



TRINIDAD  TOBAGO
FINE COCOA COMPANY



Our Mission: 'To promote Trinidad & Tobago 'Trinitario' Cocoa around the world'

TTFCC INVESTOR PRESENTATION
September 2022



About Our Company ...



The Trinidad & Tobago Fine Cocoa Company Ltd is a public-private partnership aimed at rehabilitating T&T's cocoa sector through innovative chocolate products for the local, regional and international markets.

Advisory Board...

Ms Angela Lee Loy, Chairman, Aegis Business Solutions Ltd



Mr Clive Fletcher, Managing, Director Unicomer





TTFCC ACHIEVEMENTS



2016: Established a 25 metric tonne cocoa processing facility in East Trinidad



2017: Won Academy of Chocolate UK award for Chocolate Steelpan tin design.



2018: Partnered with Harrods Stores Ltd (UK) for Single Estate Selection Box



2019: Opened retail outlet and production kitchen at Hilton Trinidad



2020: Supplied 15 metric tonnes of cocoa for the Angostura Cocoa Bitters



2021: Launched Trinitario Single Estate Chocolate Stout in UK and Trinidad





THE PROBLEM



Poor supply: Companies cannot source Trinidad 'origin' fine flavour cocoa at a consistent quality and quantity.



High prices: Companies are unable to access Trinidad 'origin' fine flavour cocoa at a competitive price.



Limited offering: Companies are unable to connect directly with farmers to improve their knowledge of sourcing ingredients

Solutions... TFFCC can provide a consistent supply of Trinidad & Tobago 'Trinitario' cocoa



- **Unique offering:** Identify innovative partnerships to increase brand awareness



- **Increase production capacity:** price competitive through greater production efficiency



- **Provide consistent supply throughout the year:** Improve inventory management to address seasonality



Product overview.... Industrial, Culinary and Retail 'Trinitario' chocolate

Industrial cocoa

Culinary chocolate



Product overview....

Retail products



Competitive advantage...

Volume - consistency of supply



Expertise - Innovative products

Quality of material and fruit and floral taste

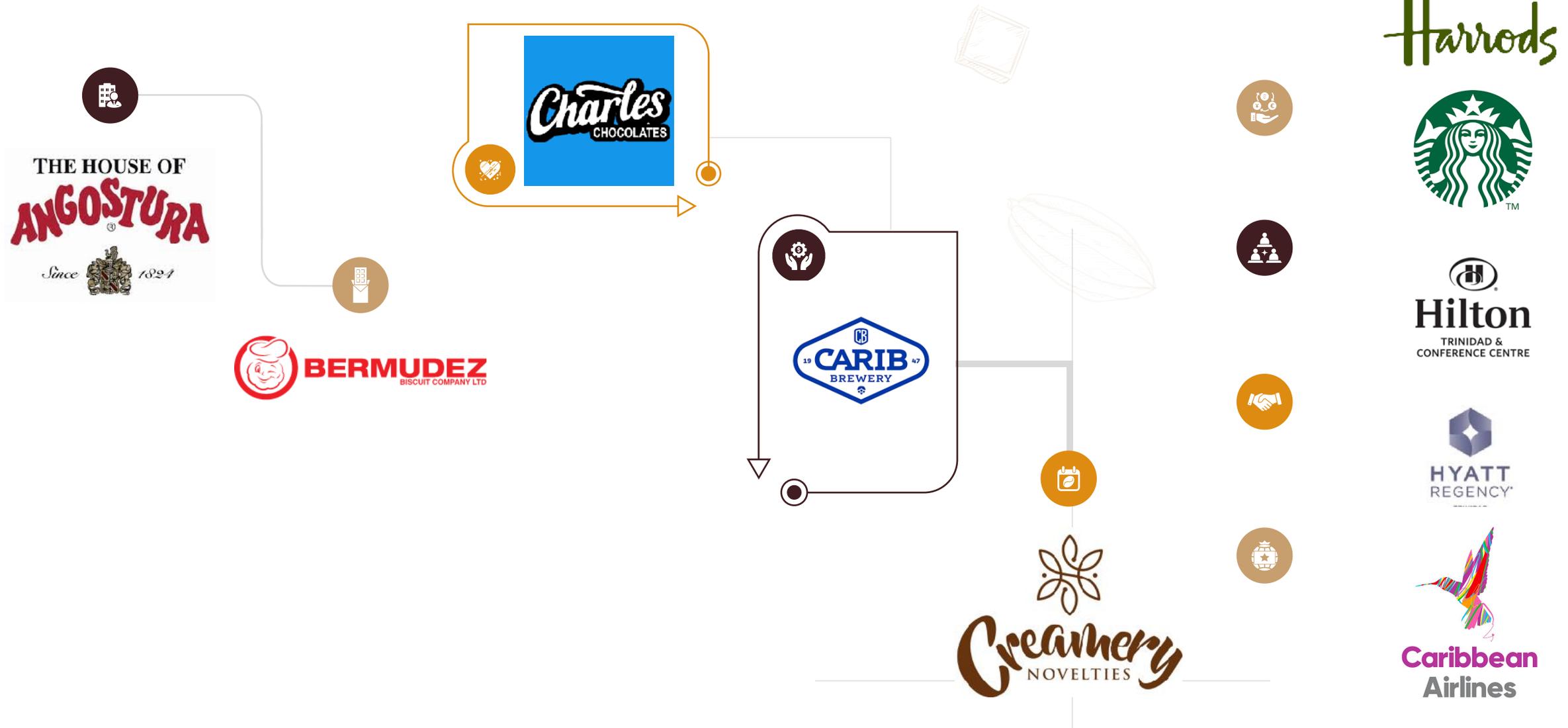


Partnerships



Market share...

