

# **ADM Cocoa Ghana:**

## **An investment success story in Kumasi**

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*General Manager*



# ADM, a Premier Player in Global Agribusiness

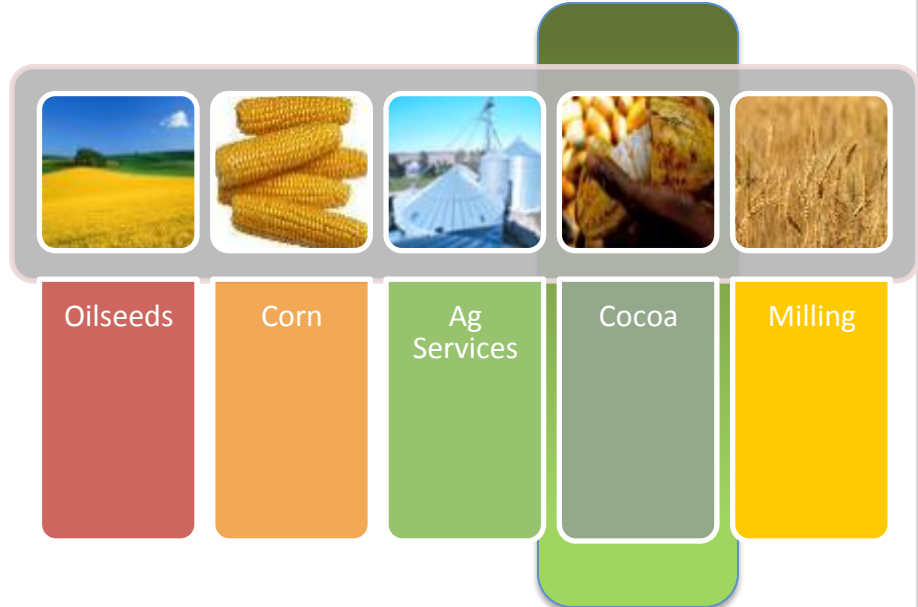
## ADM Values

- Serving Vital Needs Throughout the World
- Be SAFE

## Key Facts

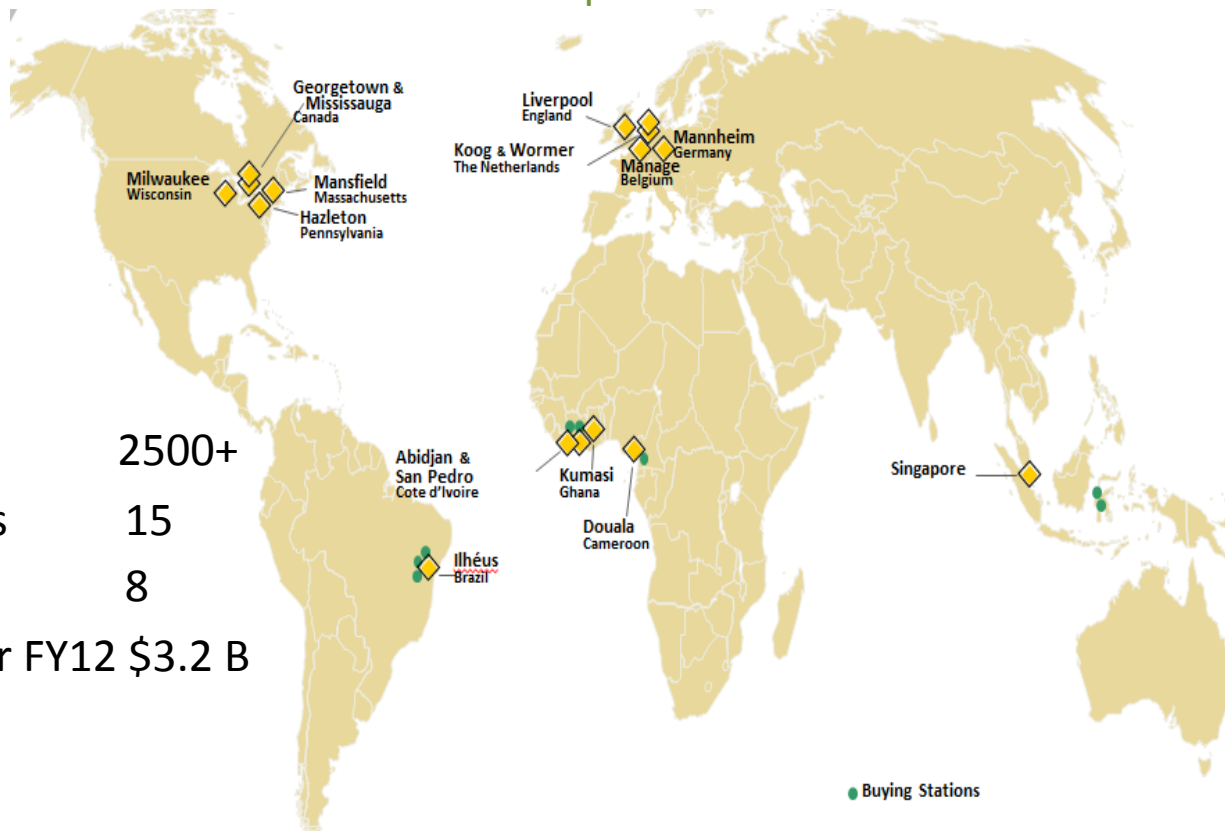
- |                         |         |
|-------------------------|---------|
| - Employees             | 30,000  |
| - Facilities            | 665+    |
| - Country sales         | 160+    |
| - FY12 net sales        | \$89 B  |
| - FY12 Operating profit | \$2.5 B |

