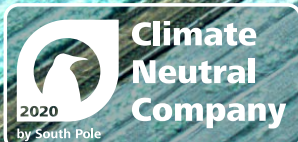




# Value, service and trust

Our latest range of products for  
the food and beverage sectors.

2022





# Modern global supply chain service provider

We're a modern provider of global supply chain services, steeped in history and experience, brimming with ideas and passion, and backed by technology and investment. Our purpose is to exert a positive economic and sustainable influence in our food, beverage and energy supply chains. To achieve this, we use our global networks and knowledge to manage the most sustainable, efficient and cost-effective movement of products.

## 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 or your team 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 sugar and ingredient stock management needs, including the clearing, warehousing, financing and delivery of goods.

### Market analysis & advisory Physical trading

Through Czapp, 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.

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 Intellynyc, 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.

### Czapp

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



More information: [www.czarnikow.com/services](http://www.czarnikow.com/services)

# 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 80 product lines with a view to expansion
- > Around 5 million metric tonnes of products traded each year
- > Active in over 90 countries
- > Pioneers in sustainably sourced products (VIVE programme)
- > Year-round strategic sourcing expertise
- > Relationships with around 600 companies
- > Over 160 years of experience

## EXPANDING OUR CLIENT AND PRODUCT PORTFOLIO

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 currently working on new product lines in flavourings and oils, and 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.



We also source and supply energy products on: [www.czarnikow.com/products/energy](http://www.czarnikow.com/products/energy)

1

Sustainable sugar (VIVE)



VIVE-verified sugar, fully traceable from farm to industrial user, including logistics and finance partners.

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Sugars



Bulk and packaged sugar products.

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3

Sweeteners and syrups



A mix of nutritive and high-intensity sweeteners and syrups.

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Fruit



Expanding range of fruit-based ingredients, sourced from all around the world.

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Dairy



Dairy-based powders, concentrates and butter.

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Packaging



Resins and pre-formed packaging for industrial use.

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Additives



Food processing ingredients to extend shelf-life and retain flavour, colour and nutrients.

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Grains, nuts and seeds



A growing offering of grains, nuts and seeds for the food and animal feed industries.

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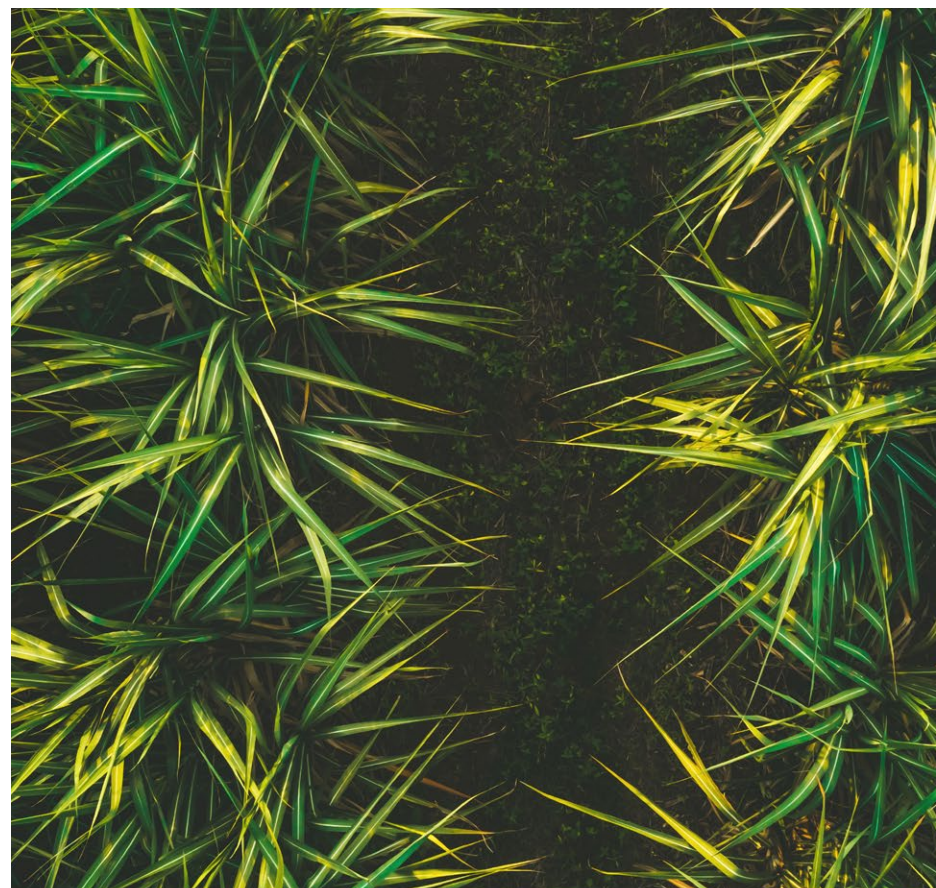


## 2. Sugars

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	25kg-1mt bags	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, 1mt bags, 1.2 mt bags, bulk tankers and bulk containers



# >160

## YEARS EXPERIENCE

We have established many long-lasting 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.



