



Recipe Book

Explore infinite possibilities with Cargill specialty solutions

Create consumer trends across APAC

Key consumer trends in APAC

Affordability acceleration



84%

of APAC consumers agree “Yes, I made changes to my shopping when I feel that grocery prices are increasing.”

Source: FMCG Gurus 2021

Ways consumers make changes to increasing prices include:

- Take advantage of more promotional offerings
- Look for groceries that offer better value for money
- Buy more store-owned (non-branded) groceries

Sustainability surge



85%

of APAC consumers agree that sustainability is one of the top global concerns.

Source: Innova Market Insights 2022

Consumers are increasingly demanding information about how and where companies source and manufacture products, with brands seeking to maintain responsible and ethical practices across the supply chain.

Mindful consumption



81%

of APAC consumers have tried to improve overall health.

Source: FMCG Gurus 2021

The pandemic has ignited a renewed focus on food and beverage ingredients. Consumers increasingly recognise a mindful approach to consumption or avoidance of ingredients that can help them maintain good health, including fortification.

Indulgence



58%

of consumers say, “It’s important to indulge or pamper myself on a regular basis.”

Source: GfK Consumer Life 2021

Consumers today place a high level of importance on experiences. From the small things to high impact experiences, they seek surprise and delight. As the pandemic has restricted lifestyles, the result is new behavior patterns and pent-up demand for novel and exciting experiences.

Affordability Acceleration

Milky Chocolicious Bar

Chocolate¹ bar made with partial replacement of 5% cocoa butter equivalent (CBE) and with the same chocolate¹ taste without compromising on sensory experience.

Chocolate¹ is popular for many reasons and one of it is none other than affordable indulgence for the consumers. Consumers like to relish the moments of escapism every day while not feeling guilty with a pocket-friendly treat. In 2023, we foresee the affordability trend continuing in the face of increasing intensity of inflationary pressures.



Ingredients (%)

Milk Chocolate¹ 5% CBE replacement recipe

Sugar	46.3
Cargill® ASA 10 cocoa mass	20.0
Whole milk powder	15.0
Cargill® cocoa butter	13.2
Coconera™ AP4002 CBE	5.0
Leciprime® 1400 IPM soy lecithin	0.5
Vanillin	0.02

Milk Supercompound 100% CBE replacement recipe

Sugar	46.2
Cargill® ASA 10 cocoa mass	20.0
Coconera™ AP4003 CBE	18.2
Whole milk powder	15.0
Leciprime® 1400 IPM soy lecithin	0.5
Vanillin	0.02



Cargill Total Solutions

Cost optimization

Coconera™ provides the same sensory properties as cocoa butter, providing flexibility to incorporate up to 100% Coconera™ depending on whether you are aiming for chocolate¹ or compound chocolate claims.

Good viscosity of chocolate¹

Leciprime® is used to enhance emulsification and control the flowability of chocolate¹, derived from non-GMO sources.



Possible Claims

Chocolate¹ claims possible with up to 5% CBE replacement.



Tip

Coconera™ CBE product range can be used to improve heat stability and texture of the chocolate¹.

¹Chocolate definition based on Malaysia Food Regulation 1985 (Regulation 281- milk chocolate). Consult with Cargill technical experts for advice on the right Cargill ingredients to meet your product requirements.

Luscious Conscious Spread

Silky smooth plant-based hazelnut spread incorporating RSPO¹ (Roundtable on Sustainable Palm Oil) certified palm-based specialty fats and sustainable cocoa.

Consumers expect manufacturers to be transparent about the ingredients used, including their origin and production processes. The pandemic has caused consumers to recognise the vulnerability of their own health as well as that of the environment. Ultimately, this points to their increased belief that “What’s good for the environment is also good for me.”



Ingredients (%)

Sugar	50.0
Ocolna™ 9505 (RSPO MB-certified range)	32.1
Gerkens® GR76 cocoa powder	17.4
Leciprime® 1400 IPM soy lecithin	0.5
Vanillin	0.02



Cargill Total Solutions

Sustainability credentials

Ocolna™ is Cargill’s specialty chocolate spreads and soft filling fat which is a RSPO¹ MB-certified solution.

Cargill’s sustainable³ cocoa beans are third-party verified by Rainforest Alliance MB.

Perfect sensory experience

Ocolna™ provides glossy, good spreadability and stability coupled with good flavor release.

Gerkens® has a beautiful dark, reddish brown color. The subtle roast and nutty notes are in balance with the round and smooth taste profile.



