



Icam, and the story continues

Icam Cioccolatieri presents Agostoni

Agostoni
Italian Chocolate Since 1946

EXCELLENCE MADE IN ICAM: SEVENTY YEARS OF PASSION AND EXPERTISE.



Icam, 70 years of excellent Italian chocolate

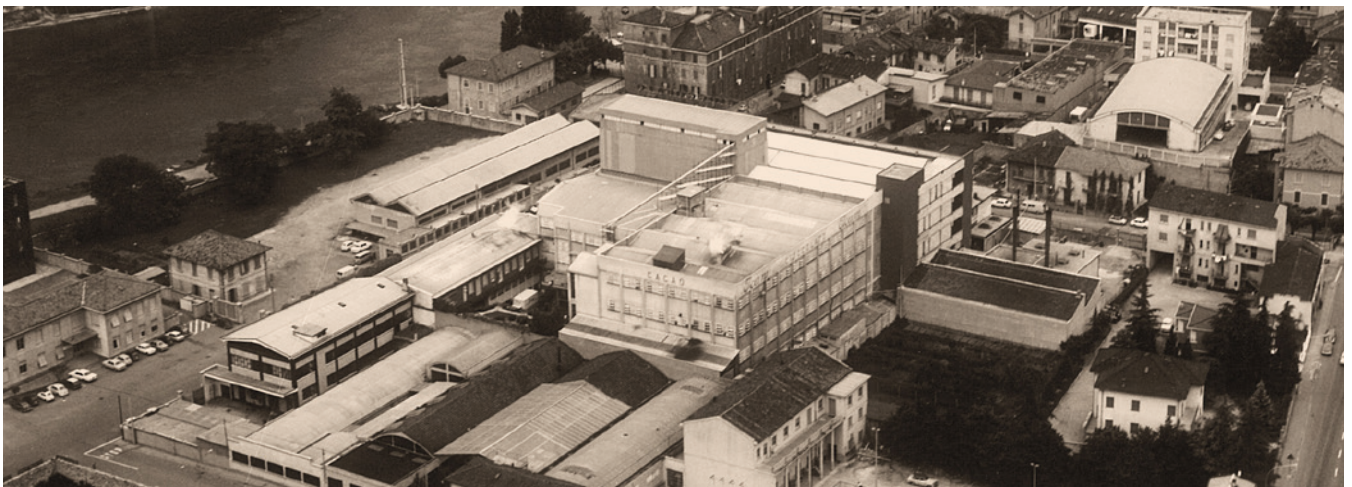
ICAM chocolate is the result of the undying passion handed down by the **Agostoni family since 1946**, virtuosos of a genuine chocolate culture made in Italy.

Passion, creativity and a close eye on market trends have made it possible to achieve this goal: for 70 years these have represented the essence of ICAM, a well known and successful brand with the best professionals all over the world, that cherish **the flavour of its chocolate and the quality of the raw materials, grown in respect of environment, social and economic sustainability.**

Born from the initiative of Silvio Agostoni who, just after the war, established an artisanal workshop in Lecco to produce sugar, Icam immediately developed an interest in chocolate which was considered no longer a luxury product, but a quality product at an accessible price, to bring to every family. Thanks to the collaboration with Vitali, **Icam created an innovative horizontal press** that gave a more efficient and uniform production. Ten years after its establishment, Icam reached industrial dimensions.

In 1961 the founder died prematurely; his wife Carolina Vanini and her brothers Giancarlo and Urbano continued to run the company and the program of excellence. From the Seventies, with the arrival of the eldest son Angelo Agostoni in the company, Icam started searching cocoa in the best plantations developing a close collaboration with the farmers. In the Eighties Icam opened an in-house Quality Control laboratory and production technologies continued to be improved.

