

MOKATE

ingredients



MOKATE

— A Family Business —

MOKATE is one of the leading manufacturers in the Polish and European food industry and a recognised exporter of branded and high quality food products (coffee mixes, cappuccino, latte, instant coffee, roast and ground coffee, coffee beans, chocolate drinks, creamers and all types of tea).

In the rapidly developing sector of food ingredients the company also plays strong role and is perceived as a proven supplier on B2B market.

One of the biggest advantages of MOKATE's business model is the wide offer, providing the customers opportunity of buying an extensive range of products and categories from one producer platform served by professional and experienced Team.

MOKATE was founded in the early 90s as a family business and at the moment comprises nine independent entities, named the MOKATE Group. Six of them are located outside Poland in the Czech Republic, Slovakia and Hungary. Mokate has two operation units in southern Poland in Silesian Region: Ustron and Zory.

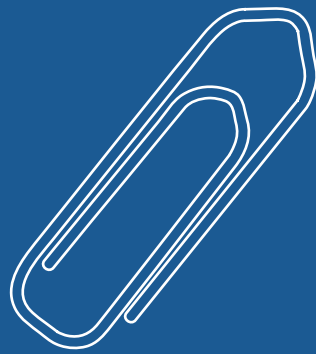
The companies employ nearly 2,000 people and deliver products to over 60 countries. Mokate products are present on every important market but the list of customers around the world is constantly growing.

The strategy of the company is to build long term cooperation with the partners with strong focus on availability and quality of distribution and brand development.

The idea and approach to expansion are based on four premises: product innovation, diversification of the range, synergy between the products dedicated to the retail market and those formulated to the B2B market and the building of distribution networks using the local staff in every country. The company focus is to cooperate with experienced representatives and FMCG experts in the worldwide markets to satisfy consumers and shoppers needs and high expectations.

Mokate holds the majority of the quality certificates available: IFS, BRC, IQNet, HACCP, ISO 9001, HALAL, KOSHER included and its products have been awarded with numerous medals and prizes in Poland and abroad.





ABOUT US

Mokate Ingredients is a separate business unit within Mokate Group dealing with sales of ingredients for food industry. Our passion has been apparent in our range of powders and it still guides and inspires us in everything we do. We are an organization focused on being a reliable partner in often turbulent world of food ingredients.

Essentially, at Mokate Ingredients our focus is on supplying the highest quality of products and services to our customers. Rigorous and continuous testing is therefore inherent in everything we do. We simply do not want to leave any room for doubt. It is our mission to provide our customers with the highest quality product and service, to care for their well-being and ensure their comfort. At Mokate Ingredients we build our competitive advantage by developing innovative products. It is our policy to systematically increase company value.

At Mokate Ingredients we supply our worldwide base of customers with innovative product solutions. We also manufacture products tailored to our customers' requests and guidelines. High quality, a competitive edge and flexibility in business place Mokate Ingredients among the European leaders in production of cappuccino foamers and coffee whiteners for food industry.

MOKATE INGREDIENTS is a leading manufacturer and the specialist in production of creamers with different fat content, cappuccino foamers, topping bases, fat powders and vending products.

MOKATE INGREDIENTS means the most up-to-date technologies ensuring safety, quality preferences of consumers and also of natural environment.

MOKATE INGREDIENTS means a highly qualified staff when it comes to production and technology as well as sales and negotiation skills. We care about the highest quality of our ingredients and aim at satisfying our customers' expectations.



CERTIFIED PRODUCTS

AVAILABLE OPTIONS:

- ✓ HALAL
- ✓ KOSHER
- ✓ BADATZ
- ✓ UTZ
- ✓ RAINFOREST
- ✓ RSPO

MOKATE has implemented and constantly fulfills requirements of following quality systems:

- ✓ ISO 9001
- ✓ ISO 22000
- ✓ IFS
- ✓ BRC

ABOUT US

MOKATE INGREDIENTS means offering individual solutions to companies, products developed to meet our partners' needs and technological advice our customers greatly appreciate. We make every new client become a regular. We supply our products just in time direct to your company providing products tailored to your most demanding needs.

