

# Global supply chain solutions provider

We're here to make it simpler for our clients to access smarter, stronger and more sustainable global supply chains.

We provide a range of value-added supply chain management services. We have successfully replicated our heritage supply chain solutions model in large addressable markets such as grains, soy and food ingredients – leading to us adopting a 'product agnostic' approach that opens up significant additional growth opportunities.

### **A QUALITY FOCUS**

CZ has real-time controls in place to support the effectiveness of our quality management system, including how we risk assess product quality, packaging suppliers, geography and legal requirements. When needed, we can provide additional verification and validation services (including inspection, testing, site visits and third-party audits). We are recognised as a BRC company scoring AA+ for our food ingredients business. This aligns us with a globally respected standard that is fast being adopted as a prerequisite to operate in the food and beverage industry. We are also a SEDEX member, one of the world's leading ethical trade membership organisations, working with businesses to improve working conditions in global supply chains.





### Our global supply chain services

We don't just source products. We create value at every stage of the supply chain and geography that we work in, strategically managing risk and tailoring financing solutions, optimising freight, cutting costs and promoting sustainable practices. Please contact us if you are interested in any of the following services.

### Financing solutions

We offer a comprehensive range of complex financial solutions tailored specifically to trade flows, supporting and meeting our clients' requirements and strengthening our long-term partnerships.

### Price risk management

We help mitigate financial risk by using derivatives to price in advance of trades and maximise value. This offers all the benefits of managing price risk through the futures market, without complications or constraints.

### Corporate finance

With the largest global team of professionals dedicated to the sugar and energy markets, we offer a wide range of solutions through our financial and strategic advisory services to help our customers achieve superior performance.

### Logistics and stock management

We identify supply chain efficiencies that can be seamlessly executed by our global teams and we provide a 'one stop shop' for all stock management needs, including the clearing, warehousing, financing and delivery of goods.

### Market Intelligence

Through CZ App, our Analysis team shares their knowledge, news, views and forecasts on the world's sugar and ethanol markets. We now also offer analysis on dairy, freight, PET, wheat, corn and more.

### Physical trading

Our deep knowledge of the global sugar and ingredients markets enables us to provide strategy, management, and trading solutions to our global partners. We manage the challenges of executing long and complex supply chains so you don't have to.

### Sustainability programme

Our sustainability programme VIVE, co-managed with Intellync, helps businesses to measure sustainability performance across their supply chains, and promotes continuous improvement. We measure, monitor and benchmark participant performance against global sustainability standards, fostering change through bespoke plans.

### CZ App

At CZ transparency comes as standard, and the CZ App brings our expertise, top-class market content and analysis along with live price information and data into the palm of your hand. Available in the App and Google Play stores and online, our new app has transformed our relationship with clients.



# Why should you partner with CZ?

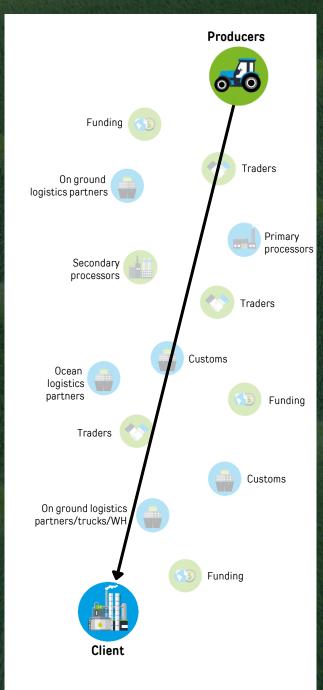
# The road for purchasing ingredients can look like this:

A complex web of intermediaries, delays, and inefficiencies that slow down your business.

