



THAI HIGH CONCENTRATIONS

Cacao and Chocolate Traders



The Refinery Steps and Prices



2022/23

The refinery steps and prices

We **do not** make milk or white chocolate products. We aim to encapsulate and enhance the natural flavours of the cacao bean.

Colour Code

- 1. Roast beans. 200฿/kg beans Bronze
 - Minimum 1kg beans

- 2. Winnowing / crushing = Nibs 550฿/kg beans Silver
 - Minimum 1kg beans.
 - Great for snacking and baking and pastry work.
 - We do not guarantee 100% husk-less nibs. However, we do aim to hit 85% to 90 % separation. We will return your products with your cacao nibs, husks (tea) and a small amount of usable nib/husk mix.



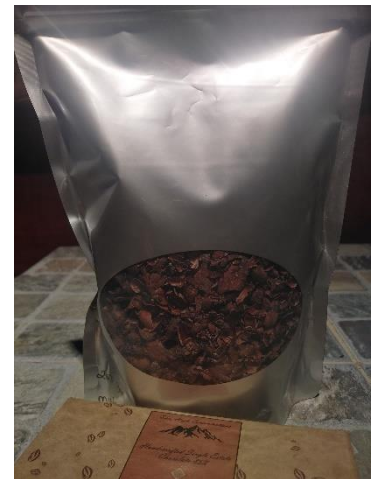
Nib / husk mix

3. Cocoa liquor; cocoa mass; cocoa paste 650฿/kg beans Gold

- Minimum 2kg beans.
- This is the consistency for food laboratory tests in Chiang Mai.
- This can be sold as Cocoa Liquor; Cocoa Mass; Cocoa Paste for further processing.
- This is 100% unsweetened cocoa mass. It has minimal processing times and is intended for further production.

4. Catering / Personal consumption 1000฿/kg beans Emerald

- Minimum 2kg beans
- Choose your percentage of chocolate and sugar ratios (70% – 95%)
- Presented in 45gm snap blocks in **catering bag style** (not individually wrapped)
- We would assume this chocolate to be used in commercial kitchens or personal consumption.



Both **Gold** and **Emerald** services will 45gm snap blocks in a catering bag. In addition to your cacao husk tea in a bulk bag.

5. Premium Retail Sales	1,350฿/kg	Premium
-------------------------	-----------	---------

- Minimum 2kg beans
- Choose your percentage of chocolate and sugar ratios (70% – 95%)
- Highest quality, decorative 30gram blocks for resale purpose.
- Customers to choose packaging and style at your own expense.
- We will individually wrap your bars with foil paper and sticker.
- We recommend a starting price at 240฿ / 60gram package
- You will also have cacao husk tea in 50gm bags

Therefore, an estimated look at 2kg of dried beans would process into about 1800 grams chocolate.

1800 grams chocolate

/60 grams

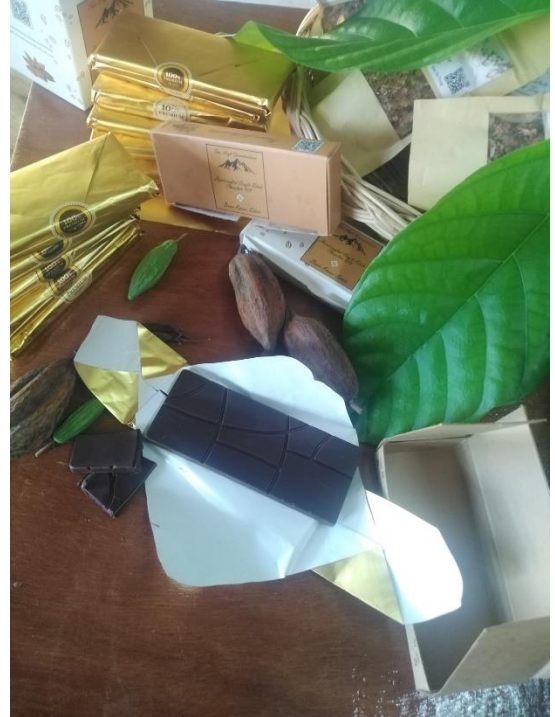
=30 60gram packages

30 x 200฿ = 7,200฿

We use a 200฿ /60g example price

7,200฿ – 2,700฿ (processing fees) = 4,500฿ revenue

Figure 5: Premium Retail Sales



An example of SECMAN production and estimated cost

- 6. Single Estate Chocolate. 2,200฿ / kg dried beans SECMAN

- A minimum of 65kg of dried beans
- Packaging is included. Minimum 1000 boxes
- You can add your business name or farm name and details to the packaging.
- We will bag cacao husk into 50gm tea packages, ready for retail.
- We recommend a **starting price** at 240฿ / 60gram package chocolate and 200฿ /

50gram package Cacao Husk Tea. However, some products do exceed 300฿ per item very successfully.

Therefore, an estimated look at 65kg of dried beans would process into about 58 kilograms of chocolate.

$$\begin{aligned} & 58,000 \quad \text{grams chocolate} \\ & / 60 \quad \text{grams} \\ & = 966 \quad 60\text{gram packages} \end{aligned}$$

$$966 \times 200\text{฿} = 193,000\text{฿}$$

We use a 200฿ /60g example price

$$\begin{aligned} & 7,000 \quad \text{grams cacao husk} \\ & / 50 \quad \text{gram packages} \\ & = 140 \quad 50\text{gram Cacao Husk Tea} \end{aligned}$$

$$140 \times 200\text{฿} = 28,000$$

- $(193,000\text{฿} + 28,000\text{฿}) - 143,000\text{฿}$ (processing fees) = 78,000฿ revenue

7. Cold pressed cacao butter and cacao or cocoa powders ₱650/kg Cocoa powder

We can produce raw cacao powder (RCP) and cold pressed cacao butter (CPCB) as well as traditional cocoa powder.

- Minimum 2kg
- You can have traditional cocoa powder or we can produce RCP.
- We press your beans to separate the cacao butter and cacao mass.
- You will collect cocoa powder or Raw Cacao Powder and pressed, unrefined cacao butter
- We will give you steps how to refine your own cacao butter.

Unrefined raw cacao butter



All numbers represent Thai Baht ฿

	Bronze		Silver	Gold		Emerald	Premium	SECMan	Cocoa Powder
1kg - 2kg	200/kg		550/kg	650/kg					650/kg
3kg - 5 kg	200/kg		500/kg	630/kg		1000/kg	1350/kg		500/kg
5kg - 10kg	200/kg		480/kg	600/kg		950/kg	1300/kg		480/kg
10kg - 20kg	200/kg		450/kg	600/kg		900/kg	1250/kg		450/kg
20kg - 50kg	200/kg		420/kg	580/kg		850/kg	1200/kg		420/kg
50kg+	200/kg		400/kg	550/kg		800/kg	1150/kg	1350/kg minimum 65kg	400/kg