TAILOR - MADE PRODUCTS

MOKATE means individual solutions for companies. We create products adequate for the needs of our partners. We offer advice in the field of technology and application options.

| SEGMENTS | APPLICATIONS | MOKATE INGREDIENTS |
|------------------|---|--|
| Beverages | coffee drinks, chocolate drinks, shakes, vending | creamers, cold soluble creamers, cappuccino foamers, vending toppings |
| Savoury | instant soups, cooking soups, sauces, ready meals, dressings, pre-emulsified fat solutions | creamers, fat powders |
| Bakery | baking, milky rolls, cake fillings and creams, decoration creams, whipped cakes, cookies, muffins | creamers, fat powders, topping bases |
| Desserts | ice cream, mousses, chocolate fillings, milk shakes, cakes, instant puddings | creamers, fat powders, topping bases |
| Vending products | ready instant products and ingredients dedicated to vending machines | creamers, vending toppings, cappuccino, instant beverages, coffee, hot chocolate drinks, instant tea |

Our products are:

- ✓ Spray-dried, encapsulated ingredients that meet the highest quality standards,
- ✓ Based on hydrogenated and non-hydrogenated vegetable oils,
- ✓ Available with trans fatty acids below 1%.

Customers are at the heart of what we do at Mokate.

Customer focused people build customer focused relationships. Because, at the end of the day, it is only by engaging and listening to the customer that we are able to pursue our goal – to provide our customers with innovative and high-quality products matching demands of an ever - changing world.



EUROPEAN PRODUCER

Production and sale of raw materials for food industry is important part of Mokate business. Semi-finished products are produced in two plants - in Żory and Ustroń. Thanks to our production technology and balanced recipes Mokate has become one of the leading companies that focus on changes in the profile of consumption - on a global scale.

As a result, whiteners have become our flagship export product, with high sales growth continued year by year. Our finished products are sold in over 40 countries around the world. Mokate foamer, exquisite base for cappuccino providing an exceptionally stable foam is particularly valued product on the European market.

Mokate Ingredients is European manufacturer of creamers, foaming bases, fat concentrates and topping bases. Mokate is also the largest Polish producer of instant cappuccino. In our offer we also have a coffee, instant drinks and ready to drink chocolate - take a look at our products on the website www.mokate.com.pl.

Mokate is a solid business partner, what was confirmed by customer reviews as well as prizes awarded by independent institutions. We are distinguished by innovative products and high attention to meet client needs.

Production of Mokate Ingredients is based on the latest technology. They provide high quality of our products and safety while protecting the environment. We attach a great deal of importance to creating unique and innovative solutions that will satisfy even the most demanding customers. We employ skilled professionals who ensure the highest quality of our products. Mokate creates products tailored to all partners' needs, we advise on technology and possible applications.

For more information visit:

www.mokateingredients.com.pl

RELIABLE PARTNER

Customers' opinions as well numerous awards from external independent institutions prove that Mokate is a reliable partner in business. We are distinguished by our particular care about customers and innovative products tailored to customers' needs.

ABOUT US



RESEARCH AND DEVELOPMENT

A perfectly organized unit functioning in the company structure to deal with permanent product research and development. Equipped with modern research & development laboratory facilities the unit carries out detailed analyses of raw materials and products. We analyze in full compliance with Polish and European standards by means of specialist laboratory equipment.

INDIVIDUAL SOLUTIONS

We deliver individual solutions to meet unique needs of our customers. We offer products tailored to suit specific expectations of our business partners.

QUALITY CONTROL SYSTEM

An effective quality control system in place, highly qualified staff and a comprehensively equipped laboratory together with strict adherence to applicable standards and regulations are a guarantee of quality products offered to our customers. Suppliers of raw materials are subject to careful evaluation and verification.

