



Take your consumer
to the next level by
choosing the right filling

AAK – The Co-Development Company

AAK

Chocolates for shared experiences

A number of global trends define today's food market. That includes the growing demand for indulgent and healthier products. The big challenge for the chocolate industry is how to stay innovative and launch new products that keep consumers excited.

Premium chocolate is one of the fastest growing chocolate segments. Thanks to manufacturers' commitment to quality and experimentation with flavors, people are not only enjoying chocolates to satisfy a craving, but to share an experience on a special occasion.

Everyone wants a story to talk about – an experience that is much more than a simple purchase. For many, premium chocolate is an affordable luxury – a license to indulge. That's why the experience must be special every time.

Creativity is key to developing innovative chocolate and confectionery products that stand out from the crowd. This is where chocolate fillings offer great opportunities to work with new characteristics, flavors and textures – as well as an appealing appearance. So, when consumers take a bite, they will find a deliciously crunchy texture or an exciting new taste. This is the premium experience.

At AAK, we work continuously to develop new solutions. Our commercial insights and technical knowledge enable you to create special moments.

Tailor-make your fillings...

Continuous innovation that surprises consumers is essential in the chocolate and confectionery industry. Filled chocolates are a great playground for that. Filling fats are the key to creating your next special moment in pralines, truffles, bars, filled tablets, nougat or wafer fillings.



Healthier profile

More and more consumers focus on healthier foods. In chocolate, the amount of fat, sugar, trans fat, saturated fat, nuts and cocoa can support a healthier perception among consumers.



Clean label

Some consumers are increasingly focused on the amount and type of ingredients in their products. It's important to them that the ingredient list is simple and contains recognizable ingredients, which are as natural as possible.



Cooling sensation

Consumers love a new experience when they enjoy chocolate. One way to create that is through an exciting filling that gives a cooling sensation.



Aerated, high volume fillings

Another premium sensation can be created with fluffy aerated fillings that pleasantly melt in the mouth - using a range of flavors that contrast with a snappy chocolate shell.



Extended shelf life

There is nothing worse than looking forward to enjoying some chocolate, and then realizing it has turned grey. Shelf life is important to consumers - and for maintaining your image as a high quality producer.



Spreads

Chocolate spreads are increasingly gaining momentum and are a natural feature of the breakfast table and snacks. A high nut or cocoa content and smooth spreadability are key.



Non-tempered

Tempering requires an extra process and lots of patience. This cool meltdown is essential to fillings. An easier process is difficult to achieve without compromising quality.



For every market need

In some markets, consumers are willing to compromise on some of the features but not on quality.



Clean label



30% of the chocolate lovers look at the ingredient list before buying chocolate

AAK consumer survey 2018

Engaged choices

The clean label trend is driven by the consumers' desire to understand what they are consuming. Consumers are no longer passive and are more engaged in the choices they make. Easy access to information has made consumers more inquisitive. Now that technology and instant sharing are everywhere, it has become essential to be honest and open in product communication.

A recognizable label

What is clean label? There is no single definition. It is very dependent on the consumer type. For most, it's about focusing on natural ingredients alone. For others, it goes beyond avoiding artificial colors, preservatives, flavors and sweeteners. These consumers are also looking for sustainable or ethically sourced products.



Today, consumers are much more interested in knowing the sourcing and production methods as well as the components of the food products, than they were five years ago.

Making sense of the "clean label" trends, 2017

Consumers prefer natural. For the food industry, this is an opportunity to look at the supply chain, sourcing, processing and freshness of components and keep the label as simple as possible.

Flexible solutions with a clean label

At AAK, we have a broad range of clean-label products. A perfect example is **CHOCOFILL™ NH**.

CHOCOFILL™ NH is a flexible clean label filling fat in many recipes. Based on non-hydrogenated and non-trans raw materials, it makes a good impression on product labels, as there is no need for hydrogenation. It combines good functionality and a pleasant melting profile with all the 'non-' features required for a clean label. Our **CHOCOFILL™ NH** range can be used in wafer cream, count-lines and pralines. Because the raw materials are non-lauric, it can be used in recipes that contain water. Its sensory properties closely match those of traditional, general purpose filling fats made from hydrogenated non-lauric fats.