In 1997, Icam took up the challenge of "organic products": in collaboration with the farmers, **the company became a pioneer in the organic chocolate market.**



The new production facility in Orsenigo, **equipped with the latest technologies was inaugurated in 2010.**

Today, the company is one of the few in the world that has adopted a **system of vertical integration**, allowing **total control over the supply chain**: from the selection of cocoa plantations in the territory of origin to the personalization (all semi-finished products are in-house produced). The production plant in Italy is designed to offer an exceptional quality and full traceability, completes the quality control, **respecting the environment and the local community.**

The future sees Icam projected in an international dimension, towards the expansion of its markets well beyond the 70 ones it already supplies. The third generation, that has joined the company during the last 5 years, is carrying forward the values of the company, which are, after all, those of the family: **passion, research, selection of best ingredients, respect for people, without any compromise on the quality of the products.**



Icam Cioccolatieri presents Agostoni

On the occasion of its anniversary, Icam Cioccolatieri presents Agostoni, **a new proposal dedicated to professionals**, which takes its name from the founding family and celebrates 70 years of commitment in the pursuit of excellence.

Agostoni celebrates **the crowning excellence of cocoa and completes the offer** of the Icam Linea Professionale, by addressing chocolate connoisseurs.

The Agostoni family has been cultivating its own culture of chocolate in Icam for 3 generations, and it has led the company to be **today the Italian reference company** for high quality cocoa processing.



A challenging process, that starts from the search for **great single origin cocoa**, with extraordinary, unique and fine flavour profiles, coming from carefully selected plantations, in territories where cocoa is historically an integrating part of their culture. The strictly applying modern and delicate production techniques and the study of balance in recipes enables the company to offer a range of chocolates that have an articulate and authentic taste profile and a technical performance specially developed for the most refined professionals.

Agostoni holds a remarkable selection of **premium products**, as a result of the careful management of an integrated supply chain, and brings together an exclusive collection of recipes that are really special and unique to offer a surprising flavour experience even to the most demanding chocolate lovers. Grand Cru and single origin cocoa chocolate couverture, paste and powder with a great personality that will allow chocolate, confectioners and ice-cream makers to interpret cocoa according to their inspiration.

Los Bejucos

Cocoa of origin for an extraordinary chocolate.

The 70 years experience is fully expressed in the proposal of a wide range of Grand Cru Los Bejucos, Dominican Single Origin, the good quality of which has been recognized by **the Minister of Industry and Commerce of the Dominican Republic with a Certificate of Designation of Origin**.

The "Los Bejucos" area is situated in the western end of the Duarte province, a land which historically is the origin of the well-known **"Hispaniola" cocoa**, bordering the province of Hermanas Mirabal. It belongs to the municipality of San Francisco de Macoris, and covers an area of almost 700 hectares. It involves 86 fincas, with 63 **experienced and professional** producers, as far as both average

age and schooling is concerned (30% have reached secondary level education), and with a strong feeling towards organic production. For the most part (73%) these are farmers who are owners of their own "finca", a small size farm.

The area is situated at an altitude of 120m above sea level, humid sub-tropical climate, average annual temperature of 25,6° with average annual rainfall of 1500 mm, and a relative humidity of 80%. Three underground rivers ensure a constant irrigation and a perfect drainage, giving unique characteristics to this soil.

The territory has a rich variety of flora and fauna life: mahogany trees, oaks, royal palms, guaranà, acacias guavas, papayas, sweet and sour orange trees, grapefruit trees, coconut trees, cherry trees, avocados, sapote trees, tamarind trees, bread trees, mango trees, guava trees, ...are the natural settings of the lives of bees, nightingales, frogs, lizards, quails, woodpeckers, doves and owls.

The farmers are constantly engaged in the daily activities regarding the management and **improvement of their farms**: weeding, pruning, plant renewal, control of parasites and illnesses using natural and biodynamic methods alternate with the activities of soil preservation.

The cocoa beans have an **important content of criollo**, above average dimensions and an elongated shape; the wooden crates used for the fermentation, the material of the drying platforms and the washing operations, give the beans a pleasant light colour. The level of fermentation is homogeneous and complete, particularly during the aerobic phase.



