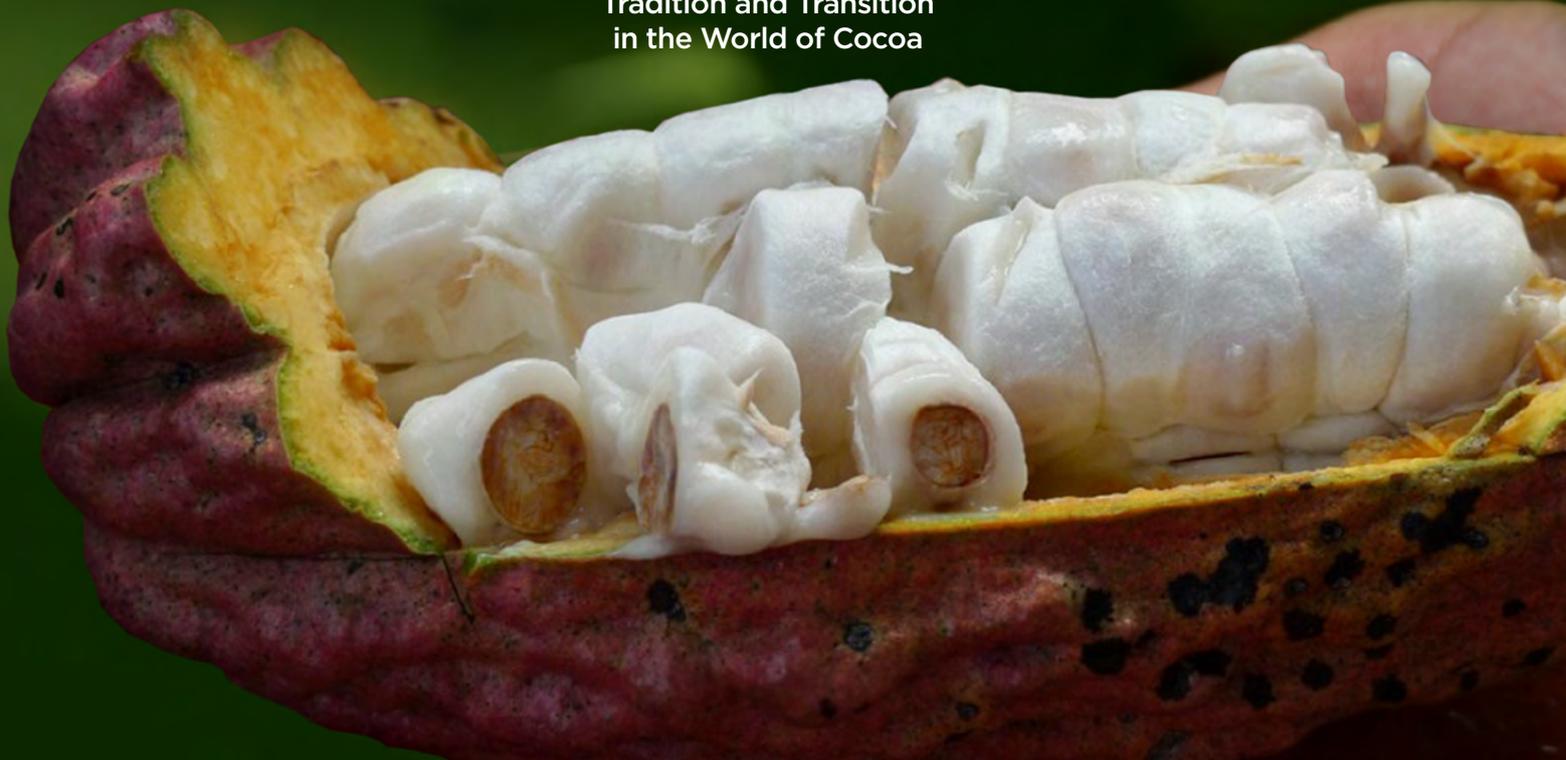


A&D

TRADING GMBH

Tradition and Transition
in the World of Cocoa



Welcome

Albrecht & Dill Trading GmbH specializes in the procurement and sale of raw cocoa beans and products such as cocoa butter, liquor, cake, and powder.

Our head office is located in Hamburg, Germany, an important hub for cocoa trade in Europe. We also have a subsidiary in the United States (A&D USA Inc.) as well as an entity on the ground in Ecuador (A&D Sanchez).

We source, import, sell and deliver cocoa beans and products to clients worldwide. Our customers are chocolate manufacturers and companies who use semi-finished products.

Our history shapes us

The company was founded in 1806 by Johann Albrecht. In 1835, Theodor Dill joined. In the beginning, Albrecht & Dill traded all kinds of different commodities like coffee, spices, fruit, rice and so on, but later began to specialize more in the trading of cocoa beans. Partly thanks to our strong relations at origin, and the established connections to German chocolate manufacturers, in the years that followed we were able to expand our trading capacity throughout Europe as well as overseas.

Quote from our CEO

"We look back on more than 200 years of history in which markets and businesses constantly changed. It has always been necessary to adapt and rethink our structure in order to stay successful. Due to my experience from close to 40 years in the business, I am convinced that cocoa trading will and has to change in the coming years towards more sustainable supply chains. We want to have a positive impact on the quality of life of the farmers we source from, as well as on the environment in the countries of origins. This is why A&D is committed to set up and support dedicated projects, so that by 2030 the majority of our cocoa can get sourced in a sustainable and transparent way."



Christoph Kröger - CEO A&D Trading GmbH



Our cocoa

We offer both conventional and certified cocoa (Organic, Fairtrade, UTZ & Rainforest Alliance) from e.g. Ecuador, Peru, Colombia, Venezuela, Ivory Coast, Ghana, Nigeria, Madagascar, Papua New Guinea, and Indonesia (Java).

We can deliver from individual bags/cartons to full containers of beans or products.

Traceable cocoa beans (with or without) official certification comprise a large part of Albrecht & Dill's portfolio in addition.

Some of our achievements

- **80.000 tons of cocoa** a year, and growing
- **40% of our cocoa is now certified**, and we will double it in the coming years
- **Traceability/Sustainability project in Ecuador**
- **Female farmer co-op initiative in Ivory Coast**

Sustainability

We are aware of the challenges in the cocoa industry and understand the very important roles and responsibilities of traders. We believe that, together with our clients and partners, we can move the industry forward and make the transition to a sustainable and fully traceable cocoa sector. A sector in which farming communities, cocoa businesses and the environment can thrive. Education, collaboration, and transparency play key roles in that.

Project in Ecuador

Already in 2011, we implemented a sustainability project for 100% traceable cocoa in Ecuador, together with Lindt und Sprüngli. Hundreds of farmers have passed through our training programs in the past decade. This has helped them to professionalize their farms, produce superior quality cocoa beans and grow their income. The project continues to date and we look forward to further applying lessons learned in new projects in other geographies, together with our partners.



Our sustainability approach

In 2020 we took steps to further increase our sustainability efforts. We defined a strategy that fits our company values, to achieve an even higher impact, focusing on 3 areas:

1

**Resilient
Farmers and
Communities**

2

**Improve
Income**

3

**Enhanced
Farming
Practices**

These areas encompass e.g. promoting gender equality, tackling the root causes of child labour & deforestation, and reducing farmer dependency on the use of pesticides. We also made commitments for 2030, connected to the Sustainable Development Goals (SDG's), which serve as a guiding compass for implementation and reporting on impact and performance.

If you would like to know more about our sustainability work and the progress that we are making towards delivering our goals, please contact us for more information.



Would you like to get in touch?

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