Export company:

#### PRODUCTOS NATIVOS DEL PERU EXPORT & IMPORT SAC

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### **Product specifications: "Conventional cocoa beans"**

Item	Criteria	Details	
01	Product name:	Conventional cocoa beans	
02	Scientific name:	Theobroma cacao	
03	HS code	1801.00.20.00	
04	Production method:	Conventional, natural (no certifications)	
05	Origin:	Puerto Naranjal, Anco, La Mar – Ayacucho, Peru	
06	Production areas:	Lowland zones of Anco.	
07	Altitude:	600 to 700 meters above sea level.	
08	Harvest season:	April to September	
09	Harvest maturity:	Harvested at full ripeness, based on pod color and aroma.	
10	Description & export quality requirements:	The native cocoa from the area is a selection of the finest aromatic varieties, featuring pods of various colors such as red, burgundy, yellow, green, and more. Harvested at full maturity, the beans undergo draining, fermentation, and drying on wooden platforms, resulting in high-quality brown cocoa beans. This cocoa is cultivated by farmers from the Anco community in Ayacucho, Peru.	
11	Fermentation level:	50%	
12	Moisture content:	Maximum 9%	
13	Foreign matter (impurities):	Maximum allowed 1.5%	
14	Processing steps:	Cocoa plantation $\rightarrow$ Pod breaking $\rightarrow$ Bean gathering (baceado) $\rightarrow$ Fermentation in breathable polypropylene sacks (2–3 days, sun-exposed) $\rightarrow$ Sun drying on clean plastic sheets or drying platforms $\rightarrow$ Storage on wooden pallets in jute bags	
15	Defects tolerance (impurities)	: Max. 1.5% impurities per lot.	
16	Pest damage:	Free of live or dead insects.	
17	Decay or rot:	None.	
18	Color & aroma:	Characteristic of quality cocoa beans – clean cocoa aroma with no off-flavors or foreign smells. Bean color ranges from light to dark brown, depending on variety and fermentation level.	
19	Uses	Primarily intended for the production of high-quality chocolate or according to the specific requirements of the buyer.	

Packing specification:				
20	Bulk packaging:	Jute sacks (standard export type).		
21	Net weight per sack:	25 kg (approx. 55.12 lbs).		
22	22 Total net weight per container: From 1000 kg to 5000 kg ready to export, on demand.			
23	Export volume annual:	15,000 kg (ready or on demand)		

Storage and transport conditions:			
24	Transport temperature (recommended):	15°C to 16°C (59°F to 61°F)	
25	Relative humidity (recommended):	Up to 65%; store in dry, ventilated areas for 6–12 months	

# Step-by-Step Process: From harvest to conventional cocoa beans. Cultivated varieties: VRAE 15, VRAE 99, CCN51, TRINITARIOS. \* Locally selected clones for disease resistance and high yield \* Good pod size and cocoa butter content CCN51: \* Highly productive and adaptable clone, but with lower organoleptic quality \* Commonly used for conventional or large-scale commercial production 26 Cocoa plant: Trinitario hybrids and native varieties: $\ensuremath{^{*}}$ Grown in smaller plots, with potential for fine flavor cocoa. \* Higher market value in specialty cocoa markets.

Pod Breaking (Cocoa Pod Opening):

This is the first step after harvest, involving manual breaking of cocoa pods to extract the beans. The harvest includes a mix of varieties, with CCN51 being predominant and some Trinitario types included.



28 Bean Collection (Baceado):

This intermediate but critical step involves transporting the freshly extracted wet beans from the pod-breaking area to the fermentation area. It ensures beans arrive in good condition, without contamination, and in a timely manner for fermentation.



#### 29 Fermentation in Sacks:

Fresh cocoa beans (with mucilage) are fermented in breathable polypropylene sacks or porous tarps for 2 to 3 days. This process allows the development of characteristic cocoa flavors and aromas.

Fermentation is done outdoors under sunlight, with sacks stacked together to retain heat.



#### 30 Cocoa Drying:

Fermented beans are dried by spreading them on:

- \* Clean plastic sheets or tarps placed on the ground
- \* Sometimes on cement floors or flat platforms
- \* Exposed directly to sunlight or covered with tents during unstable weather



31 Storage

This is the final stage of post-harvest handling. The dried and fermented cocoa beans are stored securely in sacks on wooden pallets to preserve quality, aroma, and commercial value until sold or further processed.





## **BRAND WHITE PERU LLC**

SUSTAINABLE NATIVE PRODUCE