ADVANCED FILTERMAT DRYING TECHNOLOGY

The universal spray drying technology used worldwide so far applies to a wide range of products, allowing to produce semi-agglomerated free-flowing powders with fat content maximum up to 50%. Products dried with Filtermat technology cover all range of properties available on the market, especially with regard to fat content and physical powder properties, where the maximum fat content can be increased up to 80 %. Such advanced technology is dedicated to products difficult to be dried in a conventional way or sensitive to high temperatures. Lower drying temperatures used in case of Filtermat technology, compared to a conventional dryer, provide gentle drying processing to high fat content, high carbohydrates and high protein content powders. Such products dried in a conventional way would suffer thermal degradation.

YOUR PROBLEM IS OUR CHALLENGE. TRY US!





ABOUT US



CREAMERS
FOR BEVERAGES

CREAMERS FOR BEVERAGES MOKA CW / MOKA FI CW

- ✓ Based on hydrogenated and non-hydrogenated vegetable fats
- ✓ Vegetable fat options: coconut, palm, palm kernel
- ✓ Variable vegetable fat content (14-35%)

GROUP DESCRIPTION

Creamers for beverages are products based on vegetable fats, glucose syrup and milk proteins with non-dairy option available on the request.

PRODUCT RANGE

- ✓ Creamers MOKA CW/FI CW with various contents of fat and protein and various creaming properties
- ✓ Creamers MOKA CWS soluble in cold water
- ✓ Creamers MOKA CW ND non-dairy solution - free from animal origin components
- ✓ Creamers MOKA CW R based on non-hydrogenated vegetable fats of trans fatty acids content < 1%

ORGANOLEPTIC PROPERTIES

- ✓ Easily wettable
- ✓ Good solubility
- ✓ Stability at high temperatures and low pH
- ✓ Introduction of milky flavour and full taste
- ✓ Good free flowing properties
- ✓ Good creaming properties



CREAMERS FOR BEVERAGES

PHYSICAL AND CHEMICAL PARAMETERS

Physical and chemical parameters:

| | |
|-------------|---------------|
| Proteins | 0 - 25% |
| Fat | 14 - 45% |
| Wettability | Below 12 sec. |

TECHNICAL DATA

Technical data:

| | |
|--------------------|--|
| Packaging | Bags 25 kg Big - Bag |
| Best before | 15 - 24 months depending on the product |
| Storage conditions | Max. temp. 25°C Max. humidity RH 75 % |

FUNCTIONALITY

- ✓ Excellent solubility and wettability
- ✓ High powder flowability
- ✓ Broad spectrum of bulk density (max. 600g/l)
- ✓ Possibility of adjusting the particle size



APPLICATIONS

INSTANT BEVERAGES

- ✓ Cappuccino
- ✓ Coffee drinks
- ✓ Latte
- ✓ Chocolate drinks
- ✓ Frappe
- ✓ Fruit cocktails
- ✓ Tea

INSTANT DESSERTS

- ✓ Sweet puddings
- ✓ Yoghurt bases

SAVOURY

- ✓ Soups
- ✓ Sauces
- ✓ Dips
- ✓ Puree
- ✓ Sausages
- ✓ Pâté



INNOVATIONS

- ✓ Cold soluble creamers
- ✓ Extended shelf life

CREAMERS FOR BEVERAGES



HIGH FAT
CREAMERS

HIGH FAT CREAMERS MOKA FI SW

- ✓ Based on hydrogenated and non-hydrogenated vegetable fats
- ✓ Vegetable fat options: coconut, palm kernel, sunflower
- ✓ Variable vegetable fat content (45% - 60%)
- ✓ Advanced Filtermat drying technology

GROUP DESCRIPTION

Fat and dairy products based on vegetable fats, glucose syrup and milk proteins for creaming and filling of savoury products, ready meals as well as for bakery applications. With differentiated physical and chemical properties, they feature various degrees of creaming capability and differ in intensity of their milky flavour.