### **Producers** Funding Traders On ground logistics partners Primary Secondary processors processors Traders Customs Ocean logistics partners Funding Traders Customs On ground logistics partners/trucks/WH Funding Client

### CZ make it look like this:

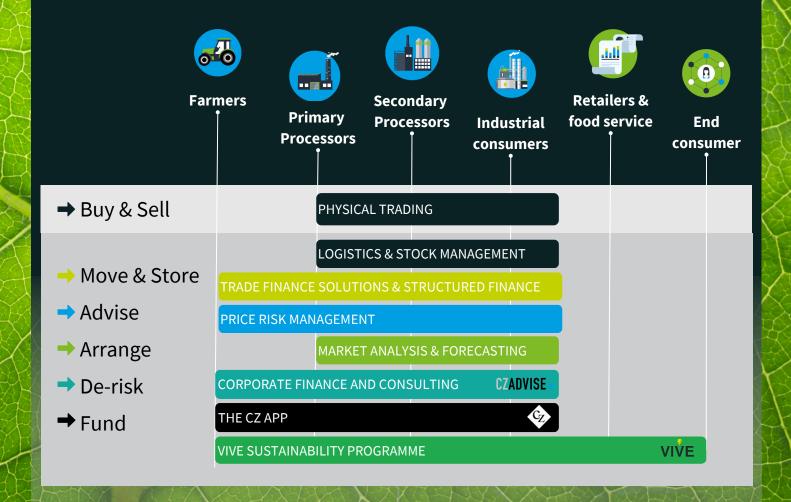
A seamless, streamlined supply chain that saves you time, money, and hassle.



# Creating value along the supply chain

CZ helps businesses simplify trade, reduce risks, and enhance financial outcomes.

We do this by...



## Year-round, worldwide, high-quality products for the food and beverage sectors

### **GLOBAL SCALE AND REACH**

Our established global network and deep product and market knowledge have earned us a successful track record in managing market volatility, product seasonality (with year-round supply) and supply chain complexities for the food and beverage sectors.

- > Around 9.5 million metric tonnes of products moved in 2024
- > Pioneers in sustainably sourced products (VIVE programme)
- > Year-round strategic sourcing expertise
- > Relationships with over 1,600 counterparties worldwide

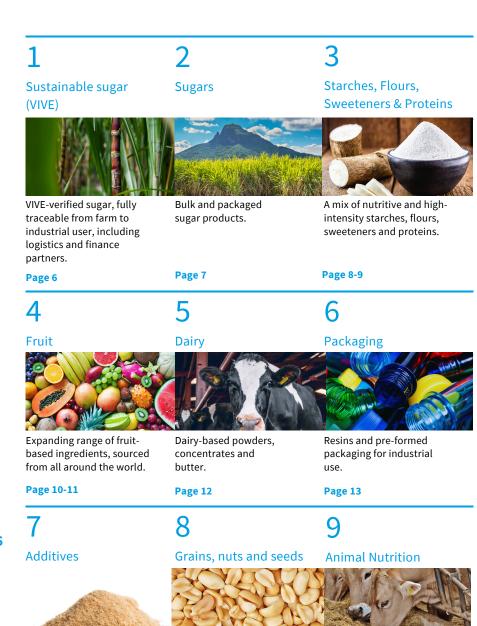
### **EXPANDING OUR OFFERING**

Driven by our strong service ethos, the strategic sourcing and supply of complementary products is made on behalf of new and existing food and beverage clients. We are always open to requests.

If you don't see a specified product that you're looking for, please get in touch.

### **INNOVATIVE BREAKBULK OPTIONS**

We can think on our feet. To mitigate protracted supply chain disruptions and market turbulence we now aggregate and ship products (traditionally transported in containers) in breakbulk vessels. This allows us and our clients to avoid the pressurised, inflated container market and improve cost saving, delivery times and volume capabilities. We can move a wide range of products in this way, and are happy to discuss your requirements.



A growing offering of grains,

nuts and seeds for the food

and animal feed industries.

Page 15

Feed grains and oilseeds

the global animal feed

production.

Page 16

account for more than 80% of

FOODADDITIVES

Food processing ingredients

to extend shelf-life and retain

flavour, colour and nutrients.

