



latiali®

Premium Chocolates
& Ingredients

Latino Americana de
Alimentos Ecuador S.A.

“Quality Partner For Your Ideas”

Agenda

About Us

A brief overview of our company & our mission.

Our Products & Services

Highlights of our offerings and value-added services.

Our Certifications & Standards

Recognition and quality assurances.

Our Clients

Details on where we sell and our client profile.



About Our Company



At **Latiali**, we are rooted in Ecuador, the cradle of cacao, and have access to “**Cacao Fino de Aroma**”, one of the finest cacao in the world. With five generations of chocolate makers and a heritage as farmers, we bring unmatched expertise, passion, and tradition to every aspect of our work.

We are proud to offer premium, affordable cocoa products that combine exceptional quality with accessibility. Our state-of-the-art central processing facility, certified under **FSSC 22000**, is uniquely **allergen-free** and equipped with cutting-edge Italian stainless-steel technology. Every step of our process is designed to deliver unparalleled safety, precision, and flavor.

Beyond our products, Latiali is driven by a commitment to corporate social responsibility (**CSR**). We care deeply about the environment and the communities we work with, ensuring sustainability and fairness across our supply chain. Through innovation, integrity, and a deep respect for nature, we create more than just cocoa products, we craft a legacy of excellence.



Vision: To be a leading company in the food segment, creating long term value for our customers, shareholders, workers, suppliers, & the communities where we operate our business.

Location



Headquarters:

- » Duran, Guayas, Ecuador



Facilities:

- » Chocolate factory
- » Post-harvest & Fermentation facility established in **2016**



Key Agricultural Regions:

We collaborate with local farmers in Esmeraldas, Manabí, Los Ríos, Guayas, Santa Elena, and the Amazon to source fine flavor Nacional cacao.

Ecuador

Ecuador ranks among the **10** most biodiverse countries in the world, a natural treasure that also serves as the cradle of fine-flavor cacao. With a legacy of cultivation spanning over **5,000 years**, Ecuador is the birthplace of domesticated cacao, its history deeply intertwined with the development of the world's most sought-after varieties.

Today, Ecuador remains a global leader in fine-flavor cacao, producing approximately **60%** of the world's supply. This dominance is attributed to its iconic Nacional beans, prized for their exceptional nutty, fruity, and floral flavor profiles.

Sourcing from Ecuador means tapping into an ecosystem perfectly aligned with the needs of premium cacao production. The country's ideal climate, rich biodiversity, and advanced cultivation techniques make it a top choice for those seeking superior quality and flavor in their cacao products.



Our Story

The journey begins with Domenico Norero Cerruti, an Italian entrepreneur who collaborated in Ecuador's chocolate industry, laying the foundation for a legacy in cacao.

Camino Verde's innovative post-harvest techniques earned international recognition, winning its first award at the Salon du Chocolate in Paris.

The Vice President of Ecuador and the Minister of Agriculture recognized Latiali for its contributions to cacao research, industry support, & international acclaim for quality.

Opening and expansion of new fermentation and chocolate production facilities.

Expanded operations with the launch of a second chocolate production line.

Expanded further with the introduction of a third chocolate production line to meet growing market demand.



Legacy:

Generations of passion for fine-flavor cacao, blending tradition with innovation

Our Strengths



Focus & Strengths

Production and export of high-quality cocoa beans, semi-finished cocoa products, & chocolates & couvertures.



Premium Affordable Quality

Exceptional fine-flavor cacao with unique flavor profiles (nutty, fruity, floral), offered at competitive prices.



Tailor-Made Products

Customizable blends and roasting techniques to meet specific customer needs.



Food Safety

State-of-the-art allergen-free facility with Italian stainless-steel machinery and FSSC22000 V6 certification.



Allergen Free

A facility designed with stringent allergen controls throughout the supply chain, preventing cross-contamination & maintaining high-quality production from day one.



Sustainability

As a core company value, Latiali is rooted in organic, ethical farming, where respect for our flora and fauna is not just an option, but a fundamental principle.



CSR

We share a portion of our profits with the farming communities that work hard to produce high-quality cocoa beans while respecting the environment. Additionally, all our employees benefit from LATIALI's programs designed to improve their quality of life.

Bestsellers

Cocoa Mass:

A finely refined chocolate mass that is easy to work with and designed to scale your production. It is specifically developed to save time & reduce labor for our clients.

Cocoa Butter:

Extracted from well-fermented cacao beans, this cocoa butter is rich in flavor and low in acidity.

