To: Amanda Plant - ICE Futures U.S.
From: Jenn Ellek - National Confectioners Association
Date: April 18, 2013
Subject: Release of First Quarter Cocoa Grindings for 2013

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

<table>
<thead>
<tr>
<th>In Metric Tons</th>
<th>2013</th>
<th>2012</th>
<th>Increase (Decrease)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Amount</td>
<td>%</td>
<td></td>
</tr>
<tr>
<td>Cocoa Beans Ground</td>
<td>125,887</td>
<td>119,022</td>
<td>6,865</td>
</tr>
<tr>
<td>Aggregate Number of Plants Reporting</td>
<td>17</td>
<td>17</td>
<td>0</td>
</tr>
</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).

Quarterly Grindings Report Release Date Schedule for Remainder of 2013:

2nd Quarter 2013 07/18/13
3rd Quarter 2013 10/17/13
4th Quarter 2013 01/16/14

Attached is a list of companies who responded to the survey this quarter.
LIST OF COMPANIES RESPONDING TO FIRST QUARTER OF 2013 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 18, 2013  
Subject: Release of Second Quarter Cocoa Grindings for 2013

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

<table>
<thead>
<tr>
<th>In Metric Tons</th>
<th>Increase (Decrease)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>2012</td>
</tr>
<tr>
<td>Cocoa Beans Ground</td>
<td>126,044</td>
</tr>
<tr>
<td>Aggregate Number of Plants Reporting</td>
<td>17</td>
</tr>
</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. Reporting companies and plants are attached on page two.

**Quarterly Grindings Report Release Date Schedule for Remainder of 2013:**

- 3rd Quarter 2013: 10/17/13
- 4th Quarter 2013: 01/16/14

Attached is a list of companies who responded to the survey this quarter.
LIST OF COMPANIES RESPONDING TO SECOND QUARTER OF 2013 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 17, 2013
Subject: Release of Third Quarter Cocoa Grindings for 2013

This letter will confirm the third 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>2013</td>
<td>2012</td>
</tr>
<tr>
<td>Cocoa Beans Ground</td>
<td>131,974</td>
<td>121,916</td>
</tr>
<tr>
<td>Aggregate Number of Plants</td>
<td>17</td>
<td>17</td>
</tr>
<tr>
<td>Reporting</td>
<td></td>
<td></td>
</tr>
</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. Reporting companies and plants are attached on page two.

Note: The Cocoa Beans Ground metric tons have been adjusted to reflect currently transmitted revised data for the quarter ended September 30, 2012.

Quarterly Grindings Report Release Date Schedule for Remainder of 2013:

4th Quarter 2013 01/16/14

Attached is a list of companies who responded to the survey this quarter.
LIST OF COMPANIES RESPONDING TO THIRD QUARTER OF 2013 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: January 16, 2014
Subject: Release of Fourth Quarter Cocoa Grindings for 2013

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>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>2012</td>
</tr>
<tr>
<td>Cocoa Beans Ground</td>
<td>125,332</td>
</tr>
<tr>
<td>Aggregate Number of Plants Reporting</td>
<td>17</td>
</tr>
</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. Reporting companies and plants are attached on page two.

Note: The Cocoa Beans Ground metric tons have been adjusted to reflect currently transmitted revised data for the quarter ended December 31, 2012.

Quarterly Grindings Report Release Date Schedule for 2014:

1st Quarter 2014 | 04/17/14
2nd Quarter 2014 | 07/17/14
3rd Quarter 2014 | 10/16/14
4th Quarter 2014 | 01/15/15

Attached is a list of companies who responded to the survey this quarter.
**LIST OF COMPANIES RESPONDING TO FOURTH QUARTER OF 2013 COCOA PRODUCTS USE SURVEY**

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Company Name</th>
</tr>
</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>