Possible Claims

- Sustainable palm oil² and cocoa⁴
- Vegan, vegetarian and plant-based
- Low trans fatty acid



Tip

Take control of your own special blend of spreads fat by opting for Cargill’s specialty hardstock fat.

¹RSPO is a global, not-for-profit organisation focused on bringing together stakeholders from across palm oil supply chains to develop and implement global standards for sustainable palm oil.

The RSPO Principles and Criteria are considered as the primary global sustainability standards for palm products across the industry.

²Palm oil 100% traceable to mill level.

³The Cargill Cocoa Promise is our distinctive approach to securing a sustainable supply of cocoa now and in the future through supporting farmers, communities, and the environment.

⁴Cargill Cocoa Promise and Rainforest Alliance MB verification.

Consult with Cargill technical experts for advice on the right Cargill ingredients to meet your product requirements.

Mindful Consumption

Pick-me-up Bar

Feel energised with a high protein bar, chockful of fruity and nutty goodness, and covered with a scrumptious white yogurt-flavored coating. This is the extra pick-me-up consumers need when that mid-afternoon craving kicks in.

We see a polarity with consumers where they desire healthier options while not compromising on flavor or texture. There are many different ideas on what consumers want. One idea is positive nutrition where consumers are maximizing their intake of good ingredients, be it through food or beverages, to boost health.



Ingredients (%)

Yogurt-flavored white compound coating

Sugar	50.0
Olinera™ 5515NH CBR	29.5
Whole milk powder	15.0
Skim milk powder	5.0
Leciprime® 1400 IPM soy lecithin	0.5
Yogurt flavoring	as needed

Protein bar

Dates (seedless)	39.8
Roasted cashew nuts	25.3
Cranberries	10.9
Raisins	10.6
RadiPure® S8001B pea protein isolate	9.1
Raspberries	2.7
Glycerin	1.4
Leciprime® 1400 IPM soy lecithin	0.23

We recommend a coating to protein bar ratio of approximately 15% and 85% respectively.



Cargill Total Solutions

Good flavor release

Olinera™ NH range offers flexible coating fat complementing different textures in layered confectionery and bakery products.

RadiPure® is a non-allergenic pea isolate with its creamy mouthfeel.

Plant-based protein enrichment

RadiPure® is a non-hydrolysed pea protein that shows all-round functional characteristics across solubility, texture, and emulsification.



Possible Claims

- High protein
- Low trans fatty acid
- Non-hydrogenated process¹
- Vegetarian (Lacto-ovo)



Tip

To reduce calories, drizzle the coating on top of the bar instead of coating the bar.

¹Olinera™ NH range is derived from a non-hydrogenated process. Consult with Cargill technical experts for advice on the right Cargill ingredients to meet your product requirements.

Guilt-free Chocolatey Bites

Indulge in all the delight of chocolate sans the guilt. With sugar-free¹ or reduced sugar² mini chocolates, consumers can easily be in control of their portions as well.

Permissible indulgence has been a persistent trend as consumers seek to continue enjoying their favorite chocolate snacks without the concern on sugar content. Although they are making conscious attempts to moderate their sugar intake, consumers seem to be in a love-hate relationship with sugar which is perceived to be unhealthy and provide empty calories.



Ingredients (%)

Sugar-free dark compound chocolate

Cargill® ASA 10 cocoa mass	46.0
C☆IsoMaltidex™ 16502 Isomalt	46.0
Coconera™ AP4002 CBE	7.5
Leciprime® 1400 IPM soy lecithin	0.5
Truvia® stevia RA80	0.06
Vanillin	0.02

25% reduced sugar dark compound chocolate

Cargill® ASA 10 cocoa mass	46.0
Sugar	34.0
C☆Maltidex™ 16385	12.0
Coconera™ AP4002 CBE	7.5
Leciprime® 1400 IPM soy lecithin	0.5
Vanillin	0.02



Cargill Total Solutions

Balancing the mouthfeel for reduced sugar products

Coconera™ allows good meltdown, with comparable properties as cocoa butter.

Sugar level customisation

Truvia® is Cargill's high intensity sweetener made from stevia leaf, with a sweet clean taste.

C☆Isomaltidex™ 16502 is a fine crystalline isomalt powder suitable for sugar-free confectionery applications.



Possible Claims

- Sugar-free¹
- Reduced sugar²
- Vegan, vegetarian, plant-based
- Low trans fatty acid



Tip

Another alternative to achieve a sugar-free product is by using Maltidex CH 16385 maltitol.

