To: Raquel Allen - ICE Futures U.S.  
From: Jenn Ellek - National Confectioners Association  
Date: April 14, 2011  
Subject: Release of First Quarter Cocoa Grindings for 2011

This letter will confirm the first quarter statistics given to the ICE Futures US.

<table>
<thead>
<tr>
<th></th>
<th>In Metric Tons</th>
<th>Increase (Decrease)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2011</td>
<td>2010</td>
</tr>
<tr>
<td>Cocoa Beans Ground</td>
<td>118,633</td>
<td>116,122</td>
</tr>
<tr>
<td>Aggregate Number of Plants Reporting</td>
<td>18</td>
<td>18</td>
</tr>
</tbody>
</table>

The Cocoa Grinds Report supplied by The National Confectioners Association has changed. Beginning with the report for the First Quarter 2010, the report will cover grinds for North America, including Canada, Mexico and the USA. In addition, the reports no longer include Liquor and Butter Melted. New reporting companies and plants have been added (see attached).

Attached is a list of companies who responded to the survey this quarter.

Quarterly Grindings Report Release Date Schedule for Remainder of 2011:

- **2nd Quarter 2011**  
  Report release date is 07/14/11
- **3rd Quarter 2011**  
  Report release date is 10/20/11
- **4th Quarter 2011**  
  Report release date is 01/19/12
LIST OF COMPANIES RESPONDING TO FIRST QUARTER OF 2011 COCOA PRODUCTS USE SURVEY

ADM Cocoa
Barry Callebaut
The Blommer Chocolate Co.
Cargill Cocoa & Chocolate Co.
ECOM
Ghirardelli Chocolate Co.

Guittard Chocolate Co.
The Hershey Company
Mars Chocolate North America
Nestle Chocolate & Confections
World's Finest Chocolate, Inc.
To: Amanda Plant- ICE Futures U.S.
From: Jenn Ellek - National Confectioners Association
Date: July 14, 2011
Subject: Release of Second Quarter Cocoa Grindings for 2011

This letter will confirm the second quarter statistics given to the ICE Futures US.

<table>
<thead>
<tr>
<th></th>
<th>In Metric Tons</th>
<th>Increase (Decrease)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2011</td>
<td>2010</td>
</tr>
<tr>
<td>Cocoa Beans Ground</td>
<td>124,970</td>
<td>117,657</td>
</tr>
<tr>
<td>Aggregate Number of Plants Reporting</td>
<td>19</td>
<td>18</td>
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</table>

The Cocoa Grinds Report supplied by The National Confectioners Association has changed. Beginning with the report for the First Quarter 2010, the report will cover grinds for North America, including Canada, Mexico and the USA. In addition, the reports no longer include Liquor and Butter Melted. New reporting companies and plants have been added (see attached).

Attached is a list of companies who responded to the survey this quarter.

Quarterly Grindings Report Release Date Schedule for Remainder of 2011:

3rd Quarter 2011 Report release date is 10/20/11
4th Quarter 2011 Report release date is 01/19/12
LIST OF COMPANIES RESPONDING TO SECOND QUARTER OF 2011 COCOA PRODUCTS USE SURVEY

ADM Cocoa
Barry Callebaut
The Blommer Chocolate Co.
Cargill Cocoa & Chocolate Co.
ECOM
Ghirardelli Chocolate Co.
Guittard Chocolate Co.
The Hershey Company
Mars Chocolate North America
Nestle Chocolate & Confections
World's Finest Chocolate, Inc.
To: Amanda Plant- ICE Futures U.S.
From: Jenn Ellek - National Confectioners Association
Date: October 20, 2011
Subject: Release of Third Quarter Cocoa Grindings for 2011

This letter will confirm the third quarter statistics given to the ICE Futures US.

<table>
<thead>
<tr>
<th>In Metric Tons</th>
<th>Increase (Decrease)</th>
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</thead>
<tbody>
<tr>
<td>2011</td>
<td>2010</td>
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<tr>
<td>Cocoa Beans Ground</td>
<td>124,621</td>
</tr>
<tr>
<td>Aggregate Number of Plants Reporting</td>
<td>18</td>
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</table>

The Cocoa Grinds Report supplied by The National Confectioners Association has changed. Beginning with the report for the First Quarter 2010, the report will cover grinds for North America, including Canada, Mexico and the USA. In addition, the reports no longer include Liquor and Butter Melted. New reporting companies and plants have been added (see attached).

Attached is a list of companies who responded to the survey this quarter.

Quarterly Grindings Report Release Date Schedule:

4th Quarter 2011 Report release date is 01/19/12
1st Quarter 2012 Report release date is 04/19/12
<table>
<thead>
<tr>
<th>Company Name</th>
<th>Company Name</th>
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</thead>
<tbody>
<tr>
<td>ADM Cocoa</td>
<td>Guittard Chocolate Co.</td>
</tr>
<tr>
<td>Barry Callebaut</td>
<td>The Hershey Company</td>
</tr>
<tr>
<td>The Blommer Chocolate Co.</td>
<td>Mars Chocolate North America</td>
</tr>
<tr>
<td>Cargill Cocoa &amp; Chocolate Co.</td>
<td>Nestle Chocolate &amp; Confections</td>
</tr>
<tr>
<td>ECOM</td>
<td>World's Finest Chocolate, Inc.</td>
</tr>
<tr>
<td>Ghirardelli Chocolate Co.</td>
<td></td>
</tr>
</tbody>
</table>
To: Amanda Plant- ICE Futures U.S.
From: Jenn Ellek - National Confectioners Association
Date: January 19, 2012
Subject: Release of Fourth Quarter Cocoa Grindings for 2011

This letter will confirm the fourth quarter statistics given to the ICE Futures US.

<table>
<thead>
<tr>
<th>In Metric Tons</th>
<th>Increase (Decrease)</th>
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<tbody>
<tr>
<td>2011</td>
<td>2010</td>
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<tr>
<td>Cocoa Beans Ground 118,926</td>
<td>117,177</td>
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<td>Aggregate Number of Plants Reporting 17</td>
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</tbody>
</table>

The Cocoa Grinds Report supplied by The National Confectioners Association has changed. Beginning with the report for the First Quarter 2009, the report will cover grinds for North America, including Canada, Mexico and the USA. In addition, the reports no longer include Liquor and Butter Melted. New reporting companies and plants have been added (see attached).

Attached is a list of companies who responded to the survey this quarter.

Quarterly Grindings Report Release Date Schedule:

1st Quarter 2012       Report release date is 04/19/12
2nd Quarter 2012       Report release date is 07/19/12
3rd Quarter 2012       Report release date is 10/18/12
4th Quarter 2012       Report release date is 01/17/13
LIST OF COMPANIES RESPONDING TO FOURTH QUARTER OF 2011 COCOA PRODUCTS USE SURVEY

ADM Cocoa

Barry Callebaut

The Blommer Chocolate Co.

Cargill Cocoa & Chocolate Co.

ECOM

Ghirardelli Chocolate Co.

Guittard Chocolate Co.

The Hershey Company

Mars Chocolate North America

Nestle Chocolate & Confections

World's Finest Chocolate, Inc.