Page 14



We also source and supply energy products on: www.czarnikow.com/energy

### 1. Sustainable sugar (VIVE)

PRODUCT	FORMAT	ORIGIN	
VERIFIED SUSTAINABLE REFINED SUGAR	Tailored on request	Africa, Asia, N America	VI <mark></mark> VE
VERIFIED SUSTAINABLE UNREFINED SUGAR	Bulk	S America	VIV̇́E





THE WORLD'S FIRST FULLY SUSTAINABLE END-TO-END SUGAR

**SUPPLY CHAIN** 

### 2. Sugars

PRODUCT	FORMAT	ORIGIN
REFINED (WHITE) SUGAR	25kg bags,50kg bags, 1.2mt bags, bulk, bulk container	Worldwide
UNREFINED (RAW) SUGAR	Bulk	Worldwide
CASTER SUGAR	25kg-1mt bags	Worldwide
DARK MUSCOVADO SUGAR	25kg-1mt bags	Worldwide
DEMERARA SUGAR	25kg-1mt bags	Worldwide
DRY DEMERARA SUGAR	25kg-1mt bags	Worldwide
GRANULATED (BEET) SUGAR	50kg-1.2mt bags	Worldwide
GRANULATED (CANE) SUGAR	50kg-1.2mt bags	Worldwide
LIGHT BROWN (CANE) SUGAR	25kg-1mt bags	Worldwide
LIGHT MUSCOVADO SUGAR	25kg-1mt bags	Worldwide
LIQUID SUGAR	Bulk	Worldwide
ORGANIC (BROWN) SUGAR	50kg-1.2mt bags	Worldwide
ORGANIC (WHITE) SUGAR	50kg-1.2mt bags	Worldwide
SCREENED SUGAR	25kg-1mt bags	Worldwide



We offer sugar in 25kg bags, 50kg bags, 1kg retail packs, 1mt bags, 1.2 mt bags, bulk tankers and bulk containers



### >160

### YEARS EXPERIENCE

We have established many longlasting client relationships, building mutual knowledge and trust. For some clients we are considered an extension of their purchasing team. For others we have set up in new regions to manage bespoke requests. We look for synergies across our network – whether for sugar or brand-new areas – to ensure the correct quality and quantity of product is delivered on time with transparent pricing and service levels.

In the world of sugar we have 160 years of experience, making us a trusted partner of choice. With slow but increasing global demand, sugar exports are likely to increase from countries and regions such as Australia, Europe, and Thailand, which have modernised their sugar industry in recent years. Nonetheless, Brazil is likely to retain its status as the world's major producer and exporter.

### 3. Starches, Flours, Sweeteners & Proteins

PRODUCT	FORMAT	ORIGIN
STARCHES, FLOURS AND PROTEINS		
TAPIOCIA STARCH/FLOUR	25-850kg bags	Thailand/Vietnam/Brazil
POTATO STARCH/PROTEIN	25-1000kg bags	Germany/Poland
CORN STARCH	25-1000kg bags	Turkey/India/EU/Egypt/ Brazil/China
WAXY CORN STARCH	25-1000kg bags	China/EU/Turkey
PEA STARCH/PEA PROTEIN	25-1000kg bags	China/EU
WHEAT STARCH/VITAL WHEAT GLUTEN	25-1000kg bags	EU/China
RICE STARCH/FLOURS/PROTEINS	25-1000kg bags	Vietnam/Pakistan/Thailand/ Egypt
MODIFIED STARCHES	25-1000kg bags	EU/Asia

# Starches serve as thickeners, industries. More information and sources: www.czarnikow.com/ products/nutritivesweeteners

### \$77.6 billion

### THE GLOBAL STARCH **MARKET IS PROJECTED TO REACH \$77.6 BILLION BY 2027.**

Starches, flours, and proteins are essential ingredients in food and beverage manufacturing, providing functionality, texture, and nutritional value. At CZ, we facilitate global physical trades in these key commodities, helping clients source the best solutions for their production needs.