More information and sources:  
[www.czarnikow.com/products/sugar](http://www.czarnikow.com/products/sugar)

### 3. Sweeteners and syrups

PRODUCT	FORMAT	ORIGIN
<b>NUTRITIVE SWEETENERS AND SYRUPS</b>		
CRYSTALLINE FRUCTOSE	25-50kg bags	Asia/Europe
DEXTROSE ANHYDROUS	25-50kg bags	Asia/Europe
DEXTROSE MONOHYDRATE	25-50kg bags	Asia/Europe
HIGH FRUCTOSE CORN SYRUP	300kg drums/ flexitanks	Africa/Asia/Europe
LIQUID GLUCOSE	300kg drums/ flexitanks	Africa/Asia/Europe
MALTODEXTRIN	25-50kg bags	Asia/Europe
MALTOSE	300kg drums/ flexitanks	Asia/Europe
<b>HIGH-INTENSITY SWEETENERS AND SYRUPS</b>		
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. Czarnikow 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/sweeteners](http://www.czarnikow.com/products/sweeteners)





## 4. Fruit

PRODUCT	SPECIFICATION	BRIX	FORMAT	ORIGIN	CROP
<b>CONCENTRATES</b>					
APPLE	Deionised	72	Drums/flexitank/IBC	Asia/Europe	March to May & August to October
	Concentrate	70			
BANANA	Concentrate	30-32 & 40	Drums	Asia/S America	All year
CARROT	Concentrate	70	Drums	Europe	September to May
CHERRY SOUR	Concentrate	64-66	Drums/flexitank	Europe	June to August
GRAPE (WHITE AND RED)	Deionised	68	Drums/flexitank	Africa/Europe/ S America	February to April & September to October
	Concentrate	68 and 65 Colour level from 200-1500 White and red	Drums/flexitank		
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
ORANGE	Concentrate	66-64	Drums/flexitank	Africa/Europe/ S America	August to January
PASSION FRUIT	Concentrate	50	Drums	Asia/S America	All year
PINEAPPLE	Deionised	72	Drums/flexitank	Africa/Asia/ S America	All year with main period April to May & November to January
	Concentrate	68 and 65			
TOMATO	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
<b>PURÉES</b>					
APPLE	Purée concentrate and purée SS	30-32, 10-12	Drums	Africa/Asia/Europe	March to May & August to October
APRICOT	Purée concentrate and purée SS	30-32, 9-12	Drums	Europe/S America	May to June & December to January
BANANA	Purée concentrate	20-21	Drums	Asia/S America	All year
GUAVA	Purée concentrate and 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 & October to November
PEACH	Purée concentrate and purée SS	30-32 and min. 10	Drums	Africa/Europe/ S America	January to March & July to August
PEAR	Purée concentrate and purée SS	30-32, 10-13	Drums	Africa/Europe/ S America	February to April & July to October
PINEAPPLE	Purée SS	Min. 11	Drums	Africa/Asia/ S America	All year with main period April to May & November to January
ORANGE	Purée SS	11-13.5	Drums	Africa/Europe/ S America	August to January
STRAWBERRY	Purée concentrate and purée SS	16-18, 7-12	Drums	Africa/Europe/ S America	April to August
<b>CELLS AND SACS</b>					
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/18 kg tins	Asia	All year with main crop November to January
ORANGE	Cells	Min 8.1	Drums	Africa/Europe	November to January

## 4. Fruit continued

PRODUCT	SPECIFICATION	BRIX	FORMAT	ORIGIN	CROP
<b>PIECES, DICES, CRUSH AND SACS</b>					
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
NATA DE COCO	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	All year with main period April to May & November to January
	Crush	Aseptic min. 11	Various	Asia	
	Fine crush	Min. 11 DW 70%, min. 4-7 mm	Various	Asia	

# 85%

## OF THE ORANGES THE WORLD GROWS ARE FOR MAKING JUICE

Orange juice is the most popular in the world, and fruit continues to be a highly popular ingredient in food and beverages. At CZ we work with a wide range of fruit in various forms.