Single Origin Chocolate Couverture

The two recipes, calibrated to yield organoleptic, excellent flow, gloss and excellent crystallization, allow this cocoa to express in all the accomplishments of chocolate, confectionery and ice-cream.

Dark Chocolate Grand Cru Los Bejucos Dominicana Origin - Cocoa 70%

Code 8322 • 4 Kg Bags (3 Bags per Case)

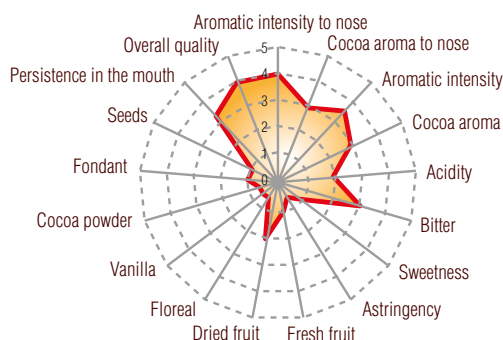


COMPOSITION

Total cocoa: min 70%
Cocoa butter: average 47%
Sugar: max 29%

TASTE

A flavour profile of great intensity in which is fully expressed the authentic cocoa flavour, with presence of hints of dried fruit, balanced acidity and delicate bitterness. Minimum astringent.



RECOMMENDED USE

- **In chocolate products:** Wide spectrum of application for the realization of chocolate, fillings, creams, ganache, chocolate bars; thanks to its delicate acidity it is a perfect tasting in combination with sour and also red fruit, vanilla, floral aromas, infusions. Also if tasted in purity, it offers a great taste experience. Extraordinary in hot chocolates. It shows an excellent fluidity, glossy and perfect crystallization.
- **General pastries:** Great for light creams, mousse and creams in pastry and dessert for catering.
- **In ice-cream:** Great performance of taste in ice-cream, frozen desserts and sorbets.



Milk Chocolate Grand Cru Los Bejucos Dominicana Origin - Cocoa 46%

Code 8345 • 4 Kg Bags (3 Bags per Case)

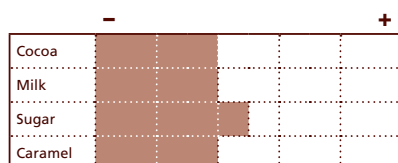


COMPOSITION

Total cocoa: min 46%
Total fat: average 42%
Sugar: max 30%

TASTE

Full taste of milk and cocoa, a milk chocolate for real chocolate connoisseurs. The sweet notes of caramel are perfectly balanced by the bitterness of the cocoa great presence. The aromatic profile is completed by a thin aftertaste of dried fruit.



RECOMMENDED USE

- **In chocolate products:** The excellent fluidity makes it a special product for pralines of high level even in combination with hazelnuts paste, orange and coffee. Excellent also as chocolate in total purity to enhance the taste of the intense single origin chocolate. Ideal for a refined recipe of hot chocolate, ganache and cream for special fillings. A well combination with spices, salt and also with particular smoked flavour It is perfect for chocolate bars.
- **General pastries:** In filling creams, light but full of personality, in mignon pastries and in modern cakes.
- **In ice-cream:** Particularly suitable in ice-cream thanks to the excellent persistence of its taste at cold temperature. Special for frozen desserts and ice-cream-based milk - also in combination with dried fruit; or a delicious sorbet with the intense flavour of milk chocolate.

Blend Chocolate Couverture

Featuring select Americas origin cocoa.

A great chocolate couverture selection that will allow chocolate, confectioners and ice-cream makers to interpret cocoa according to their inspiration.

Dark Chocolate Regina - Cocoa 61%

Code 8014 • 4 Kg Bags (3 Bags per Case)



COMPOSITION

Total cocoa: min 61%
Cocoa butter: average 39%
Sugar: max 38%

TASTE

Well balanced chocolate couverture with an intense aroma of cocoa, smooth, persistent taste that is clean and never aggressive. Excellent fluidity.