stabilizers, and binding agents in a wide range of applications. Flours, from traditional wheat to alternative gluten-free options, form the foundation of many food products. Proteins play a crucial role in enhancing texture, nutrition, and product performance across multiple

### 3. Starches, Flours, Sweeteners & Proteins

PRODUCT	FORMAT	ORIGIN
NUTRITIVE SWEETENERS: (WHEAT, CORN, TAPIOCA, RICE B	BASED)	
GLUCOSE SYRUP	IBC Totes/Drums/ Spacekraft/Flexibag	Turkey/India/Thailand/ Pakistan/China/EU/Brazil
DEXTROSE MONOHYDRATE	25-850kg bags	Turkey/India/Thailand/ China/EU
DEXTROSE ANHYDROUS	25-850kg bags	Turkey/India/Thailand/ China/EU
MALT SYRUPS	IBC Totes/Drums/ Spacekraft/Flexibag	Turkey/India/Thailand/ Pakistan/China
MALTODEXTRINS	25-850kg bags	Turkey/India/Thailand/ Pakistan/China/EU/Egypt
IMO SYRUPS	IBC Totes/Drums/ Spacekraft/Flexibag	China
SORBITOL	25-850kg bags	Thailand/Indonesia/ China/EU/India
FRUCTOSE CRYSTALLINE	25-850kg bags	Turkey/Ukraine/Israel/EU
HIGH FRUCTOSE CORN SYRUP	Drums/Flexitanks	Turkey/India/EU/China/Egypt
ALLULOSE POWDER	25-850kg bags	Thailand
MALTOSE SYRUP	IBC Totes/Drums/ Spacekraft/Flexibag	Turkey/India/Thailand/China Pakistan//EU/Brazil/Egypt
DRY GLUCOSE POWDER	25-1000kg bags	Turkey/India/Thailand/China Pakistan//EU/Brazil/Egypt
UICH INTENCITY CIVIETTENEDS A	ND CVDUDC	
HIGH-INTENSITY SWEETENERS A  ACESULFAME POTASSIUM (K)	25-50kg bags	Asia/Europe

ACESULFAME POTASSIUM (K)	25-50kg bags	Asia/Europe
ASPARTAME	25-50kg bags	Asia/Europe
SODIUM SACCHARIN	25-50kg bags	Asia/Europe
SUCRALOSE	25-50kg bags	Asia/Europe
XYLITOL	25-50kg bags	Asia

1.71%

### PROJECTED GLOBAL FOOD SWEETENER MARKET GROWTH (CAGR, 2020-2025)

Sweeteners enhance flavour and/or texture, making them popular in food and beverage products. CZ is working to facilitate global physical trades in this exciting market, supporting clients to select the best options for their manufacturing requirements.

The food sweetener market is segmented by type: sucrose, starch sweeteners and sugar alcohols, and high-intensity sweeteners. We categorise our sweeteners into nutritive (naturally-derived) sweeteners and high-intensity sweeteners.



More information and sources: www.czarnikow.com/ products/nutritive-sweeteners



### 4. Fruit and by-products

PRODUCT	SPECIFICATION	BRIX	FORMAT	ORIGIN	CROP
CONCENTRATES					
APPLE	Concentrate	70	Drums/flexitank/IBC	Asia/Europe	March to May &
AFFLE	Deionised	72	Drums/flexitank/IBC	Asia/Europe	August to October
BANANA	Concentrate	30-32/40	Drums	Asia/S America	All year
CHERRY	Concentrate	64-66	Drums/flexitank	Europe	June to August
SOUR GRAPE	Deionised	68	Drums/flexitank	Africa/Europe	February to April &
(WHITE AND RED	) Concentrate	68 and 65 Colour level 200-1500 Red	Drums/flexitank	/ S America	September to October
LEMON	Concentrate	41.5-52.5	Drums	Europe/S America	All year
MANGO	Concentrate	28 various varieties	Drums	Africa/Asia/ N America	May to June & Decembe
ORANGE	Concentrate	66-64	Drums/flexitank	Africa/Europe/ S America	August to January
PASSION FRUIT	Concentrate	50	Drums	Asia/S America	All year
PINEAPPLE	Concentrate	72	Drums/flexitank	Africa/Asia/	All year with main period April to May &
PINEAPPLE	Deionised	60 & 65	Drums/flexitank	S America	November to January
ТОМАТО	Concentrate	36-38 cold break brix 30-32 hot/cold break 28-30 hot/cold break	Drums	Africa/Asia/Europe/ S America	February to March & August to October

