

# SERVICES

## Sales of vegetable material

Our portfolio includes seeds, seedling grafts, seedlings for graft patterns, and cacao branches for carrying pods of clones (depending on availability): IMC67, ICS1, ICS39, ICS40, ICS60, ICS95, TSH565, TSH812, CCN51, MON1, EET8, UF613, SCC61. This portfolio is available in our farms at La Nacional in Tamesis, Antioquia, and in the Yariguíes farm in Barrancabermeja, Santander.

## Recommendations

- Seeds and branches should not be exposed to extreme changes in temperature (they should not be refrigerated nor submitted to high temperatures).
- To properly transport the vegetable material, the following recommendations should be followed:
  - No more than three (3) days should pass from the time the seed is collected, sent, and planted in the bag.
  - The cacao branches for carrying the pods must be waxed and in their basal cut before being sent and wrapped in moist newspaper to avoid dehydration.

The maximum time after being cut is of two (2) days.



# Process for buying cacao

## A. Inscription process

The inscription process will take approximately eight (8) working days, and the following physical documents are necessary:

### Legal persons

- Certificate of existence and legal representation (Chamber of Commerce -- no longer than 90 days)
- Photocopy of the legal representative's national identification (expanded to 150%) Updated RUT (tax record)
- Banking certificate: a letter from the bank certifying that the account is active.
- Letter of banking instructions signed by the legal representative, directed to the Company, authorizing that payments be made to the certified account.
- Authorization of Habeas Data.

### Natural persons

- Photocopy of the person's national identification (expanded to 150%)
- Updated RUT (tax record)
- Banking certificate: a letter from the bank certifying that the account is active.
- Letter of banking instructions directed to the Company authorizing that payments be made to the certified account.
- Authorization of Habeas Data.



## B. Quality

The necessary quality for the sale of cacao is ruled by the Colombian Technical Norm 1252 which is summarized in the following table:

Requirement	Award	First	Pasilla
Content of humidity as a % (m/m), maximum	7	7,5	7
Content of impurities as a % (m/m), maximum	0	0.3	0,5
Cacao bean with internal mold as a maximum %	2	2	3
Cacao bean damaged by insects and/or sprouts, as a %, maximum	1	1	2
Content of pasilla as a %, maximum	1	2	N/A
Content of kernel as a % (m/m), minimum	N/A	N/A	40/60
Mass (weight) in grams of 100 beans	>120	105-119	40
Well fermented cacao beans as a %	>75	>65	>60
Insufficiently fermented cacao beans as a %	<25	<35	<40
Slaty cacao beans as a %	<1	<3	<3

## C. Payment

All payments are made in cash.

## D. Deduction for cacao promotion

The Compañía Nacional de Chocolates is obligated to collect the deduction for the promotion of cacao which is currently valued at 3%.

## E. Withholding Tax

The Compañía Nacional de Chocolates is obligated to collect a withholding tax of 1.5% for sales of more than COP\$2,931,000.

# Process for buying cacao

## F. Warehouses for cacao sales

### Factory in Rionegro

Phone number:

+574 - 565 5200

Km 2 vía Belén-Rionegro,  
Rionegro, Antioquia.

### Factory in Bogota

Phone number:

+571 - 417 3200

Cra. 65 No. 12 - 60, Bogotá D.C.

## Regional Headquarters

### Barranquilla

Phone number:

+575 - 364 6900

Calle 31 No. 6 B - 30, Barrio Limón,  
Barranquilla, Atlántico

### Bucaramanga

Phone number:

+577 - 6374006

Calle 73 No. 40W-75  
Provincia de Soto, Etapa 2,  
Bodega 19

### Ibague

Phone number:

+578 - 267 6999

Km 2 vía Aeropuerto Perales,  
Ibagué, Tolima

### Medellin

Phone number:

+574 - 265 7213

Cra. 52 No. 20 - 124,  
Medellín, Antioquia

### Cali

Phone number:

+572 - 397 3040

Cra. 32 No 13 - 101 Arroyo Hondo,  
Cali, Valle del Cauca

### Valledupar

Phone number:

+575 - 571 7028

Cra. 7a No. 59 Esq Via La Paz,  
Valledupar, Cesar

### Neiva

Phone number:

+578 - 872 0808

Km 2 Vía a Palermo, Parque Industrial  
Bodega E-10 , Neiva, Huila

## F. Opening hours for cacao

Monday to Friday from 7:00 am to 12:00 pm, and from 1:00 to 4:00 pm