Choose **CHOCOFILL™ NH** for

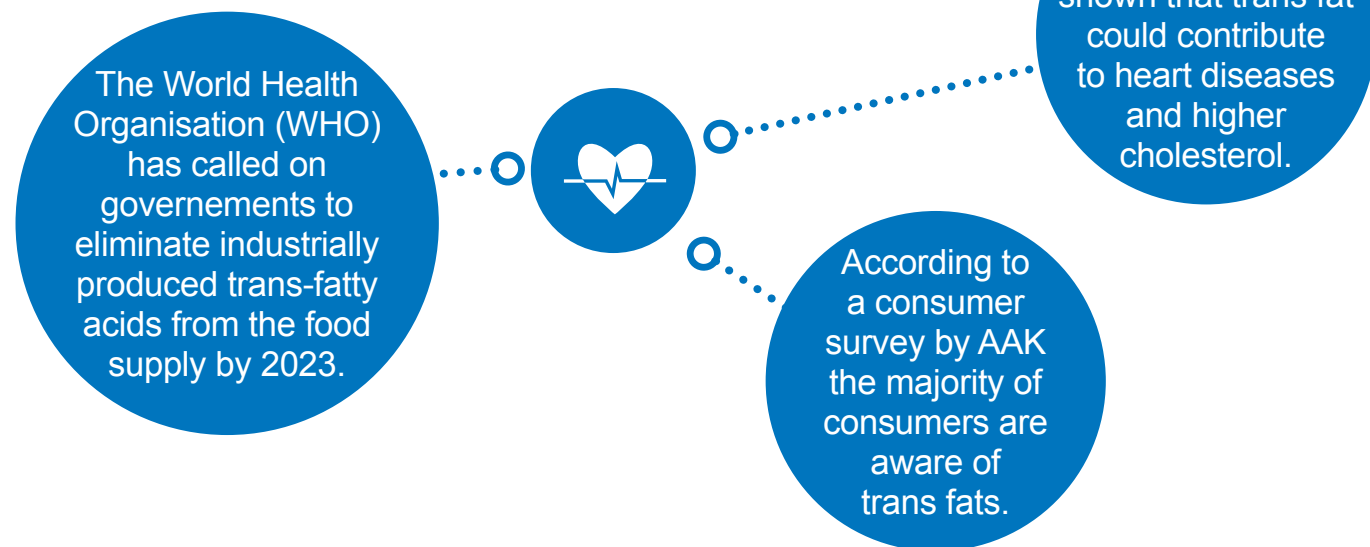


Other solutions for clean-label fillings:

- ◆ **CHOCOFILL™ LS**
- ◆ **DELIAIR™ NH**
- ◆ **CHOCOFILL™ BR**
- ◆ **CHOCOFILL™ TC**
- ◆ **AKOSPREAD™**



Healthier solutions for the health-conscious consumer



Healthier alternatives

Trans fats are sometimes created during processes that transform liquid vegetable oils into solids. Alternative non-trans products must provide the same characteristics as the trans-containing components they replace. This requires a different approach to oil processing while still ensuring good flavor, texture and performance. Non-trans filling fats for chocolate and confectionery are essential to meeting legislation requirements and consumer needs.

Fillings with lower saturated fat

Besides solutions without trans-fats, AAK has developed vegetable fats with a lower saturated fatty acid content. A great example of this kind of solution is **CHOCOFILL™ LS**

Compared to other premium filling fats on the market, **CHOCOFILL™ LS** stands out for a low content of saturated fatty acids. Most regular filling fats contain 50-60% saturated fatty acids or more. Using **CHOCOFILL™ LS**, you can reduce saturated fats by up to 30%. Even at this low level, your filling will still have a solid structure and good melting properties.

CHOCOFILL™ LS is a non-hydrogenated solution. At the same time, it has good crystallization, sensory and shelf life. As a non-tempering system based on non-lauric fats and tolerant of some cocoa butter, it is highly flexible from a processing perspective.

Choose **CHOCOFILL™ LS** for



Other solutions that offer a healthier profile:

- ◆ **CHOCOFILL™ NH**
- ◆ **DELIAIR™ NH**
- ◆ **CHOCOFILL™ BR**
- ◆ **CHOCOFILL™ TC**
- ◆ **AKOSPREAD™**



Everything you expect – without tempering



Appealing appearance

The premium chocolate and confectionery market is expected to continue its growth trend in the years ahead. Consumers seek exciting, new experiences and have a strong desire for high quality products. To meet that demand, filling fats must deliver a delicious taste and an appealing texture with a steep meltdown traditionally obtained by tempering.