### **PURÉES**

APPLE	Purée concentrate & purée SS	30-32, 10-12	Drums	Africa/Asia/Europe	March to May & August to October
APRICOT	Purée concentrate & purée SS	30-32, 9-12	Drums	Europe/S America	May & December
BANANA	Purée concentrate	20-21	Drums	Asia/S America	All year
GUAVA	Purée concentrate & purée SS	18-20, 20-22 and 14-16 Pink and white	Drums	Africa/Asia/ S America	June to August & February to May
MANGO	Purée SS	14-16	Drums	Africa/Asia/ N America	May to June & December
PEACH	Purée concentrate and purée SS	30-32 and min. 10	Drums	Africa/Europe / S America	October to November January to March & May
PEAR	Purée concentrate and purée SS	30-32, 10-13	Drums	Africa/Europe / S America	July to August February to April&
PINEAPPLE	Purée SS	Min. 11	Drums	Africa/Europe / S America	July to October All year with main period
ORANGE	Purée SS	11-13.5	Drums	Africa/Europe / S America	April to May & November to January
STRAWBERRY	Purée concentrate & purée SS	16-18, 7-12	Drums	Africa/Europe / S America	April to August to January

### CELLS AND SACS

LEMON	Cells	Min 6.5-9.5	Drums	Europe/S America	All year
MANDARIN ORANGE	Sacs	2-4, 4-6, 6-8, 8-12 Drain weight 60% and 70%	Drums/18kg tins	Asia	All year with main crop November to January
ORANGE	Cells	Min 8.1	Drums	Africa/Europe	November to January

### 4. Fruit and by-products continued

PRODUCT	SPECIFICATION	BRIX	FORMAT	ORIGIN	CROP
PIECES, DICES	S, CRUSH AND SACS				
ALOE VERA	Crush	Aseptic 3-6 mm and 5-8 mm	Various	Asia	All year
APRICOT	Dices	Aseptic 6x6, 10x10	Drums	Europe	May to June
BANANA	Whole, halves, slices, dices	IQF	Drums	S America	All year
MANGO	Dices	Aseptic 10x10	Various	Asia/N America	May to August
COCONUT	Crush and dices	Aseptic 10x10	Various	Asia	All year
PEACH	Dices	Aseptic 6x6, 10x10	Drums	Europe	June to August
PINEAPPLE	Dices	Aseptic 10x10	Various	Asia	
-	Crush	Aseptic min.11	Various	Asia	All year with main period April to May & November to January
	Fine crush	Min. 11 DW 70%, min. 4-7 mm	Various	Asia	,

**FRUIT CALENDAR** 

## 77 MILLION METRIC TONNES

# OF APPLES ARE PRODUCED GLOBALLY EACH YEAR

Apples are one of the most widely consumed fruits in the world, enjoyed by millions due to their versatility and nutritional benefits. At CZ, we leverage our extensive network to ensure that our apples meet the highest quality standards.

Through our sustainability programme, VIVE, we can support participants in making their fruit production more sustainable.