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](http://www.czarnikow.com/products/fruit)



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

### FRUIT CALENDAR

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

OTHER FRUITS	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
ALOE VERA												
APRICOT												
BANANA												
BLUEBERRY												
CARROT												
CHERRY SOUR												
GUAVA												
MANDARIN ORANGE												
NATA DE COCO												
PASSION FRUIT												
PEACH												
PEAR												
STRAWBERRY												

■ 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
FULL CREAM MILK POWDER	25kg bags	Europe/Oceania
FAT-FILLED MILK POWDER	25kg bags	Europe/Oceania
SKIMMED MILK POWDER	25kg bags	Europe/ N America / Oceania
WHEY PROTEIN CONCENTRATE	25kg 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.

Czarnikow is involved in the supply chains of dairy powders, ensuring that the nutrition of dairy can be reached in countries and regions that do not have sophisticated chill-chain logistics, or the capacity to meet their dairy needs locally.



More information and sources:  
[www.czarnikow.com/  
products/dairy](http://www.czarnikow.com/products/dairy)





## 6. Packaging

PRODUCT	FORMAT	ORIGIN
HDPE RESIN	25kg bags	Asia/Middle E
LDPE RESIN	25kg bags	Asia/Middle E
PET RESIN	1.1mt bags	Asia
PET PELLETS	1.1mt bags	Asia, S America
PAPER	Jumbo rolls	Africa/Asia
PP RESIN	Jumbo bags	Asia
rPET FLAKE	0.66mt bags	Asia
rPET RESIN	1.1mt bags	Asia/Europe/Middle E



# 70%

### OF SOFT DRINKS\* ARE PACKAGED IN PET PLASTIC BOTTLES

PET (Polyethylene terephthalate) resin is the most common polymer resin of the polyester family. Most global PET production (60%) goes to the textile industry, with around 30% of it being used to create plastic bottles. PET is the most widely recycled plastic across the world, and is also supplied in recycled format (rPET). We are expanding our offering to incorporate a wider range of packaging materials in the future.

\*Carbonated drinks, still and dilutable drinks, fruit juices and bottled water



More information and sources:  
[www.czarnikow.com/  
products/packaging](http://www.czarnikow.com/products/packaging)





# 7. Additives

PRODUCT	FORMAT	ORIGIN
ADDITIVES		
TAURINE	25-50kg bags	Asia
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
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
THICKENERS		
CARBOXYMETHYL CELLULOSE (CMC)	25-50kg bags	Asia/Europe
MODIFIED STARCH	25-50kg bags	Asia/Europe/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

## 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.

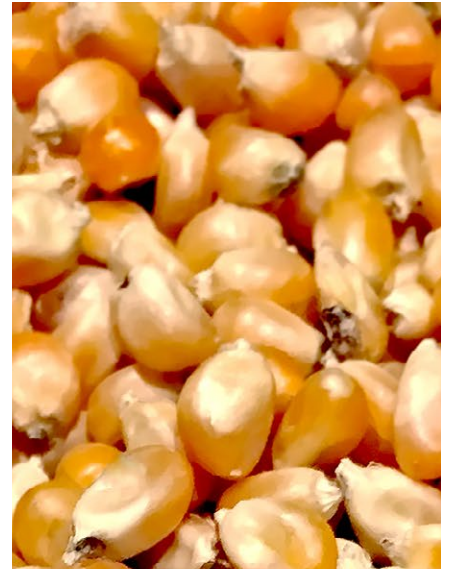
Our range is non-exhaustive and we are always open to investigating the supply of new products.





## 8. Grains, nuts and seeds

PRODUCT	FORMAT	ORIGIN
<b>GRAINS</b>		
CORN	Bulk	N America/S America
CORN GRITS	50kg bags	Asia/S America
MILLING WHEAT	Bulk	N America
RICE	50kg bags	Asia
SOYBEANS	Bulk	N America/S America
<b>NUTS &amp; SEEDS</b>		
PEANUTS	1.25mt bags	S America
SESAME SEEDS	50kg bags	Africa



# 800

### KERNELS IN THE AVERAGE EAR OF CORN

We added grains, nuts and seeds to our product portfolio in 2021. This diversification has been led through a deepening of our client relationships with beverage manufacturers, who have asked us to source and supply these ingredients.

Our deep-rooted expertise and connections along the sugar supply chain have also been a factor, with sugar producers requesting grains and seeds to optimise sugar crop rotations.





## About the images

### COVER

Micro view of agricultural landscape.

### PAGE 2

Macro image of aloe vera.

### PAGE 4

Macro view of sugarcane loaded onto tractors.

### PAGE 5

Micro view of sugar cane field.