Did you know?

Fat bloom on chocolate is a major problem for the confectionery industry since the unappealing appearance and negative sensory effects lead to rejection by customers. The presence of fat bloom on chocolate confectionery is usually connected to migration of liquid fat due to the difference in composition between fillings, cocoa butter and ingredient such as nuts.

Easy processing

At AAK, we help you develop the very best fillings for your chocolate and confectionery products. An easy process is faster and gives a delicious result. An example that delivers these promises is **CHOCOFILL™ GP**.

CHOCOFILL™ GP: Low cost and high quality come together in **CHOCOFILL™ GP**. Packed with functionality, these all-purpose filling fats offer the best value for money on the market.

CHOCOFILL™ GP gives fillings a smooth texture, appealing mouthfeel and satisfying flavor release.

CHOCOFILL™ GP is based on various vegetable oils and production technologies. Declare as "hydrogenated vegetable oil" on product labels.

Choose **CHOCOFILL™ GP** for



Other non-tempering solutions:

- ◆ **CHOCOFILL™ NH**
- ◆ **CHOCOFILL™ LS**
- ◆ **DELIAIR™ NH**
- ◆ **CHOCOFILL™ BR**
- ◆ **AKOSPREAD™**



Spreadable moments

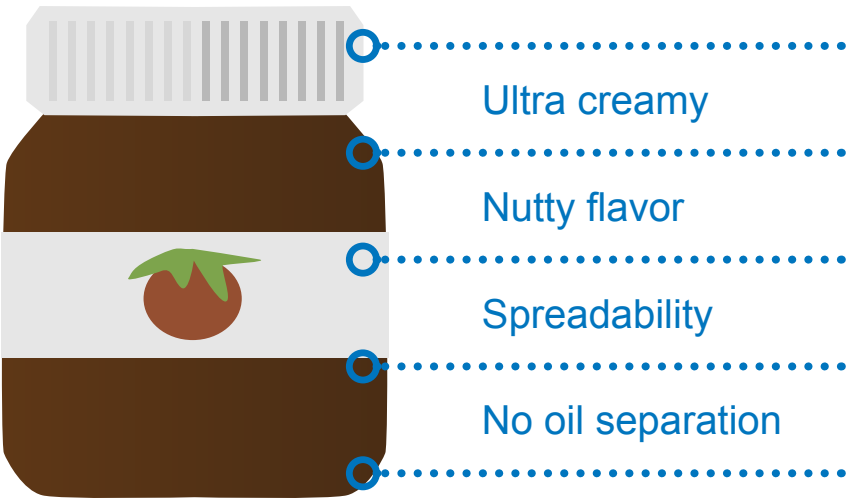


Nutty smoothness

Sweet spreads are becoming an increasingly important part of breakfast and everyday snacks. Chocolate spreads are particularly popular, with consumers demanding a range of various products high on nut content.

Avoiding oil separation

Creating a spread that is both smooth and spreadable and has a high nut content is a challenge. It is difficult to avoid the oil separation and crystallization issues without making a hard non-spreadable solution.



Creamy nutty spread

At AAK, we work with you to create a delicious, nutty and creamy spread. A creamy spreadable solution for high nut content is **AKOSPREAD™**.

AKOSPREAD™: Fantastic stability and a deliciously soft, creamy texture straight from the fridge make **AKOSPREAD™** the premium option for chocolate and hazelnut spreads. It has such versatility that many manufacturers also use it as a confectionery filling fat.

The broad **AKOSPREAD™** range accommodates a range of preferences for nut content, mouthfeel and texture. In all cases, manufacturers can count on strong resistance to oil separation. Even in warmer climates, **AKOSPREAD™** delivers a superior, stable performance and is available as non-hydrogenated or non-trans solutions.