More information and

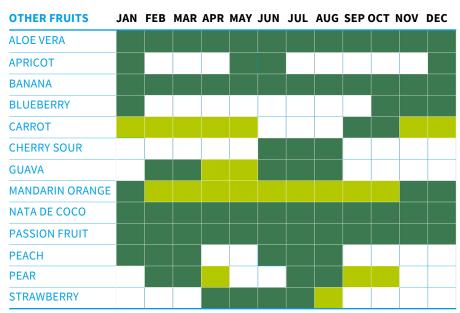
sources: www.czarnikow.com/ products/fruit-concentrates

+

Not from concentrate juices (NFC's) are part of CZ's offering for each of the above fruits. We are also able to source a full variety of compounds, emulsion/ base and essential oils, tailored to your requirements

# MAIN FRUITS JAN FEB MAR APR MAY JUN JUL AUG SEP OCT NOV DEC ORANGE APPLE TOMATO PINEAPPLE MANGO LEMON GRAPE

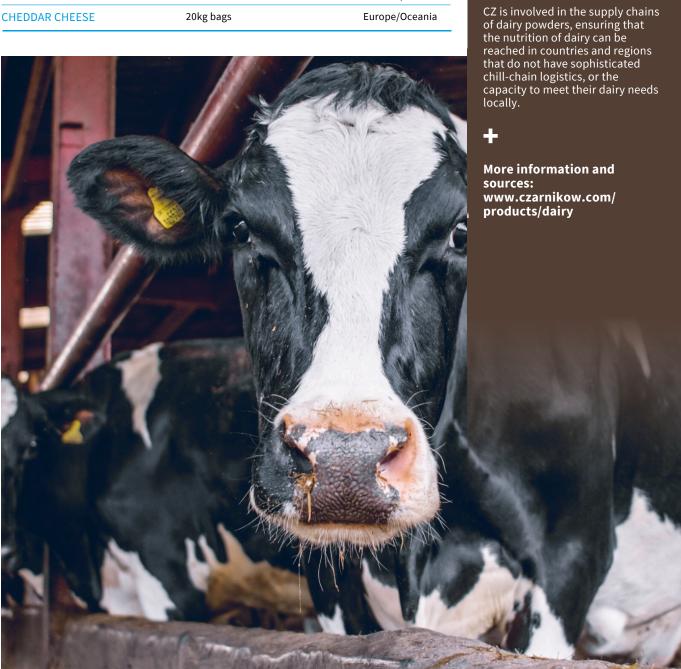
MAIN CROP PERIOD SHORT SUPPLY



Calendar based on typical crop seasons.

### 5. Dairy products

PRODUCT	FORMAT	ORIGIN
ANHYDROUS MILK FAT	210kg drums, 1mt spacekrafts (IBC)	Europe/Oceania
BUTTER	25kg blocks	Europe/Oceania/ S America
FULL CREAM MILK POWDER/ WHOLE MILK POWDER	25kg bags	Europe/Oceania/ S America
FAT-FILLED MILK POWDER	25kg bags	Europe/Oceania
SKIMMED MILK POWDER	25kg bags	Europe/N America/ Oceania/S America
WHEY PROTEIN CONCENTRATE	25kg bags	Europe/Oceania
WHEY POWDER AND PERMEATES	25kg bags	Europe/Oceania/N America/ S America
CHEDDAR CHEESE	20kg bags	Europe/Oceania



US\$10 BILLION

GLOBAL POWDERED MILK MARKET SIZE

This multi-billion dollar market includes all physical derivatives of fresh milk, broadly categorised into milk powders, proteins, cream/fat and cheeses.

