

The inner
beauty
of your chocolate

Premium fillings
with AAK plant-based oils

AAK



Chocolates for *unique* experiences

Staying *innovative* and launching *new products* that keep consumers excited while attending to the growing demand for *indulgent* and *healthier* products is a big challenge for the chocolate industry

At AAK, we work continuously to co-develop **better solutions** with our customers. We translate market needs into plant-based oil solutions for your fillings. Our commercial **insights** and technical **knowledge** enable you to create **unique moments**.

Premium chocolate is one of the fastest-growing chocolate segments. Thanks to manufacturers' commitment to quality and experimentation with flavours, people are not only enjoying chocolates to satisfy a craving but to experience a *unique* occasion.

Premium chocolate is an affordable luxury – a license to indulge. That's why the experience must be *unique* every time.

Creativity is key to developing innovative chocolate and confectionery products that stand out from the crowd. This is where AAK chocolate and confectionery plant-based filling fats offer excellent opportunities to work with new characteristics, flavours 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 *unique premium experience*.



Tailor-make your fillings

Filled chocolates are an excellent playground for continuous innovation that surprises consumers, essential in the chocolate and confectionery industry. **Filling fats** are the key to creating your next unique moments in pralines, truffles, bars, filled tablets, nougat, or wafer fillings.



Continuous innovation

Create exciting and superior sensory experiences.



Better-for-you solutions

Achieve a simple ingredient list with recognizable ingredients as natural and healthy as possible.



Longer shelf-life

Maintain a glossy appealing chocolate with a long shelf-life.



Sustainable choice

Ingredients and corporate commitment that contribute to a better world.



Continuous *innovation*

Always looking for (and finding) the unique sensory experience

Innovation that engages the senses

When developing the right filling to meet specific consumer preferences, the goal is always to engage consumer senses – whether they prefer creamy and aerated chocolate or a crunchy bite with a tasty filling inside. With every chocolate and confectionery purchase, consumers expect a unique experience. The best experiences become consumer favourites.

Optimize product characteristics

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

Texture

Should the final product be soft, hard or aerated?

Flavor

Should the flavor release be fast or slow?

Mouthfeel

Should it be creamy, crunchy or maybe cool melt?

AAK's Co-development approach allows you to find the filling fats that give these characteristics in the final product. Ingredients, recipe, and processes are all considered.

Tailored sensory properties

Engage the most exquisite palates

At AAK, we 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 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, non-lauric, non-hydrogenated and non-trans fat and needs tempering to provide the optimum sensory profile and storage stability.



For more solutions, look at application guide page 14-15

Label friendly. Honest, recognizable, and easy to understand



“Consumers are scrutinising ***product labels*** and seeking out products with ***clean recipes*** that align with their ***dietary preferences.***”

(*Mintel, 2022*)

Engaged choices

The **clean label** trend is driven by the consumers’ desire to understand what they are buying. Consumers are active and more engaged in their choices. 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 a clean label? 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 colours, preservatives, flavours and sweeteners. Most consumers are also looking for sustainable or ethically sourced products.



“57% of UK consumers put a lot of ***thought*** into ***what they eat***”

(*Mintel, 2022*)

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 for 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, countlines 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.

For more solutions, look at application guide page 14-15





Longer shelf life. *Best* in class, *better* *in* mouth.

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 strongly desire high-quality products. To meet that demand, filling fats must deliver a delicious taste and an appealing texture with a steep meltdown.

Beating the bloom

Fat bloom on chocolate is a major risk for the confectionery industry since the unappealing appearance and negative sensory effects can lead to rejection by customers. The presence of fat bloom on chocolate confectionery is usually connected to the migration of liquid fat due to the difference in composition between fillings, chocolate shell, and ingredient such as nuts. Fat migration is a physical law resulting in bloom. We can't fully stop migration – we can delay the migration.