RECOMMENDED USE

- **In chocolate products:** Suggested for chocolates (even moulded ones) that aim to highlight the filling; ideal for cherry liqueur chocolates, walnuts, winter cherries and the traditional Italian. Stupendous for hollow forms.
- **General pastries:** Excellent in all chocolate mignons (flames, violin, logs, biscuits, beaten shortbreads etc.) Especially good for new versions of traditional cakes.
- **In ice-cream:** Suggested in semifreddo desserts also in combinations with other ingredients.

| | - | | | | | + |
|------------|---|--|--|--|--|---|
| Cocoa | | | | | | |
| Fruitiness | | | | | | |
| Acidity | | | | | | |
| Bitterness | | | | | | |
| Sweetness | | | | | | |

White Chocolate Edelweiss

Code 8372 • 4 Kg Bags (3 Bags per Case)



COMPOSITION

Milk powder: average 25%
Total fat: average 36%
Cocoa butter: average 30%
Sugar: max 36%

TASTE

Prime-quality white chocolate: intense, creamy, vanilla aroma, glossy ivory colour, perfect fluidity.

RECOMMENDED USE

For all types of pastry and confectionery uses: coatings, moulds, ganaches. Also ideal for white chocolate ice-cream.

- **In chocolate products:** it is the base for chocolates filling creams. Excellent for moulding pralines, hollow shapes, chocolate subjects and Easter eggs. It incorporates very well also fat-soluble colouring agents.
- **General pastries:** Excellent for coatings, frostings and ganaches. It is the base for chocolates filling creams. Excellent if combined with caramel, pistachio, almond and walnut flavours, refined spirits (brandy, cognac, rum, whiskey) and also aromatic herbs and spices.
- **In ice-cream:** Excellent for creamy white chocolate ice-cream, also combined with taste of caramel, zabaglione, almonds, and pine-seeds. Suitable for decorations and small ice-cream holder shells (cups, cones, baskets, etc.).

| | - | | | | | + |
|-----------|---|--|--|--|--|---|
| Sweetness | | | | | | |
| Dairy | | | | | | |
| Caramel | | | | | | |
| Vanilla | | | | | | |

Cocoa Powder

A single origin cocoa that allows the use of aromatic varieties also in the use of cocoa powder.

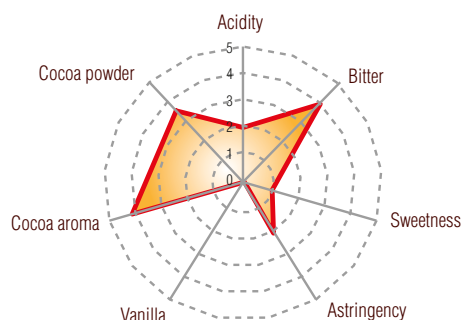
Arriba 3S Cocoa Powder 22/24 Single Origin Ecuador

Code 4211 • 1 Kg Bag (5 Bags per Case)



COMPOSITION

Red Cocoa powder, very dark brown, strongly alkalinized (pH 8), with 22/24% of cocoa butter.



TASTE

Intense flavour profile, with very characteristics cocoa notes, persistent and enveloping to fully express the pure taste of cocoa single origin. The recipe does not require the use of vanilla.

RECOMMENDED USE

To characterize with an intense and lasting flavour profile ice-cream creations, sorbets, spreads or classic hot chocolate, also in combination with other elements to further characterize the proposal. In addition to the peculiarity of the product, there is also the possibility to tell the story of single origin cocoa.

■ **In ice-cream:** Expresses its full flavour profile when used in combination with cocoa mass or chocolate from the same source.



Praline Paste

A selection of "Italian style" premium Praline Pastes. Natural ingredients, fine taste, high percentage of nuts guarantee products of the highest quality, unique and unfailing, to cover a wide range of uses and preferences.

