be increased within the next four years from 300 to more than 400 kilogrammes per hectare.
- Selected cooperatives receive loans for around 1,000 members for rejuvenating the plantations.

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Climate change is already clearly noticeable here in Nicaragua.
With the Cacao-Nica Programme and sustainable agricultural methods or diversification of cultivation, we are helping to establish a resilient system that will function in the long term and enable farmers to cope with the challenges of climate change."
Elizabeth Rizo, Managing Director Cocoa Purchasing at



We are clearly feeling the impacts of climate change.
I have the feeling that the seasons are out of control.
On the one hand, there are more and more heavy rains and floods, while on the other hand, there are more extreme dry periods. I try to counteract this on my finca by reforestation. The training provided by the cooperative helps me to protect the cocoa from

Ritter Sport Nicaragua S.A.

diseases, for example by pruning the trees more professionally. I now also grow my own planting material to increase the productivity of my cocoa trees through grafting."

Leonel Pineda, farmer, 39 years old, married, five children



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For me, cocoa means freedom and independence. After my divorce, I was able to buy a few hectares of land with a microloan from the Cacao-Nica programme. Today we grow 14 hectares of cocoa, my family can live off it and I can finance my children's education."

Rosibel Mesis, farmer, 52 years old, divorced, four children





OUR COCOA PROGRAMMES

PERU

THE INITIAL SITUATION ON THE GROUND

In the early 2000s, there were international programmes that actively promoted the switch from coca cultivation (the raw material for cocaine) to cocoa. There was a deliberate focus on high-yielding varieties. Today, the aim is to keep cocoa cultivation attractive for farmers in the long term, i.e. to secure yields.



PERU

LOCATION: western South America

CAPITAL: Lima

INHABITANTS: 32.5 million (Germany: 83 million)

AREA: 1,285,000 km² (Germany: 357,022 km²)

LANGUAGE: Spanish

SENSORY COCOA

Apart from the aromas of dried fruits, the combination with strong spicy notes is typical for our Peruvian cocoa. Here, the flavours of the Amazon cultivation area can be found in full force.





We use cocoa from Peru for these varieties



PERU

PROGRAMME

Programme partners:	Fuchs & Hoffmann and Minka
Participating producer organisations:	ASOTOC, Asociación Cacaotera de Tocache
Participating farmers:	240
Supply volume:	600 tonnes of cocoa mass
Programme start:	2022

PROGRAMME HIGHLIGHTS:

- Sustainable cocoa production whose yields are safeguarded by environmentallyfriendly and resource-saving methods
- Sustainable fertilisation culture with natural, non-synthetic fertilisers
- Retention of and increase in land yields to prevent areas from being abandoned and the emergence of migratory agriculture, which always needs new land.
- Further training of farmers on managing their own plantations, including agronomic and social topics as well as business management and environmental protection
- Reforestation with five native tree species
- Polygon mapping of businesses

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We feel that the soil is getting tired and that the yields will decrease if we don't start fertilising our plantations. The cocoa trees are like human beings: if we don't eat well, we can't be strong and we get sick. Cocoa trees also need nutrients to produce a lot and not be affected by monilia and other fungal diseases. That is why we need a soil test first and then the right fertiliser. I only want to use organic fertiliser."



Maria Meneses Huacachi, farmer, 39 years old, married, two children

WHAT WE HAVE ACHIEVED SO FAR:

Due to Corona, our cocoa programme in Peru was not launched until summer 2022, after a delay of two years.

OUR NEXT GOALS:

- Distribution of 9,000 shade tree seedlings, establishing the individual nutrient requirements of soil by analysing samples, distribution of coordinated fertilisers to all farmers involved
- Beginning of polygon mapping of cocoa farms



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EL CACAO

OUR OWN COCOA FARMING

Cocoa is so close to our hearts that we even grow it ourselves: on our own farm El Cacao in Nicaragua.

In a good ten years, something special has been created here: a model plantation – a good place for cocoa, man and nature. With El Cacao, we strive to set new social and ecological standards in cocoa farming. We want to show that it is possible to grow cocoa under socially and ecologically good conditions and yet at marketable prices and in first-class quality. To achieve this, we are rethinking every step of cocoa production: from the cultivation of the cocoa plants to fermentation and drying of the cocoa beans.







PROTECTION PROJECT

El Cacao spans an area of 2,500 hectares. But we only use half of that area for growing cocoa. The other half are forest and wetland areas that are permanently conserved and protected.

For agricultural use, we have reforested fallow former pasture land with over one million cocoa trees and around 30,000 shade trees.

This makes El Cacao a climate-positive plantation and an officially recognised Gold Standard climate protection project.