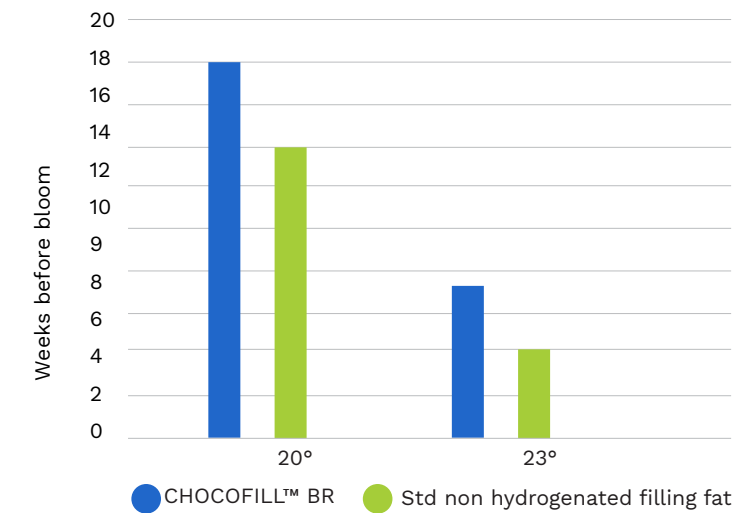
Consumer satisfaction

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 particular range of fats to solve this problem – bloom-retarding CHOCOFILL™ BR.

As can be seen from figure 1, by changing your standard filling fat to a bloom retarding solution such as CHOCOFILL™ BR you can achieve a longer shelf life.

Figure 1 Extended shelf life



For more solutions, look at application guide page 14-15



Glossy appearance

Consumers expect foods to look good at the end of their shelf life. A long-lasting glossy appearance is key to their appeal for chocolate and confectionery products.

Challenging recipes

Filling fats provide countless opportunities for creativity and innovation when developing new chocolate and confectionery products. Chocolate with inclusions like nuts is particularly popular among consumers. However, the combination of the two can lead to oil migration, causing the chocolate to lose its gloss and become dull, grey, and unappealing. Therefore, maintaining a glossy appearance is a top priority.

In order for your filled chocolate to keep its appealing glossy outer as long as possible, a solution could be a barrier fat. Here, you can use a standard filling fat, or add nuts as inclusions, and prolong the shelf life of your chocolate by applying a barrier fat. The pictures below show the distinct difference in the appearance of a nice looking chocolate without bloom and a chocolate with a bloomed surface.



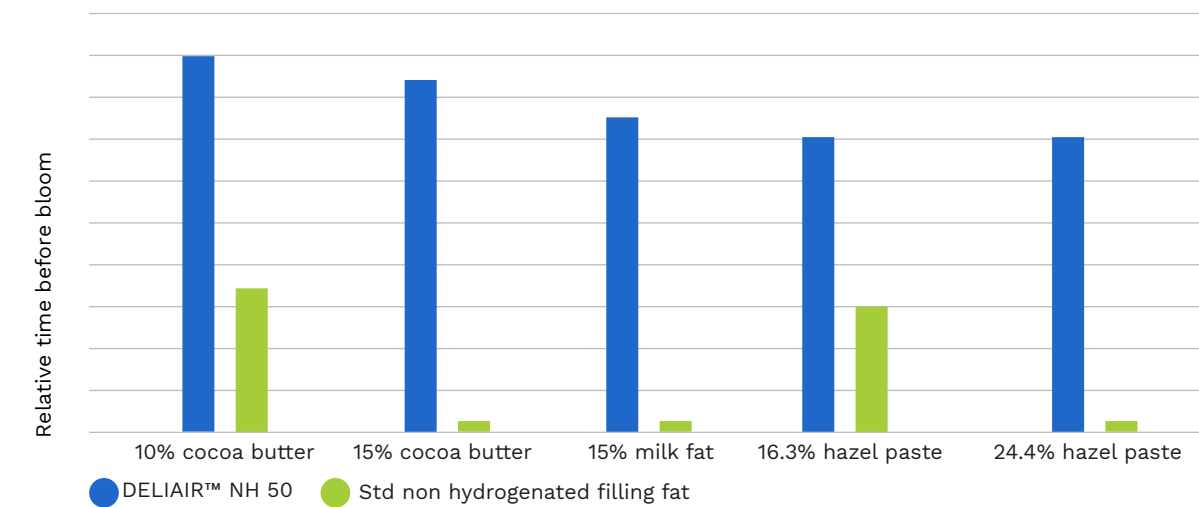
For the highly complex situations

Our DELIAIR™ is also an excellent solution when you want a long shelf life on a confectionery product with a complex filling.