(TFCC currently supplies 25 metric tonnes of industrial cocoa product per annum)



Market opportunity for culinary chocolate...



Shanghai, China - (50 metric tonne per annum)

TTFCC to participate at the CIIE Expo in Nov 2022, launch in 2023



Caribbean region (12 metric tonnes per annum)

Culinary chocolate for regional export in the CARICOM



Europe and UK (2 Metric Tonnes per annum)

Partnership with the London and Paris-based world famous culinary school

Current challenges...



Current factory layout does not comply to international food safety standards



No available space to stockpile raw material during harvest season



No storage facility for finished goods



Limited space for product development and machinery to increase output



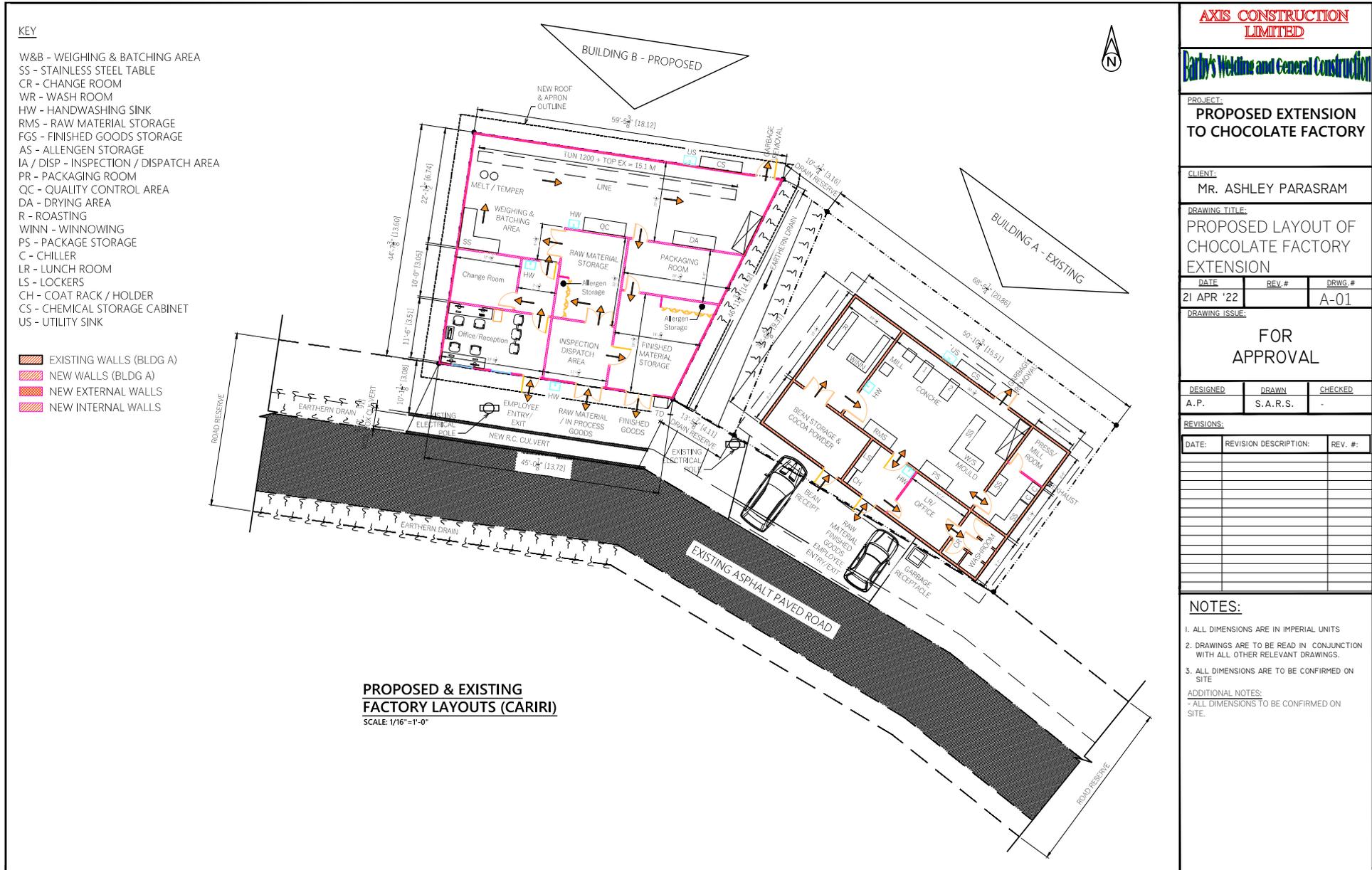
Current challenges.. (no space to increase production)



Current challenges.



Proposed new factory extension...





Sales



Revenue: 2019 TT\$1.8m / 2020 TT\$ 2.48m / 2021 TT\$ 3.1m



Projected sales based on 20% increase: 2023 TT\$3.6m / 2024 \$4.2m / 2025 TT\$5.6m

Funding for expansion



Cost of factory extension: TT \$3,500,000.



Construction time: 6 months



Request: Financing of TT \$2,300,000.

Thank You

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