To: Amanda Plant — ICE Futures U.S.  
From: Jenn Ellek — National Confectioners Association  
Date: April 14, 2016  
Subject: Release of First Quarter Cocoa Grindings for 2016

<table>
<thead>
<tr>
<th>In Metric Tons</th>
<th>Increase (Decrease)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2016</td>
</tr>
<tr>
<td>Cocoa Beans Ground</td>
<td>118,790</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 will no longer include Liquor and Butter Melted. New reporting companies and plants have been added (see attached).

Note: Due to the changes in ownerships of a manufacturing process, some of the prior year amounts have been combined.

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

Quarterly Grindings Report Release Date Schedule for 2016  
Second Quarter 2016: Report Release Date is July 14, 2016  
Third Quarter 2016: Report Release Date is October 20, 2016  
Fourth Quarter 2016: Report Release Date is January 19, 2017
LIST OF COMPANIES

RESPONDING TO FIRST QUARTER OF 2016
COCOA PRODUCTS USE SURVEY

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
To: Sonia Young - ICE Futures US
From: Jenn Ellek - National Confectioners Association
Date: July 14, 2016
Subject: Release of Second Quarter Cocoa Grindings for 2016

<table>
<thead>
<tr>
<th></th>
<th>In Metric Tons</th>
<th>Increase (Decrease)</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>2016</td>
<td>2015</td>
</tr>
<tr>
<td>Cocoa Beans Ground</td>
<td>124,432</td>
<td>120,359</td>
</tr>
<tr>
<td>Aggregate Number of Plants Reporting</td>
<td>17</td>
<td>17</td>
</tr>
</tbody>
</table>

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Note: Due to the change in ownership of a manufacturing process, some of the prior year amounts have been combined.

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

Quarterly Grindings Report Release Date Schedule for 2016:
Third Quarter 2016: Report Release Date is October 20, 2016
Fourth Quarter 2016: Report Release Date is January 19, 2017
LIST OF COMPANIES

RESPONDING TO SECOND QUARTER OF 2016
COCOA PRODUCTS USE SURVEY

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
To: Sonia Young- ICE Futures US
From: Jenn Ellek - National Confectioners Association
Date: October 20, 2016
Subject: Release of Third Quarter Cocoa Grindings for 2016

<table>
<thead>
<tr>
<th></th>
<th>In Metric Tons</th>
<th>Increase (Decrease)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2016</td>
<td>2015</td>
</tr>
<tr>
<td>Cocoa Beans Ground</td>
<td>124,412</td>
<td>124,229</td>
</tr>
<tr>
<td>Aggregate Number of Plants</td>
<td>17</td>
<td>17</td>
</tr>
</tbody>
</table>

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Note: Due to the change in ownership of a manufacturing process, some of the prior year amounts have been combined.

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

Quarterly Grindings Report Release Date Schedule for 2016:
Fourth Quarter 2016: Report Release Date is January 19, 2017
# LIST OF COMPANIES

RESPONDING TO THIRD QUARTER OF 2016
COCOA PRODUCTS USE SURVEY

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Company Name</th>
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</thead>
<tbody>
<tr>
<td>Barry Callebaut</td>
<td>Guittard Chocolate Co.</td>
</tr>
<tr>
<td>The Blommer Chocolate Co.</td>
<td>The Hershey Company</td>
</tr>
<tr>
<td>Cargill Cocoa &amp; Chocolate Co.</td>
<td>Mars Chocolate North America</td>
</tr>
<tr>
<td>ECOM</td>
<td>Nestle Chocolate &amp; Confections</td>
</tr>
<tr>
<td>Ghirardelli Chocolate Co.</td>
<td></td>
</tr>
</tbody>
</table>
To: Sonia Young- ICE Futures US  
From: Jenn Ellek - National Confectioners Association  
Date: January 19, 2017  
Subject: Release of Fourth Quarter Cocoa Grindings for 2016

<table>
<thead>
<tr>
<th></th>
<th>In Metric Tons</th>
<th>Increase (Decrease)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2016</td>
<td>2015</td>
</tr>
<tr>
<td>Cocoa Beans Ground</td>
<td>117,588</td>
<td>118,896</td>
</tr>
<tr>
<td>Aggregate Number of Plants Reporting</td>
<td>17</td>
<td>17</td>
</tr>
</tbody>
</table>

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Note: Due to the change in ownership of a manufacturing process, some of the prior year amounts have been combined.

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

Quarterly Grindings Report Release Date Schedule for 2017:
First Quarter 2017: Report Release Date is April 20, 2017
Second Quarter 2017: Report Release Date is July 20, 2017
Third Quarter 2017: Report Release Date is October 19, 2017
Fourth Quarter 2017: Report Release Date is January 18, 2018
LIST OF COMPANIES

RESPONDING TO FOURTH QUARTER OF 2016
COCOA PRODUCTS USE SURVEY

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

Guittard Chocolate Co.
The Hershey Company
Mars Chocolate North America
Nestlé