¹ For sugar-free dark compound chocolate recipe.

² For 25% reduced sugar dark compound chocolate recipe benchmarked against regular compound chocolate recipe. Consult with Cargill technical experts for advice on the right Cargill ingredients to meet your product requirements.

Lychee Rose Chocopie

Create the total sensorial experience, combining a romantic flavor, texture, aroma and taste with a chocolate-coated soft baked blonde biscuit filled with a lychee rose-flavored cream.

Depending on the time of day and occasion, consumers seek to feel good through indulgence of their favorite treats. More than 60% of consumers have indicated that indulgence is as crucial or more crucial than healthier options¹. Despite the consumer's preference towards healthier snacking, we must be mindful of the fact that the overall experience of taste, texture and flavor are also critically important.



Ingredients (%)

Lychee rose-flavored cream filling

Refined sugar	64.5
CremaFLEX™ 5315 filling fat	30.0
Milk powder	5.0
Lecithin	0.5
Lychee rose flavoring	as needed

Lychee rose-flavored compound chocolate coating

Sugar	50.0
Olinera™ 5515NH CBR	29.5
Whole milk powder	15.0
Skim milk powder	5.0
Lecithin	0.5
Lychee rose flavoring	as needed
Natural coloring	as needed

Blonde Biscuit
of your choice²



Cargill Total Solutions

Flexible

Olinera™ NH range provides flexible texture for coating, compatible with foreign fats, i.e., milk fat as well as allowing flexibility in recipe creation. As no tempering is required, it is convenient for manufacturing process.

Maximize flavor delivery

CremaFLEX™ and Olinera™ provide a great base for good meltdown for flavor release in fillings and coatings.



Possible Claims

- Low trans fatty acid
- Non-hydrogenated process
- Natural coloring



Tip

For a more indulgent product, opt for Cargill's Coconera™ CBE for coating.

¹Source: HealthFocus International, 2020.

²Talk to us if you need the blonde biscuit recipe.

Consult with Cargill technical experts for advice on the right Cargill ingredients to meet your product requirements.

Onde Onde Praline

Multilayer taste experience for the familiar comfort of traditional flavors with our pandan-flavored white chocolate¹ praline, coated with crunchy desiccated coconut flakes balanced by the soft and flowy gula melaka filling.

Consumers tend to turn to most of the things we love from childhood, including food, due to the nostalgic connection. For comfort and emotional support, traditional or familiar food and beverages have always been the favorite.



Ingredients (%)

Pandan-flavored white chocolate¹ shell

Sugar	45.0
Cargill® cocoa butter	29.5
Skimmed milk powder	15.0
Coconera™ AP 4002 CBE	5.0
C☆Dry™ MD01915 maltodextrin	5.0
Leciprime® 1400 IPM soy lecithin	0.5
Natural coloring	as needed
Pandan flavoring	as needed
Desiccated coconut flakes	as needed

Gula melaka (palm sugar) flavored filling

Ocolna™ 9505	32.0
Brown sugar	29.5
Gula melaka (palm sugar)	26.0
Skimmed milk powder	6.0
C☆Dry™ MD01915 maltodextrin	5.0
Gerken's® GR76 cocoa powder	1.0
Leciprime® 1400 IPM soy lecithin	0.5



Cargill Total Solutions

Sensory appeal

Ocolna™ produces consistent soft and flowy filling with good meltdown and flavor release, giving a complementary contrast to the hard chocolate¹ praline shell made from a blend of Coconera™ AP and cocoa butter.

Flexibility in formulation for cost optimization

Cargill's Coconera™ provides the same sensory properties as cocoa butter, providing flexibility to incorporate up to 100% Coconera™ depending on whether you are aiming for chocolate¹ or compound chocolate claims. Coconera™ also provides the perfect base for your natural flavoring and coloring.



Possible Claims

- Low trans fatty acid
- Non-hydrogenated process



Tip

Convert to non-tempering lauric-based praline shell by using compound chocolate.

¹Chocolate definition based on Malaysia Food Regulation 1985 (Regulation 281- milk chocolate). Consult with Cargill technical experts for advice on the right Cargill ingredients to meet your product requirements.

Need help in creating recipes with the latest trends?

Our technical experts will help you create a formula that meets your product specifications.

The ingredients, innovation, and insights you need to succeed

Choose Cargill as your partner for innovation and profitable growth.
Contact us at +603-7941-1311 (Malaysia) customer-service-team@cargill.com or visit www.cargill.com

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