



Thai Terroir Chocolate with Positive Impact

Established 2017

Presented by

Paniti Junhasavasdikul, CEO & Co-Founder

Email: paniti@kadkokoa.co

1076 Soi Suan Phlu, South Sathorn Rd. Thung Maha Mek 10120 Bangkok, Thailand
Web: www.kadkokoa.com • Line: @kadkokoa • FB: kadkokoathailand

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What Is Kad Kokoa?



We are an award-winning, luxury bean-to-bar chocolate maker, championing locally sourced Thai cacao, creating a luxurious and sustainable chocolate culture.

By supporting Thai farmers, we lower import costs, reduce our carbon footprint, and promote environmental responsibility.

We're not just making incredible chocolate; we're elevating the status of Thai cacao on the world stage, proving that locally-produced delicacies can rival the finest imports.

**kad
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*“ We wish to bring the fineness of Thai
Cacao on the international scene.”*

- NUTTAYA JUNHASAVASDIKUL -
Founder of Kad Kokoa

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Founders

Paniti, Co-Founder and CEO:

A well seasoned Angel Investor with 20 years of legal and private equity experience, Paniti previously served as Executive Director at All Asia Asset Capital (LSE: AAA) and Independent Director at Christiani & Nielsen Public Company Limited (THAI: CNT).

Nuttaya, Co-Founder and COO:

Having practiced law since 1997, Nuttaya worked for international law firm Coudert Brothers, and was responsible for growing the international division at PTT Plc and later assisted the legal advisory team for the IPO of PTT Plc.

As featured in:



Our Bean To Bar Journey



Our cacao beans come from four origins of Thailand, each contributing distinct flavour profiles that elevate our chocolate to a global luxury experience:

- Chang Mai
- Chantaburi
- Prachuap
- Chumpon

Our Process



From Bean to Bar:

- Sourcing
- Fermentation and Drying
- Roasting
- Grinding and Conching
- Quality Assurance
- Packing

Our team of skilled professionals are dedicated to maintaining the highest standards of food safety and hygiene. Regular training and certifications ensure that our staff are always up-to-date with the latest industry practices.

Our Factory



A Benchmark in Clean Craft Chocolate

Our state-of-the-art factory is designed with meticulous attention to cleanliness and hygiene, setting a benchmark in the craft chocolate industry.

High standards:

- Stringent Hygiene Protocols
- Advanced Equipment
- Quality Control

Kad Kokoa's Customers

Sales channels:

- wholesale to restaurants, hotels, high-end retailers, airlines and distributors (B2B)
- directly to consumers via Kad Kokoa cafés, casual food, chocolate shops (B2C)
- online store (D2C)