## ADM 5 Main Categories of Products



# ADM Cocoa, a Presence Worldwide

## Global Operations



## Key Facts

- Employees 2500+
- Processing plants 15
- Buying stations 8
- External turnover FY12 \$3.2 B



# Greenfield Milestones



May 2007  
**AFE approved**



Jan'2008  
**Ground breaking**

May 2009  
**Commissioning**



July 2009  
**Production starts**





# ADM Cocoa (Ghana) Ltd



# Process Flow: From Beans to Liquor



Cocoa Beans

Weighing & Cleaning

Nibs storage

Roasting & Sterilization

Tempering

Liquor storage

Grinding & Refining

Cooling

Filling & Sealing

Cooling tunnel

Palletizing & Storage

Container loading & Shipping



# Safety

We believe:



We achieve:

- 5 years (incl. construction phase) without Lost Work Day Case
- Start every day with 5 min. safety topic and every meeting with safety moment
- Each colleague performs at least 1 safety audit per week
- Global Safety Week once a year



# Operations

Latest technology in cocoa processing  
Almost fully automated plant

Comply with highest national  
and international standards:

- Certified ISO 9001
- GMP – Good Manufacturing Practices
- EPA Akoben program
- Etc.

Ship our product to 15 countries in Western and Eastern Europe,  
Middle East, Asia (incl. Japan) and the US

Supply some of the most renowned chocolate makers in the world





# Employment

100 high-skilled employees with extensive training on:

- Quality & industry standards, leadership, business ethics

150 outsourced staff on site

- Packaging, warehousing, cleaning, security, canteen, etc.

Work with 200 local suppliers:

- Labour, warehousing, cleaning, gardening, security
- Packaging materials, lab & hygiene materials, office supplies
- Spare parts, maintenance work, projects work
- Transport, canteen, laundry, medical staff
- Hotels, airlines, car rentals
- Etc.



## CSR

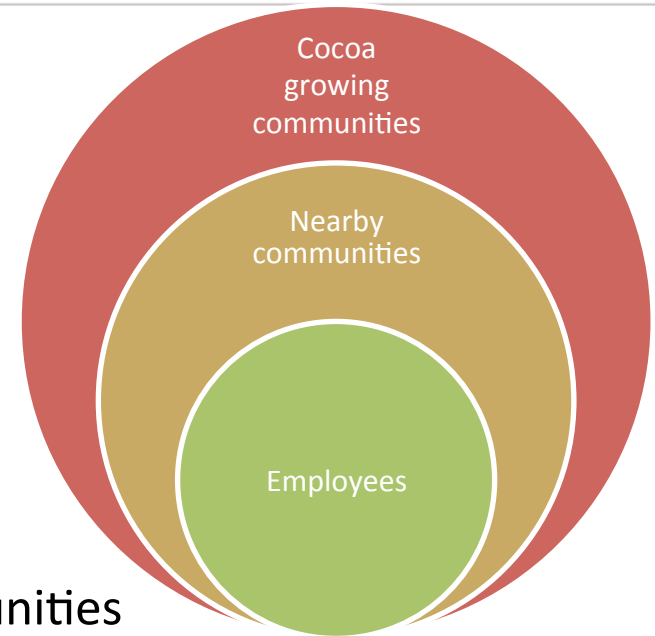
Built a communal sanitary facility  
in Kaase village

3-year health program with GIZ  
13,745 individuals reached in 67 communities

Agric-logistics program for 30 post-secondary students with KNUST,  
Safmarine and World Cocoa Foundation

Contributions to Otumfuo Charity Foundation for the advancement of  
education and school refurbishment

Donated 30 computers to Kaase Primary School





# CSR in Pictures



# Kumasi as a Business Location

Heart of cocoa growing regions;  
Cocobod warehouses proximity

Equal distance to both ports  
(Tema & Takoradi)

Better access (airlines, roads)

Good universities & schools

Excellent relationship with key stakeholders and their representatives:  
Gov't, Asantehene, Cocoa Board, Free Zone Board, Customs, etc.





# MEDAASE!