PRODUCT RANGE

- ✓ MOKA FI SW powders with various contents of fat and protein and various creaming properties
- ✓ MOKA FI SW ND non-dairy creamers - free from animal origin components
- ✓ MOKA FI SW R powders based on non-hydrogenated vegetable oils of trans fatty acids content below 1%

FUNCTIONALITY

- ✓ Good creaming / whitening properties
- ✓ Improvement of taste of instant dishes, introduction of full taste
- ✓ Improvement of aroma perception
- ✓ Influence on the consistency of the finished product

HIGH FAT CREAMERS



PHYSICAL AND CHEMICAL PARAMETERS

Physical and chemical parameters:

| | |
|----------|----------|
| Proteins | 0 - 17% |
| Fat | 45 - 60% |

TECHNICAL DATA

Technical data:

| | |
|--------------------|--|
| Packaging | Bags 25 kg Big - Bag |
| Best before | 15 - 24 months depending on the product |
| Storage conditions | Max. temp. 25°C Max. humidity RH 75 % |

APPLICATIONS

SAVOURY

- ✓ Soups
- ✓ Sauces
- ✓ Dips
- ✓ Dressings
- ✓ Purée

CONFECTIONERY

- ✓ Beverages
- ✓ Desserts
- ✓ Ice cream

INNOVATIONS

- ✓ New developments in fats and oils (sunflower based creamers)
- ✓ Extended shelf life
- ✓ 100 % vegetable fat powders
- ✓ Non dairy version of products





HIGH FAT CREAMERS



TOPPING BASES

TOPPING BASES MOKAERO

- ✓ Based on hydrogenated and non-hydrogenated vegetable fats
- ✓ Vegetable fat options: coconut, palm kernel
- ✓ Variable protein content
- ✓ Good stability and whippability
- ✓ Trans fatty acids on level < 1%

GROUP DESCRIPTION

Topping bases MOKAERO are instant products formed by new technology of spray drying based on vegetable oil, proteins and specific composition of vegetable emulsifiers. These ingredients and their proportions are essential to ensure the topping key parameters: proper whipping, foam consistency and stability as well as sensory properties. They are used to prepare cold desserts where the effect of aeration obtained by manual mixing is desired. Topping base can be combined with hydrocolloids, which modify structure, increase volume and stability. The addition of cocoa, fruit powders and aroma allows the creation of delicious desserts.

PRODUCT RANGE

- ✓ MOKAERO - a group of topping bases intended for different applications such as: whipped cream substitutes, ice-cream, creams, mousses, shakes

FUNCTIONALITY

- ✓ Short whipping time
- ✓ Good increase in volume (overrun)
- ✓ Product stable at room temperature
- ✓ Improvement in creaminess and full taste of the finished product
- ✓ Easy handling and logistics



TOPPING BASES

INNOVATIONS

- ✓ Non – hydrogenated fat
- ✓ Room temperature whippable product

PHYSICAL AND CHEMICAL PARAMETERS

Physical and chemical parameters:

| | |
|-----------------|------------|
| Proteins | 2 - 10% |
| Fat | 50 - 60% |
| Volume increase | 200 - 400% |

TECHNICAL DATA

Technical data:

| | |
|--------------------|---|
| Packaging | Bags 20 kg Big Bag |
| Best before | 15 - 18 months depending on product |
| Storage conditions | Temperature 15°C - 25°C Max. humidity RH 75% |

APPLICATIONS

INSTANT DESSERTS

- ✓ Whipped cream analogues
- ✓ Desserts
- ✓ Powdered ice-cream
- ✓ Sweet puddings
- ✓ Creams
- ✓ Mousses
- ✓ Shakes





TOPPING BASES



FOAMERS

FOAMERS FOR INSTANT DRINKS CAPPUCCINO BASES MOKA CB

- ✓ Based on hydrogenated and non-hydrogenated vegetable fats
- ✓ Vegetable fat options: coconut, palm kernel
- ✓ Variable milk and milk solids content

GROUP DESCRIPTION

Foamers are products based on dairy raw materials, vegetable fats and carbohydrates. Their function is to generate a creamy thick layer of foam in instant hot and cold beverages. High-performance MOKA CB powdered ingredients create a smooth creamy foam. Thanks to encapsulated gas and unique composition, foamers create a stable, rich and tasty foam for example on the top of cappuccino - similar to steamed milk effect. Advanced technology allows our customers to enjoy the taste and smell of coffee drinks served in restaurants and cafeterias at home together with their families and friends.