Choose **AKOSPREAD™** for



Innovation with a unique sensoric experience

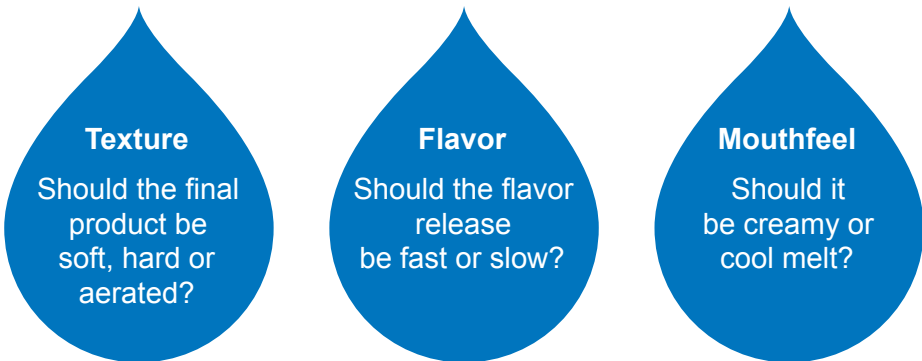


Innovation that engages the senses

There are many questions to answer when developing the right filling to meet specific consumer preferences. The goal is always to engage consumer senses – whether they prefer a creamy and aerated chocolate or a crunchy bite with a tasty filling inside. With every chocolate and confectionery purchase, consumers expect a memorable experience. The best experiences become consumer favorites.

Optimize product characteristics

There are three key considerations when developing fillings that meet sensory expectations:



The challenge is to find the filling fats that give these characteristics in the final product. Ingredients, recipe and processes must all be taken into account.

Tailored sensory properties

At AAK, we can help you create great sensory experiences with your chocolate and confectionery products. **DELIAIR™ NH** and **CHOCOFILL™ TC** are perfect for that specific challenge.

DELIAIR™ NH: The outstanding whipping properties of **DELIAIR™ NH** give more than double the overrun of other specialty vegetable fats on the market. Offering unlimited texture variations and opportunities to combine the lightest foam with many other ingredients, **DELIAIR™ NH** is the first choice for innovative aerated confectionery.

CHOCOFILL™ TC: These non-lauric, non-hydrogenated and non-trans fats provide excellent cool melting properties and are 100% compatible with cocoa butter. The steep melting curve produces a filling with a fresh, cool mouthfeel. **CHOCOFILL™ TC** is a polymorph fat and needs tempering to provide the optimum sensory profile and storage stability.

Choose **DELIAIR™ NH** for



Choose **CHOCOFILL™ TC** for



Other solutions that provide specific sensory properties:

- ◆ **CHOCOFILL™ BR**
- ◆ **CHOCOFILL™ NH**
- ◆ **CHOCOFILL™ LS**
- ◆ **CHOCOFILL™ GP**
- ◆ **AKOSPREAD™**



High expectations of shelf life

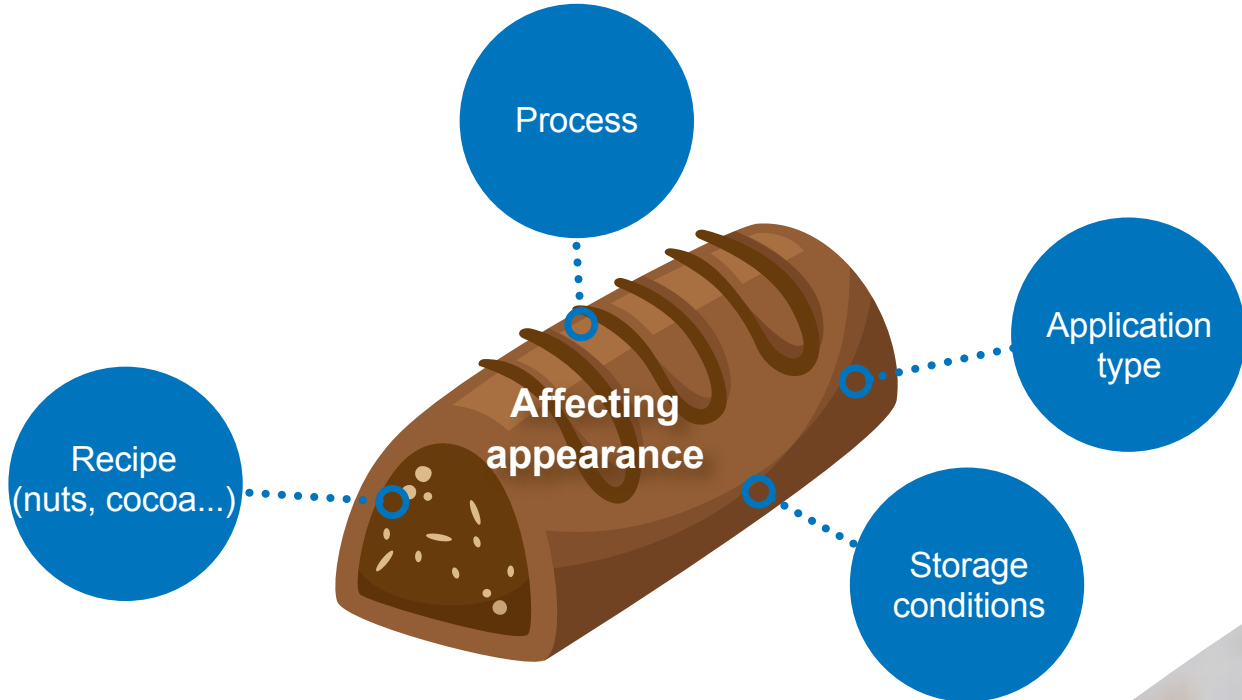


Appearance matters

Consumers expect foods to look good right to the end of their shelf life. For chocolate and confectionery products, a long-lasting glossy appearance is key to their appeal.

Challenging recipes

Filling fats provide countless opportunities for creativity and innovation when developing new chocolate and confectionery products. Inclusion of nuts or a high content of cocoa butter is particularly popular among consumers. However, both these ingredients can lead to oil migration, causing the chocolate to lose its gloss and become dull, grey and unappealing. This is why maintaining a glossy appearance is top priority.



Consumer satisfaction

We have a broad range of extended shelf life solutions. **CHOCOFILL™ BR** is a perfect choice to improve the shelf life.

CHOCOFILL™ BR: In soft fillings with a high nut content, the nut oil will migrate into the surrounding chocolate and trigger the onset of bloom. AAK has designed a special range of fats to solve this problem – bloom-retarding **CHOCOFILL™ BR**.

Choose **CHOCOFILL™ BR** for:



Other solutions for an extended shelf life:

- ◆ **DELIAIR™ NH**
- ◆ **AKOSPREAD™**
- ◆ **BARRIER FAT™**



Application guide

At AAK, we have translated market needs into technical solutions for your fillings. Our filling fats can be tailor-made to your products – so you can be sure that they will inspire and excite your customers.

	Healthier lifestyle 	Clean label 	Cooling sensation 	Aerated, high volume fillings 	Extended shelf life 	Spreads 	Non-tempered 	For every market need 
	Non hydro	Non TFA	Low SAFA					
CHOCOFILL™ NH	✓	✓					✓	
CHOCOFILL™ LS	✓	✓	✓				✓	
DELIAIR™ NH	✓	✓		✓	✓		✓	
BARRIER FAT™	✓	✓			✓		✓	
CHOCOFILL™ BR	✓	✓			✓		✓	
CHOCOFILL™ TC	✓	✓						
CHOCOFILL™ GP							✓	✓
AKOSPREAD™	✓	✓				✓	✓	✓



Dedicated to delivering sustainable solutions

Responsible sourcing of shea kernels

Shea kernels come from the shea tree and are an extremely important raw material for AAK. The shea tree is a wild tree growing in Africa, with most found in Mali, Burkina Faso, Ghana, Ivory Coast, Benin and Togo.

Through more than 60 years' experience working with the kernels, we have gained considerable knowledge about them, as well as the local communities in which AAK operates.

Proven processes ensure an unbroken supply chain from kernel collection, to transportation to ports and warehouses, and finally shipment to the AAK production site.

AAK continuously monitors compliance with the AAK Supplier Code of Conduct. We are also a founding member of the Global Shea Alliance. Our commitment is to continuously improve the sustainability of our supply chain.

Sustainability & responsible growth

To ensure a sustainable business footprint, we have developed a model based on the UN Global Compact principles. This allows us to drive progress within our CSR activities and focus efforts within five key areas. We continuously achieve objectives within each area, thanks to internal and external performance benchmarks, sharing best-practice principles and our highly engaged global organization.