### 6. Packaging

	FORMAT	ORIGIN	
PET RESIN	1-1.15mt bags	All regions	70
PET RESIN	1-1.1mt bags	All regions	<b>70</b> %
PET FLAKE	660kg-1.1mt bags	All regions	OF SOFT DRINKS* AR
IDPE RESIN	1.1mt bags	All regions	PACKAGED IN PET PLASTIC BOTTLES
HDPE RESIN	900kg-1.1mt bags	Asia	
DPE RESIN	25kg - 1.1mt bags	All regions	PET (Polyethylene terephthalate) resin is the most common polymer
LDPE RESIN	25kg - 1.1mt bags	All regions	resin of the polyester family. Most global PET production (60%) goes
P RESIN	25kg - 1.1mt bags	All regions	the textile industry, with around 30% of it being used to create plas
S RESIN	25kg - 1.1mt bags	All regions	bottles. PET is the most widely
IGID SHEET	rolls	Asia, N America, S America, Middle East, Europe	recycled plastic across the world, and is also supplied in recycled format (rPET). We are expanding o offering to incorporate a wider ran
FILM ROLLS	rolls	Asia, Middle East, N America	of packaging materials in the futur  *Carbonated drinks, still and
GLASS	palletised	Asia & Middle East	dilutable drinks, fruit juices and bottled water
APER	rolls	Asia	
ALUMINUM FOIL	palletised	North America, Europe, Middle East, Asia	★ More information and sources:
E 10 A			products/packaging
			products/packaging

### 7. Additives

PRODUCT	FORMAT	ORIGIN
ACIDITY REGULATORS		
CITRIC ACID ANHYDROUS	25-50kg bags	Asia/Europe/S America
CITRIC ACID MONOHYDRATE	25-50kg bags	Asia/Europe/S America
MALIC ACID	25-50kg bags	Asia/Europe/S America
SODIUM CITRATE	25-50kg bags	Asia/Europe/S America
THICKENERS		
CARBOXYMETHYL CELLULOSE(CMC)	25-50kg bags	Asia/Europe Asia/Europe/
MODIFIED STARCH	25-50kg bags	N America
NATIVE CORN STARCH	25-50kg bags, 1,000kg bags	Asia/Europe
PECTIN	25-50kg bags	Asia/Europe
TAPIOCA STARCH	25-50kg bags, 1,000kg bags	Asia
XANTHAN GUM	25-50kg bags	Asia/Europe
PRESERVATIVES & ANTIOXIDANTS		
ASCORBIC ACID	25-50kg bags	Asia/Europe
CALCIUM PROPIONATE	25-50kg bags	Asia
MONOSODIUM GLUTAMATE	25-50kg bags	Asia/Europe
POTASSIUM SORBATE	25-50kg bags	Asia/Europe
SODIUM BENZOATE	25-50kg bags	Asia/Europe
ADDITIVES		
TAURINE	25-50kg bags	Asia

3-6

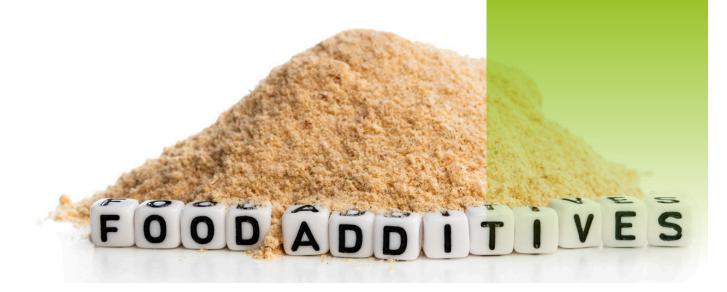
### TYPICAL PH VALUE OF CITRIC ACID

Food additives are an important ingredient for food and beverage processors and manufacturers, who are increasingly required to meet demand from consumers and governments for products with longer shelf-lives and improved nutritional value

Our range is non-exhaustive and we are always open to investigating the supply of new products.