DELIAIR™ is bloom retarding even in recipes with high amounts of hazelnut paste, milk fat or cocoa butter.

When high amounts of hazelnut paste, cocoa butter, or milk fat is added, the risk of migration is high.

Figure 2 High compatibility – excellent bloom stability



For more solutions, look at application guide page 14-15

Dedicated to delivering *responsible solutions*

How do you stay true to your brand's signature taste and texture while living up to your sustainability ambitions and meeting consumer expectations? We aim to help our customers improve the sustainability credentials of their brands, and to support them in driving consumer demand for product solutions that are better for people and the planet. At AAK, we help you take control of your supply chain and contribute to a better and kinder world.



Better Sourcing, Better Operations, Better Solutions

Our House of Sustainability helps us to prioritize our actions and live up to our ambitions and commitments. It has a strong connection to those of the UN Sustainable Development Goals that are critical for our business, and to our ambition of fulfilling the Paris Agreement. The framework is supported by a clear structure for governance and accountability, based on three focus areas: Better Sourcing, Better Operations, and Better Solutions.

Better co-development solutions to do good for people and the planet
 Enabling a stronger offering of sustainable solutions, we as AAK work with the ambitions to:

- ✔ Increase the contribution to the SDGs. 2025: 50%
- ✔ Working towards mutual goals
- ✔ Responsible scaling from plant to brand



Enhancing sustainable development with our solutions

2025: **50%** of revenue contributing to Sustainable Development Goals


31% of our revenue contributing to SDGs in 2021




Fillings application guide

At AAK, we have translated market needs into technical solutions for your fillings.
As a result, 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