Our five key areas



Our
Customers



Our
Suppliers



Our
Planet



Our
People

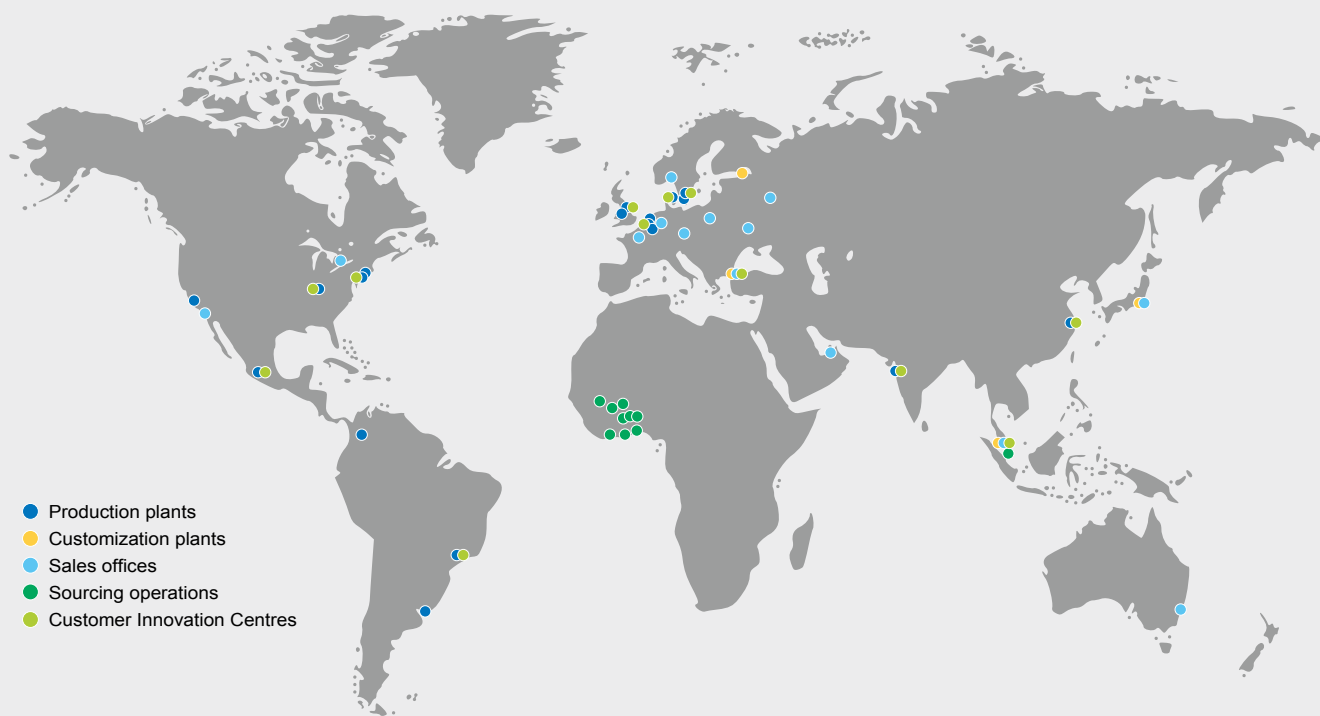


Our
Neighbors

Within Our Supplier area we have a strong commitment to progress on further improving the sustainability of our supply chain. For Palm Oil this means a strong engagement in RSPO, dedicated risk management and supplier engagement as well as support to independent smallholders.

To learn more about our commitments, initiatives and achievements, please refer to the complete AAK Sustainability Report on our website.





We are AAK

AAK is a leading provider of value-adding vegetable oils & fats.

Our expertise in lipid technology within foods and special nutrition applications, our wide range of raw materials and our broad process capabilities enable us to develop innovative and value-adding solutions across many industries – Chocolate & Confectionery, Bakery, Dairy, Special Nutrition, Foodservice, Personal Care, and more.

AAK's proven expertise is based on more than 140 years of experience within oils & fats.

Our unique co-development approach brings our customers' skills and know-how together with our own capabilities and mindset for lasting results.

Listed on the NASDAQ OMX Stockholm and with our headquarters in Malmö, Sweden, AAK has 20 different production facilities, sales offices in more than 25 countries and nearly 3,000 employees.

We are AAK – The Co-Development Company.



AAK