RECOMMENDED USE

- **General pastries:** considering its particular flavour this is perfect for many combinations, it is suitable to personalize creams, mousses, fillings and crispy bases. It can be used also in bakery products.
- **In chocolate products:** A key product in the production of filled pralines with even long-life, specialty chocolate, snacks and flavour spread creams.
- **In ice-cream:** Can be used in the composition of ice-cream and semifreddo-desserts, base mixes and ripples for ice cream.

Mix well before each use. Store at 12°-14° to maintain the stability of their components.



Homemade Hazelnut Praline

Code 7327 • 5 Kg Bucket



COMPOSITION

Hazelnuts 55%
Sugar 44,6%

TASTE

Intense flavour of hazelnut praline and caramelized sugar.
Rough structure on the palate, creating a traditional praline with a homemade feel.



Homemade Almonds Praline

Code 7328 • 5 Kg Bucket



COMPOSITION

Almonds 55%
Sugar 44,5%

TASTE

Delicate and balanced flavor, clean taste of lightly toasted almond and caramel. A fine structure with a pleasant crispness, slightly perceptible on the palate.



TGT Hazelnut Fine Praline Tonda Gentile Trilobata Hazelnut

Code 7344 • 5 Kg Bucket



COMPOSITION

Hazelnuts TGT 55%
Sugar 44,6%

TASTE

Fine and smooth, with an intense and gentle flavour of hazelnut, made with superior Italian Hazelnuts. Light colour.



Pistachio Praline

Code 7343 • 2,5 Kg Bucket



COMPOSITION

Pistachio nuts 60%
Sugar 39,4%

TASTE

Premium and typical Italian taste, emphasised with a hint of salt.
A fine structure with a pleasant crispness, slightly perceptible on the palate.



Cocoa Mass

A selection of cocoa mass to create unusual combinations, experience or customize your own chocolate couverture, ice-creams and sorbets with a strong taste and persistent aromatic cocoa flavour. Obtained simply from roasted beans, peeled and minced, without the addition of other ingredients. This is produced with no conching process in order to give the most authentic and intense taste of cocoa.



COMPOSITION

100% cocoa mass (naturally contains 54% cocoa butter)

RECOMMENDED USE

Produced with cocoa from single origin, it is recommended to give an intense cocoa flavour to creams and other chocolate products, without adding any sugar. A great integration to chocolate and cocoa powder to give a stronger and persistent flavour of authentic cocoa:

- **General pastries:** Creams and baked products; make good even in the decoration and technique of screen printing.
- **In chocolate products:** Chocolate bars, praline and ganache. In praline making, these are perfect to support the taste of chocolate with small steps in recipes of milk chocolate, or as supplement for dark chocolate flavour.
- **In ice-cream:** To produce ice-cream, frozen desserts and sorbets, they can be used either to replace cocoa powder or chocolate as in addition, with appropriate balancing of fats.
- **Gastronomy:** To create and experiment new combinations between the bitterness of the cocoa, the scents of the single-origin and salt flavours.

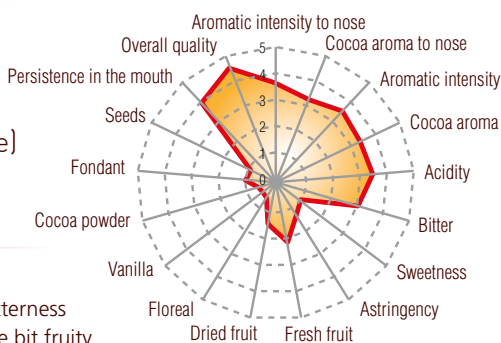
Cocoa Mass Grand Cru Los Bejucos Dominicana Origin

Code 8381 • 4 Kg Bags (3 Bags per Case)



TASTE

The most intense of the three proposals: acidity and bitterness important but well balanced, full cacaotè flavour, a little bit fruity.