More information and sources: www.czarnikow.com/food-ingredients-and-packaging



### 8. Grains, beans, nuts and seeds

PRODUCT	FORMAT	ORIGIN
NUTS & SEEDS		
PEANUTS	1.25mt bags	S America
BLANCHED SPLIT PEANUTS	25 - 50kg bags	S America
SPLIT PEANUTS	25kg bags	S America
CHOPPED PEANUTS	25 - 50kg bags	S America
PEANUT BUTTER/PASTE	PP buckets	S America
PEANUT FLOUR	All common types	S America
HULLED SESAME SEEDS	50kg bags	India
SESAME SEEDS	900kg bags	Brazil
BEANS		
ALKALISED FAT-REDUCED COCOA POWDER	25kg bags	Asia
COFFEE	Bags	Brazil
COCOA	Bags	W Africa
GRAINS		
CORN	Bulk	N America/S America
CORN GRITS	50 kg bags	Asia/S America
MILLING WHEAT	Bulk	N America
RICE	50 kg bags	Asia
SOYBEANS	Bulk	N America/S America
SORGHUM	50 kg bags	Mexico/E Africa
BARLEY	50 kg bags	Europe/E Africa
MALT	50 kg bags	Europe

2000%

### INCREASE IN SESAME SEED PRODUCTION IN BRAZIL OVER THE PAST 5 YEARS

This remarkable growth is attributed to the country's large cultivation areas and favorable climate conditions.

We leverage our deep-rooted expertise and extensive connections along the supply chain to support and promote sustainable sesame farming practices.



More information and sources: www.czarnikow.com/food-ingredients-and-packaging



### 9. Animal Nutrition

PRODUCT	FORMAT	ORIGIN
BY PRODUCTS		
CORN GLUTEN MEAL	25kg-50kg, big bags, bulk	Asia/ N America
CORN GLUTEN FEED	25kg-50kg, big bags, bulk	Asia/ N America
CORN BRAN	25kg-50kg, big bags, bulk	Asia
PALMITIC ACID (C16) FEED FAT	25kg-50kg, big bags, bulk	Asia
RICE PROTEIN	25kg-50kg bags	Asia/ Africa
POTATO PROTEIN	25kg-50kg bags	Europe
SOYMEAL	25kg-50kg, big bags, bulk	S America/Africa
SUGAR BEET PULP PELLETS	bulk	Europe/Africa
VITAL WHEAT GLUTEN	25kg-50kg, big bags, bulk	Europe
WHEAT BRAN	25kg-50kg, big bags	Africa/Middle
GRAINS/ OIL SEEDS		East/Europe
CORN	bulk	Asia/S America/N America
SOYBEANS	bulk	S America/N America
WHEAT	bulk	Asia/S America/N America
BARLEY	bulk	Europe
AMINO ACIDS		
LYSINE-HCL	25kgs, big bags	Asia
METHIONINE	25kgs, big bags	Asia
THREONINE	25kgs, big bags	Asia
ADDITIVES		
MONO-CALCIUM PHOSPHATE/ DI-CALCIUM PHOSPHATE	25kgs	Asia

1.3

### BILLION METRIC TONNES OF ANIMAL FEED IS PRODUCED EACH YEAR

An interesting fact about feed grains and oilseeds is that together they account for more than 80% of the global animal feed production. Corn (maize) is the most widely used feed grain, making up about 60-70% of the total feed grain market, due to its high energy content and palatability. Soybean meal is the leading oilseed meal used in animal feed, providing a rich source of protein. The dominance of these ingredients is driven by their nutritional profiles and efficiency in supporting animal growth and productivity.



More information and sources: www.czarnikow.com/food-ingredients-and-packaging



CZ
PATERNOSTER HOUSE
65 St Paul's
Churchyard
London
EC4M 8AB
United Kingdom

T +44 (0)20 7972 6600

F +44 (0)20 7972 6699

E czarnikow@czarnikow.com

@Czarnikow

www.czarnikow.com



### REGIONAL OFFICES AND A LOCAL PRESENCE IN:

Auckland Bangkok **Buenos Aires** Dar Es Salaam Dubai Guangzhou **Guatemala City** Ho Chi Minh City Hyderabad Kampala London Makati Manama Marianópolis do Tocantins Medellín Mexico City Miami Milan Nairobi **Point-Lisas** Rio Verde Rondonópolis San José Santarém São Paulo Singapore Sydney Tel Aviv Varginha



More information: www.czarnikow.com/contact