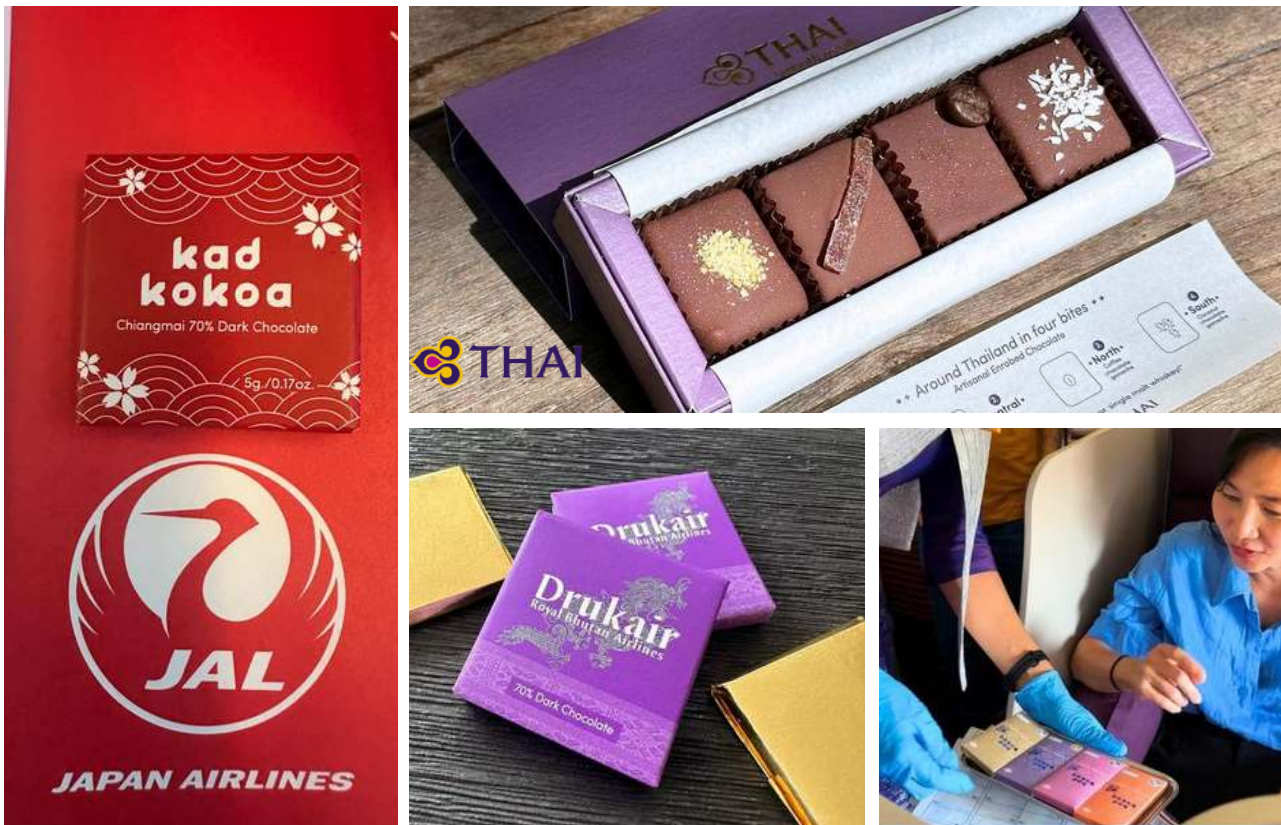


Hotel Restaurant & Cafe

Kad Kokoa works in partnership with hotels to provide custom made products, including gift set and exclusive boxes.



Airline Collaborations



The brand's exquisite chocolates are served in the First and Business Classes on selected routes with Thai Airways, Japan Airlines and Drukair.



Kad Kokoa Sathon

Our Shops In Bangkok

Kad Kokoa's original chocolate shop. Facelift with more chocolate and pastries and variety of cocoa mocktails.

Kad Kokoa's original wooden house has been open since 2018. It's been visited by guests, chefs, diplomats, fans and friends around the world.

Line: @kadmokoa

Open everyday 10:30-19:00 and on weekends 09:00-19:00

1076 Soi Suan Phlu, South Sathorn Rd. Thung Maha Mek
10120 Bangkok, Thailand



Kad Kokoa Velaa

Line: @kadmokoa_velaa

Open everyday 9.00-22.00

87, C115/1 Soi Langsuan, Lumpini,
Pathum Wan, Bangkok 10330

Export Market

Kad Kokoa wish to introduce wonderful Thai terroirs and Unique flavors to the world.

- ❖ Kad Kokoa Japan – Tokyo
- ❖ Chocexchange – USA
- ❖ Criolloquetzal - Switzerland
- ❖ UK - discussion with distributors

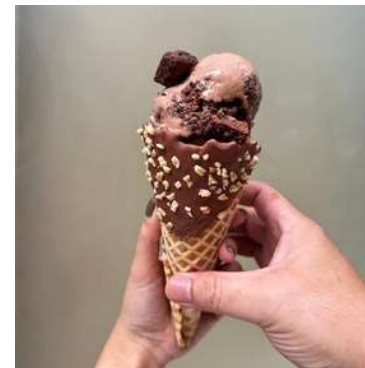
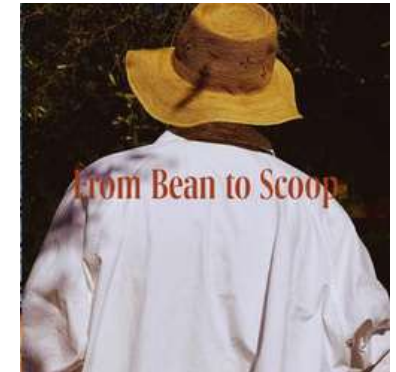


KAD Kreamery

Launch of Kad Kreamery, an ice cream brand designed for the younger, trend-conscious audience seeking affordable indulgence.

Our ice cream combines the rich flavors of Kad Kokoa's premium chocolates with a smooth, creamy texture, crafted using classic French techniques and the finest local Thai ingredients.