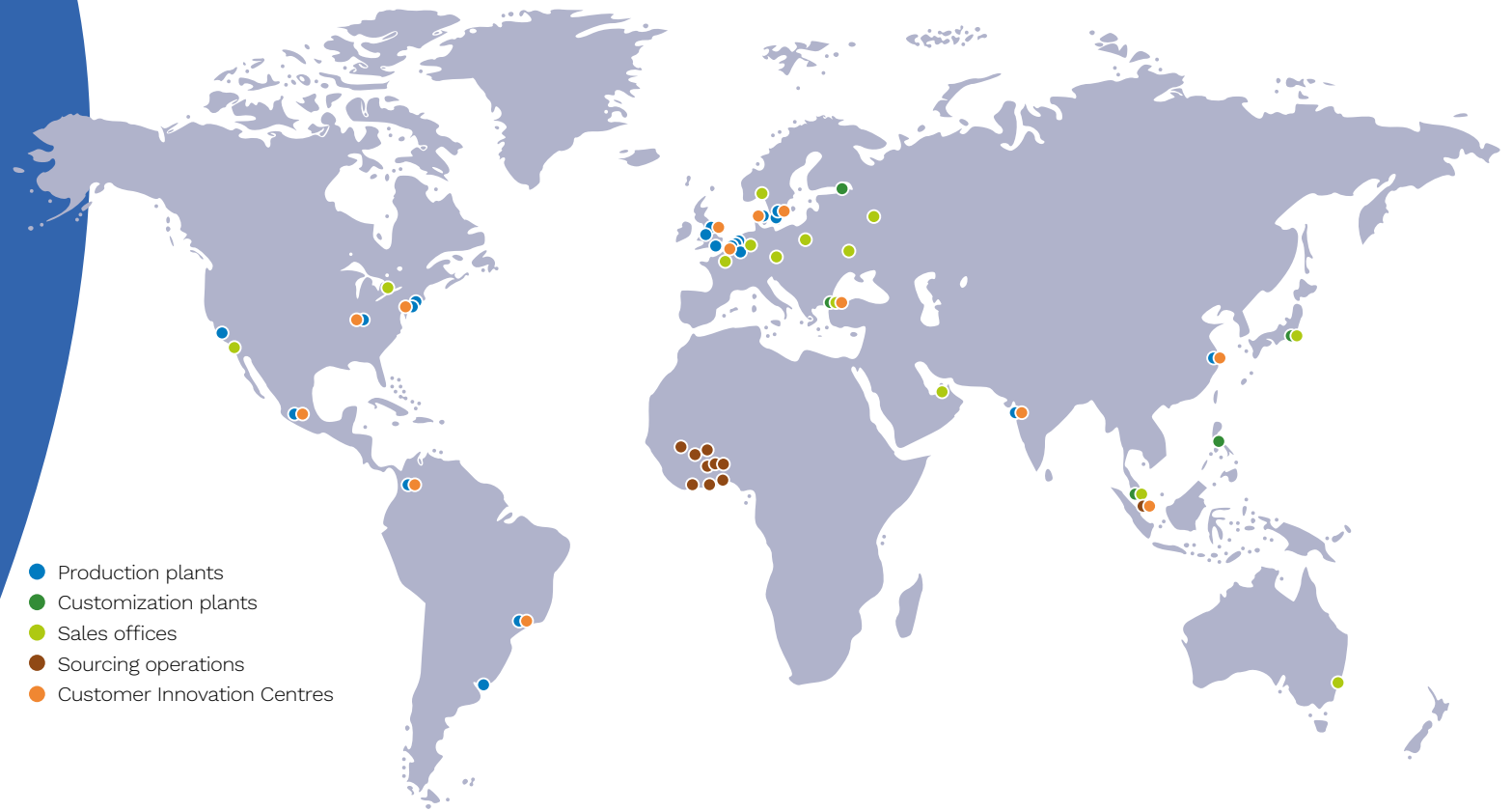
Non-tempered



A sustainable choice



| | Non hydro | Non TFA | Low SAFA | | | | |
|---------------|-----------|---------|----------|---|---|---|---|
| CHOCOFILL™ NH | ✓ | ✓ | | ✓ | | | ✓ |
| CHOCOFILL™ LS | ✓ | ✓ | ✓ | ✓ | | | ✓ |
| DELIAIR™ NH | ✓ | ✓ | | ✓ | ✓ | ✓ | ✓ |
| BARRIER FAT™ | ✓ | ✓ | | ✓ | | ✓ | ✓ |
| CHOCOFILL™ BR | ✓ | ✓ | | ✓ | | ✓ | ✓ |
| CHOCOFILL™ TC | ✓ | ✓ | | ✓ | ✓ | | ✓ |



Everything we do is about Making Better Happen™

AAK specializes in plant-based oils that are the value-adding ingredients in many of the products people love to consume. We make these products better tasting, healthier, and more sustainable. We enhance their sensory experience – by giving the silkier mouthfeel in premium chocolate, the juicier texture in a plant-based burger, and the puffier appearance in a lower-fat pastry.

We can also optimize their production by substituting existing ingredients with plant-based equivalents that give better efficiency. AAK's value-adding solutions enable our customers to be successful in a better way.

At the heart of AAK's offer is Customer Co-Development, combining our desire to understand what better means for each customer, with the unique flexibility of our production assets, and a deep knowledge of many products and industries, including Chocolate & Confectionery, Bakery, Dairy, Plant-based Foods, Special Nutrition, Foodservice and Personal Care.

Our 4,000 employees support our close collaboration with customers through 25 regional sales offices, 15 dedicated Customer Innovation Centers, and with the support of more than 20 production facilities.

Listed on Nasdaq Stockholm and with our headquarters in Malmö, Sweden, AAK has been Making Better Happen™ for more than 150 years.

Explore more at www.aak.com