PRODUCT RANGE

- ✓ Foamers MOKA CB with different fat and protein contents for a creamy and milky foam
- ✓ Foamers MOKA CB R based on non-hydrogenated vegetable oils of trans fatty acids content < 1%
- ✓ Foamers MOKA CB GF foam enhancer for dense and stable foam
- ✓ Foamers MOKA CB HF with high and stable foam

FUNCTIONALITY

- ✓ Wide range of foam height (10-30 mm)
- ✓ Stability in hard water and acidic pH
- ✓ Improvement of taste (milky and aroma)
- ✓ Diversified whitening effect
- ✓ Excellent solubility

FOAMERS



PHYSICAL AND CHEMICAL PARAMETERS

Physical and chemical parameters:

| | |
|-------------|------------|
| Proteins | 2 - 25% |
| Fat | 15 - 40 % |
| Foam height | 10 - 30 mm |

TECHNICAL DATA

Technical data:

| | |
|--------------------|--|
| Packaging | Bags 8kg, 10kg Big - Bag |
| Best before | 15 - 24 months depending on product |
| Storage conditions | Max. temp. 25°C Max. humidity RH 75 % |

APPLICATIONS:

- ✓ Cappuccino
- ✓ Latte
- ✓ Frappe
- ✓ Chocolate drinks

INNOVATIONS

- ✓ Very high and stable foam
- ✓ New developments in fats: non-hydrogenated and low TFA
- ✓ Cold soluble foamer





FOAMERS



FAT POWDERS

FAT POWDERS MOKA FI FP

- ✓ Based on hydrogenated and non-hydrogenated vegetable fats
- ✓ Vegetable fat options: coconut, palm, palm kernel, sunflower
- ✓ Variable vegetable fat content (up to 80%)
- ✓ Variable protein content
- ✓ Non dairy version of products

GROUP DESCRIPTION

Fat Powders - a wide range of multi-functional products offering various fat and protein percentages, fat types, carrier materials, emulsifiers and additives. Fat Powders are instant spray dried products delivering emulsified encapsulated fat on a carrier. Encapsulated fat on a carrier, compared to liquid fat, is easy to store, easy to handle and easy to process. It delivers good stability and long shelf life, introduces functionality due to additives, allows to customize products and to target their functionality. Most importantly, it explores new possible applications for finished products. Pre-emulsified instant fat can be even applied to wet phase products like liquid dishes. A carefully controlled drying, grinding and sieving technology allows to design specific physical product features such as: particle agglomeration size, flowability and solubility.

PRODUCT RANGE

- ✓ FI FP fat powders with various contents of fat and protein and various creaming properties
- ✓ FI FP ND non-dairy products - free from animal origin components
- ✓ FI FP R based on non-hydrogenated vegetable fats of low trans fatty acids content

FUNCTIONALITY

- ✓ Primary source of fat in the finished product
- ✓ Effect on structure, viscosity and consistency of the finished product
- ✓ Improvement of taste and aroma perception
- ✓ Proper intensity of whitening effect in the product
- ✓ Easy to store and operate
- ✓ Stable product with extended shelf life
- ✓ Product soluble in water solutions



FAT POWDERS

PHYSICAL AND CHEMICAL PARAMETERS

Physical and chemical parameters:

| | |
|----------|----------|
| Proteins | 0 - 10% |
| Fat | 70 - 80% |

TECHNICAL DATA

Technical data:

| | |
|--------------------|--|
| Packaging | Bags 20 kg Big - Bag |
| Best before | 15 - 24 months depending on product |
| Storage conditions | Max. temp. 25°C Max. humidity RH 75 % |

APPLICATIONS

- ✓ Savoury
- ✓ Bakery
- ✓ Ready meals
- ✓ Instant desserts (Ice cream, etc.)