Opening: December 2024



International Chocolate Awards

2018
INTERNATIONAL CHOCOLATE AWARDS ASIA-PACIFIC 2018 BRONZE
Chiang Mai - 70% Dark Chocolate Bar 47 g.

2019
ACADEMY OF CHOCOLATE SILVER WINNER 2019
Chantaburi - 70% Dark Chocolate Bar 47 g.
Salted Tamarind - Chocolate Bar 47 g.
Shiso Seeds - Chocolate Bar 47 g.


2021
ACADEMY OF CHOCOLATE BRONZE WINNER 2021
Chantaburi - 70% Dark Chocolate Bar 47 g.
Chumphon - 70% Dark Chocolate Bar 47 g.
Prachuap Khiri Khan - 70% Dark Chocolate Bar 47 g.

2023
CHOCOLATE AWARDS AVPA PARIS 2023
Chiang Mai - 70% Dark Chocolate Bar 47 g.
Prachuap Khiri Khan - 70% Dark Chocolate Bar 47 g.

2024 Awards

4th CONCOURS INTERNATIONAL DES CHOCOLATS ELABORES A L'ORIGINE
Médaille Gourmet - Catégorie - Chocolats noirs fantaisie avec des épices
Kad Kokoa Chrysanthemum Thaïlande
AVPA 2024
Agence pour la Valorisation des Produits Agricoles

4th CONCOURS INTERNATIONAL DES CHOCOLATS ELABORES A L'ORIGINE
Gourmet Argent - Catégorie - Chocolat au lait fantaisie
Kad Kokoa Coconut Milk Thaïlande
AVPA 2024
Agence pour la Valorisation des Produits Agricoles



***“Explore the different flavor’s profiles
from the different terroir of Thailand”***

Sustainability Beyond No Waste

Sustainability is also understanding the different actors in the supply chain, mainly the farmers, who are dealing with nature, while we deal with demand.

We also contribute to various projects of education for a sustainable and fair growth of our industry.



Cacao Research Center - Chulalongkorn University



The Thai cacao industry is a very young industry and Kad Kokoa is leading the way in setting the standard for the quality of cacao farming in Thailand.

Our partnership with Chulalongkorn University, to establish the Innovation Center for the Research and Development of Sustainable Thai Cocoa (ISTC), ensures that we are providing education and resources for long-term, sustainable cacao growing practices.

This commitment empowers farmers and secures the future of high- quality Thai cacao.

ISTC Partners With FCCI (Harvard University)

ISTC has partnered with the Fine Cacao and Chocolate Institute (FCCI), an academic consortium, that aims to elevate the quality of cacao beans and further the cacao industry's advancement.

Kad Kokoa is building a community, where farmers are able to share knowledge on the fermentation and drying process, production forecasts and other subjects so that the Thai cacao industry can grow together, creating a stronger local market with the highest quality production.



Financial Actual & Forecasts

£'000	2023	2024	2025
	<i>actual</i>	<i>forecast</i>	<i>forecast</i>
Revenue	486	631	1,100
Gross Profit	288	427	721
EBITDA	(154)	(44)	171

* TBH: GBP 0.023

The B2B sales channel is the main driver of revenues making up approximately 42% of revenue for the year ended 31 December 2023, nearly all of whom are repeat customers.

A top-down photograph of a wooden surface. In the upper left, a small black bowl contains several cacao beans. A stalk of grain with long, thin awns lies diagonally across the center. A chocolate bar with a grid pattern is placed on a wooden board in the lower right. The text "We are here to redefine the new luxury of chocolate" is overlaid in white. The word "kokoa" is faintly visible on the chocolate bar.

**“We are here to redefine
the new luxury of
chocolate”**



The Opportunity

Fundraising

Kad Kokoa is fund raising via Kad Kokoa Ltd. (UK) to invest in Kad Kokoa in Thailand (KKTH) which has a Pre-IPO valuation at GBP 3.5m and a targeted IPO valuation at GBP 5m.

Use of Funds

- Flagship Store and new ice cream branches in Bangkok
- Working capital
- filing distribution channels in UK and US
- Increase production capacity
- Co-investing in a post harvesting center with ISTC

Management Team



Paniti Junhasavasdikul
Co-Founder and CEO



Nuttaya Junhasavasdikul
Co-Founder and COO



Leo Sebag
CFO and ERP



Grincha Safarian
Chairman

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