Sugar-Free Chocolates:

A delicious sugar-free chocolate that aligns with current market trends.

Chocolate Couvertures:

Couvertures crafted from years of experience working with seasoned pâtissiers worldwide.



Other Products Offered

Cocoa Nibs

Carefully roasted to achieve the perfect balance in the Maillard reaction, our cocoa nibs ensures food safety, enhanced flavor, and preservation of nutritional properties.

Chocolates Drops

Perfect for pastry, cooking, and direct consumption. An elegant chocolate that seamlessly blend the rich flavors of premium Ecuadorian cacao with the craftsmanship of Italian chocolate-making techniques, creating an indulgent and versatile product.

Chocolate Bars

Our extensive range of delicious chocolate bars is enriched with functional, nutritious ingredients, offering both great taste and added health benefits.

Cocoa Powder

Premium non-alkalized powders with diverse flavor profiles.

Cocoa Husk

Sourced from our winnowing process, our cocoa husks are perfect for making tea or can be utilized as biomass, offering a sustainable solution for various applications.

Compounds

A cost-effective product with an unexpectedly pleasant taste, specifically designed for large-scale markets.

Our Services



White Labeling or Private Label

With extensive experience, we provide final packaging solutions for clients in Japan, Korea, Germany, the USA, and beyond.



Product Development

With five generations of chocolate-making expertise, we have extensive knowledge in developing products tailored to clients' needs, incorporating the latest trending ingredients.



Logistic Support

With a multinational team, we efficiently handle your requirements, ensuring timely container loading while adhering to the laws and regulations of your destination.



Where Do We Sell



Air Freight And Sea Vessel Options Available

Export Markets:

- » North America
- » Europe
- » Asia
- » Select markets in Latin America
- » Oceania

Main Customer Profile Group

International Cocoa & Chocolate Traders

Engaged in the global cocoa trade, seeking reliable suppliers of premium cacao products.

Distributors Serving the B2C Market

Focused on bringing high-quality chocolate products directly to consumers through retail and online channels.

Artisan Chocolatiers

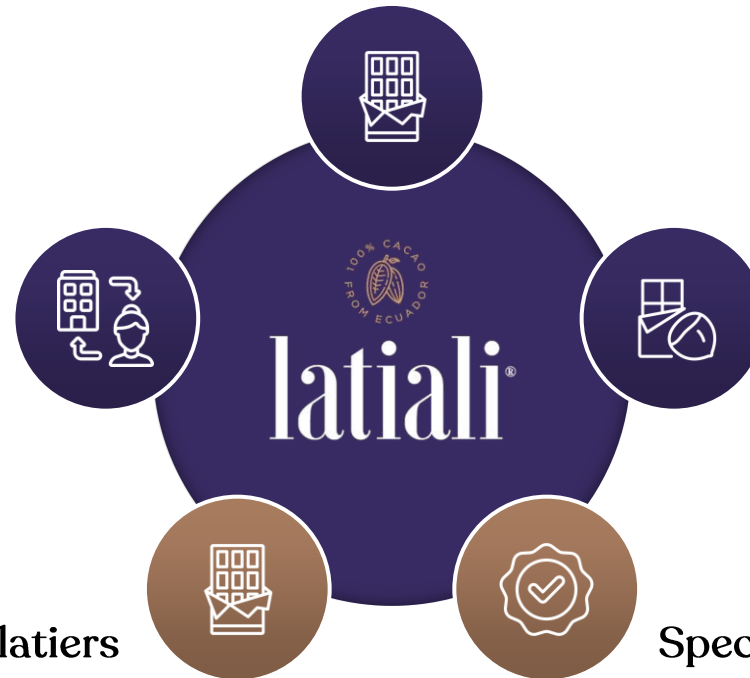
Specialized in creating affordable premium-quality chocolates, often with a focus on craftsmanship and uniqueness.

Mid to Large-Sized Chocolate Manufacturers

In need of consistent, premium-grade cocoa products.

Specialty Food Brands

Focused on sourcing fine-flavor, high-quality ingredients for their product lines.



Certifications & Standards

Certifications:

- » Control Union Organic Certification (under EU, CE, NOP regulations)
- » SGS: Food Safety Certification under HACCP & FSSC 22000 V6 standards
- » Orthodox Union: Kosher Parve Certification
- » Kosher for Passover



Standards:

- » Allergen-Free Facility
- » FDA Registered Facility
- » Non-GMO
- » Vegan-Friendly
- » Keto & Paleo Friendly





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Thank You

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