INNOVATIONS

- ✓ Instant solubility
- ✓ New developments in fats and oils (sunflower)
- ✓ Reduced E-number and additives solutions
- ✓ Extended shelf life
- ✓ Texture and mouth-feel
- ✓ Non dairy products





FAT POWDERS



VENDING PRODUCTS

VENDING PRODUCTS

- ✓ Based on hydrogenated and non-hydrogenated vegetable fats
- ✓ Variable milk and milk solids content
- ✓ Use in different types of vending machines

GROUP DESCRIPTION

Vending products – carefully selected ingredients of unique flavour and taste processed in a way to obtain best performing integrated product and to meet the highest market standards.

PRODUCT RANGE

- ✓ Powdered cappuccino drink
- ✓ Creamers
- ✓ Toppings for vending
- ✓ Instant coffee (powder, freeze- dried), roast and ground coffee
- ✓ Chocolate drinks & chocolate bases
- ✓ Multi-flavoured tea beverages
- ✓ Milky drinks
- ✓ Shakes

FUNCTIONALITY

- ✓ Wide range of bulk density
- ✓ Flowability
- ✓ Homogeneity
- ✓ Good wettability
- ✓ Good solubility
- ✓ High foam, where desired



VENDING PRODUCTS

CAPPUCCINO

- ✓ Recipes based on top quality raw materials
- ✓ Variable coffee content
- ✓ Powdered
- ✓ Feature a velvety, distinctive flavour and a rich coffee aroma
- ✓ Dosage 15-20 g/ 150 ml

CREAMERS

- ✓ Recipes based on vegetable fats and milk proteins
- ✓ Semi-agglomerated powders
- ✓ Good creaming properties
- ✓ Traditional milky flavour
- ✓ Dosage 3 - 5 g/ 150 ml

TOPPINGS FOR VENDING

- ✓ Recipes based on dairy ingredients and vegetable fats
- ✓ Excellent foaming properties
- ✓ Semi-agglomerated or agglomerated powders
- ✓ Very good stability
- ✓ Deliver milky, dense, creamy foam on top of the drink
- ✓ Dosage 3-10 g/ 150 ml

COFFEE

- ✓ Our offer includes powdered, granulated and freeze-dried coffee
- ✓ Along with natural coffee, our specialties include softer blends of natural coffee with a roasted grain coffee.



CHOCOLATE DRINKS

- ✓ Recipes based on high quality cocoa powders
- ✓ Variable cocoa content
- ✓ Based on cocoa and fat-reduced cocoa powder products available
- ✓ Powdered or agglomerated
- ✓ Feature velvety, distinctive flavour and a rich chocolate aroma
- ✓ Typical dosage 20-25 g/ 150 ml
- ✓ Concentrated chocolate bases of 50% reduced dosage

TEA BEVERAGES

- ✓ Recipes based on natural black and green tea extracts
- ✓ Powdered or semi-agglomerated
- ✓ Flavours: traditional without additives, lemon, raspberry and others, upon directions from a customer
- ✓ Dosage – 10 g/150 ml; 12 g/ 180 ml water

TECHNICAL DATA

| Technical data: | |
|--------------------|--|
| Packaging | Bags 10 - 30 kg Big bags |
| Best before | 12 - 24 months depending on product |
| Storage conditions | Max. temp. 25°C Max. humidity RH 75 % |



VENDING PRODUCTS



BLENDING SOLUTIONS

Mokate is a constantly growing family company. The most modern world class blending facility further extends the range of Mokate Ingredients products.

New product ideas to be implemented in the category:

- ✓ Ready to use whipping cream analogs,
- ✓ Desserts,
- ✓ Yoghurt mousse bases,
- ✓ Cappuccino and coffee mixes,
- ✓ Ice – cream mixes,
- ✓ Cocoa drinks.



NOTES





NOTES





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