### PAGE 6

Stevia leaf.

### PAGE 8

Micro view of fruit trees.

### PAGE 9

Micro view of grazing cows.

### PAGE 10

Macro image of flakes of PET from water bottles.

### PAGE 11

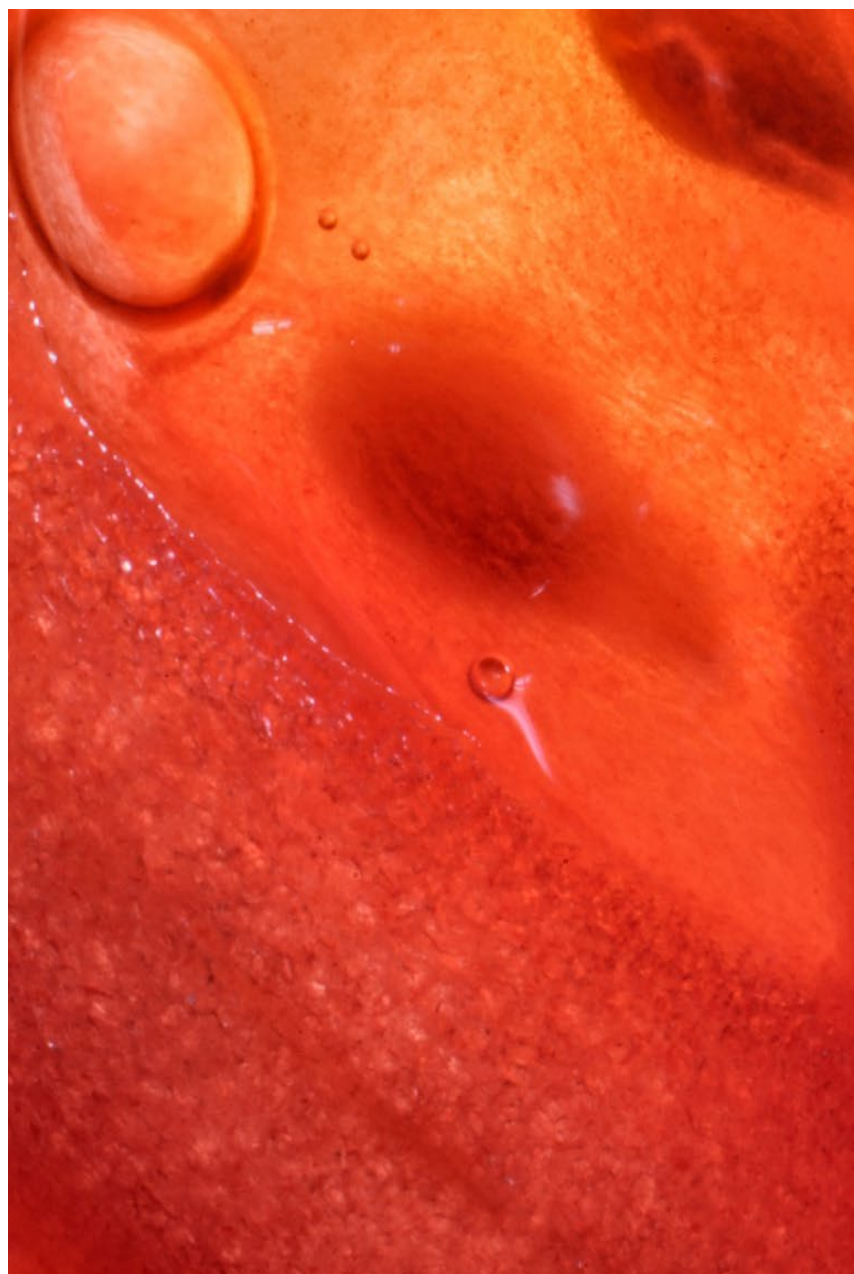
Micro view of corn seedlings.

### PAGE 12

Micro view corn grains.

### PAGE 13

Macro image of tomato pulp.





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## **REGIONAL OFFICES AND A**

**LOCAL PRESENCE IN:** Bahrain,  
Bangkok, Dar Es Salaam, Dubai,  
Guangzhou, Hyderabad, London,  
Mexico City, Miami, Milan, Nairobi,  
São Paulo, Singapore, Tel Aviv,  
Trinidad and Ho Chi Minh City.

# 16

## **COUNTRIES**

We are represented in 16 countries around the world and have a strong global presence across key trading routes. We work with sugar, food ingredients, packaging and energy products, moving over 6 million tonnes of product annually.



More information:  
[www.czarnikow.com/contact](http://www.czarnikow.com/contact)