



MARS COCOA SUPPLY CHAIN DISCLOSURE

MARCH 21, 2019

In 2018 we announced our Cocoa for Generations strategy. This has two main components: Responsible Cocoa today and Sustainable Cocoa tomorrow, with an ambition to source 100% Responsible Cocoa by 2025 implementing programs that aim to protect children, preserve forests, and increase farmer income. With the publication of our Approach to Cocoa and Forests, we take a further step in clarifying what we mean by preserving forests and our aim to achieve a deforestation freeⁱ supply chain for cocoa we source by 2025. We also believe it is important to drive greater supply chain traceability and transparency through disclosure of cocoa supply chain information. In order to achieve our ambition, we are investing in our Responsible and Sustainable Cocoa programs, mapping farms using GPS and publishing this information.

Mars is one of the largest end-users of cocoa. We source close to 400,000 MT of cocoa annually from a number of countries including Brazil, Cameroon, Cote d’Ivoire, Colombia, Dominican Republic, Ecuador, Ghana, Indonesia, Nigeria, Papua New Guinea, Peru, Philippines and Vietnam with the majority coming from Cote d’Ivoire, Ghana and Indonesia. Below are our Tier 1, cocoa suppliers we source directly from. They are critical to successfully implementing our strategy. We will work with them to determine a joint roadmap to get us to 100% Responsible Cocoa by 2025.

Mars TIER 1 COCOA SUPPLIERS

Albrecht & Dill Trading GmbH	Cocoanect	General Cocoa	Rizek Cacao S.A.S.
Barry Callebaut	ECOM Agroindustrial	Company	Touton S.A.
Blommer Chocolate Company	Corporation Ltd.	Guan Chong	
Cargill, Incorporated	FC Stone	JB Cocoa	
	Fuchs & Hoffman GmbH	Olam International	

We began working with suppliers to map our supply chain a few years ago. As of December 31, 2018, we concluded that of the cocoa we sourced in 2018:

- 95% is traceable to a country of origin via our Tier 1 direct suppliersⁱⁱ
- 40% is traceable to a Tier 2 farmer groupⁱⁱⁱ
- 24% is traceable to Tier 3, farm level^{iv}

This information is reflective of data as of December 31, 2018. We expect it will generally fluctuate according to individual supplier, origins and farmer groups.

ⁱ As defined by the [Accountability Framework Initiative](#).

ⁱⁱCountry of origin and supplier allocations fluctuate regularly. This information is based on market data, reports from suppliers and agreements with suppliers. Mars sources cocoa via the mass balance approach, where all the cocoa we source corresponds with the cocoa produced by farmers in our Responsible and Sustainable programs. Cocoa from farmers in these programs can be physically traced from the farmer to the first point of purchase.

ⁱⁱⁱBased on reports from suppliers.

^{iv} Based on reports from suppliers.