FOREST CONSERVATION AND BIODIVERSITY

Around 1,200 hectares comprise forest and wetland areas that are permanently preserved. Protection of the rainforest is doubly important to us: for the global climate as well as for the microclimate on the plantation.

The fact that almost half of El Cacao remains untouched and that we protect these forest and wetland areas also serves biodiversity. A monitoring system regularly documents the biodiversity of both the agricultural land and the forest and wetland areas.

AGROFORESTRY AND INTEGRATED AGRICULTURE

El Cacao is a good site for cocoa, people and nature. That is why we do not grow our cocoa just any old way, but in an agroforestry system, an ecologically sensible mixed culture. Various native tree and shrub species are planted between the cocoa trees. They provide shade and wind protection for the cocoa, contribute to improving the quality of the soil, and create a habitat for a wide variety of animals.

We farm El Cacao according to the principles of Integrated Farming, which include, for example, energy efficiency, the avoidance of climate-relevant emissions (climate-positive), sustainable soil fertility, composting and biodiversity.

El Cacao is not an organic plantation. The economic risk of purely organic production would simply be too high.





WHAT MAKES EL CACAO SO SPECIAL:

SECURE JOBS

450 people now work on El Cacao. They receive fair wages and extensive social benefits such as health and pension insurance as well as private accident and life insurance. Health care measures and high safety standards in occupational health and safety literally make El Cacao a safe place to work. The farm's own medical station ensures that employees receive medical care. El Cacao generally applies social standards that go far beyond what is required by law.

A good place for nature AND people.

TRAINING AND FURTHER EDUCATION

In order to improve the material living conditions of our employees on El Cacao in the long term, we focus on qualification through education and vocational training. We have set up our own "La Academia" for this purpose.

QUALITY AND KNOW-HOW

Around one million cocoa trees of eleven different varieties can be found today on El Cacao. They were all lovingly hand-raised in our own tree nurseries and later planted out. It takes three to five years before a cocoa tree bears its first fruit. The cocoa tree itself is not particularly easy to care for and requires a lot of attention from our colleagues. From the cultivation and care of the trees to post-harvest treatment, standardised procedures, e.g. in the fermentation and drying of the cocoa beans, and the know-how of our employees ensure the consistently high quality of El Cacao's fine cocoa.

COMPREHENSIVE COCOA FRUIT UTILISATION

At El Cacao, we work to utilise the entire cocoa fruit and not just the cocoa beans, as is usually the case. The shells are composted and return important nutrients to the soil. We use the pulp for innovative products such as our CacaoVida drinks. This process is still relatively new and not yet standardised, so cocoa juice is not yet available in large quantities.

EL CACAO

WHAT DRIVES US

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El Cacao is something special. With the Ritter family, we have an owner here who is willing to leave half of the land to nature. One who is willing to invest in young people. El Cacao is something special because it's about developing a truly sustainable plantation without any staryeyed idealism but rather with an unambiguous desire to make it all an economic success. El Cacao is exactly what I had been looking for."



Volker Schukert, Director Agriculture at Ritter Sport Nicaragua S.A.

El Cacao is a great opportunity. For me personally, because I can develop career-wise. But also for the whole country, because here we have the opportunity to advance cocoa cultivation in my home country under good ecological and social conditions. And we can already see how this benefits the entire region."

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The greatest success in ten years of El Cacao is that we have succeeded in merging Nicaraguan cocoa knowledge and German know-how to jointly create something entirely new: a plantation that is good for cocoa, people and nature. When we say that El Cacao should set new standards in cocoa cultivation, it sounds very theoretical. But it has very practical implications. We are also building up knowledge here from which farmers in other regions of the world

from which farmers in other regions of the world benefit, knowledge that makes us a competent partner on an equal footing."

Hauke Will, Director Agricultural Production at Alfred Ritter GmbH & Co. KG



EL CACAO



LOCATION: Eastern Nicaragua, in the region of Kukra Hill and El Rama,

approx. 330 kilometres from the capital Managua

TOTAL AREA: 2500 ha

CULTIVATED AREA: 1200 hectares

PROTECTED FOREST AND WETLAND AREAS: 1200 hectares

INFRASTRUCTURE AREAS: 100 hectares

EMPLOYEES: 450

TREE STOCK: 1 million cocoa and 30,000 shade trees

2012: acquisition of fallow land 2018: first harvest (50 tonnes)

2019: full reforestation

ANTICIPATED FULL YIELD: 2,500 tonnes (20–25% of our cocoa mass

requirements

TOTAL INVESTMENT: around 50 million euros





POLICY STATEMENT

CODE OF CONDUCT

COCOA COMMITMENT



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