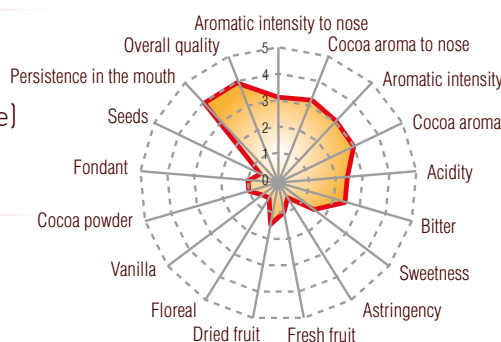
Cocoa Mass Single Origin Uganda

Code 8385 • 4 Kg Bags (3 Bags per Case)



TASTE

Less bitter than Los Bejucos, it is well expressed with a full and clean cacaotè taste.



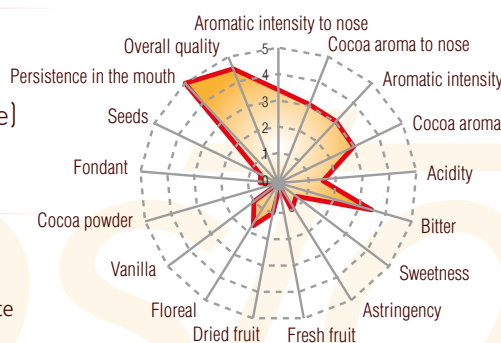
Cocoa Mass Arriba 3S Single Origin Ecuador

Code 8386 • 4 Kg Bags (3 Bags per Case)



TASTE

The great bitterness and the important cocoa taste are more aromatic and very pleasant thanks to the presence of a floral note and a good controlled acidity.



Icam. The Taste for Quality.

For over 60 years, Icam has been expressing Italian excellence in the production of chocolate, establishing itself on the market through bold decisions: control over the entire production chain, from cocoa to chocolate, pursuing production autonomy and making sustainability a company value.

Care and passion from the very beginning.

- **An accurate selection of cocoa from the best plantations**, having aromatic and quality characteristics, submitted to the best processing.
- **Direct presence in the places of origin** with personnel on-the-spot involved in the training of local producers with whom it cooperates to maintain and improve in time the cocoa quality and to ensure the supply of raw material of which the origin, integrity and freshness is certain.
- **Biological primacy**: Icam was the first chocolate producing industry to take up the organic challenge and it acted as a driving force in spreading this type of cultivation in the Dominican Republic; today it is market leader in offering a product whose origin and traceability can be guaranteed, respectful of natural times and methods.

State – of – the art production.

- **Technological Independence**: own semi-finished cocoa products (cocoa butter and paste), in order to monitor processing in all its phases and to offer perfect products.
- **Continuous investments in production technology and processes**, as demonstrated by the state-of-the-art factory in Orsenigo (Como) that completes the control over the production chain:
 - built on a total area of 50.000 m²
 - equipped with the latest production and traceability technology
 - capable of managing allergens and special productions, by minimizing cross contamination (milk chocolate/dark chocolate, biological/conventional,...)
 - capable of offering products of excellent quality, extreme food safety and absolute traceability.

- **Spontaneous testing and monitoring**: continuous chemical, physical, microbiological, organoleptic, health and hygiene tests are carried out to ensure food safety, to offer organoleptic quality.
- **Full conformity with the most rigorous international standards**, control of the environment, of the production process and of the personnel.

Sustainable excellence

- **A responsible partner approach on the financial, human and environmental fronts**: the collaboration between Icam and farmers has led to an improvement of farming practices, with visible results in crop quality and profitability, providing secure income for farmers and improving the standard of living of the local communities.
- **Environmental protection**: a post-combustion system eliminates aromas residues from the air, the methane-powered trigenerator ensures high energy efficiency in the production of electricity, steam and hot water.

Icam. The Quality of Taste.

The result of this demanding path, which ensures the highest quality standards during each phase, is a range of chocolates with a unique taste, respectful of the typicality and of the characteristics of the original cocoa, perfectly made, hygienically safe, with a careful eye on new consumption trends. The production of a chocolate that is guaranteed by a solid and reliable quality system, updated and certified according to international standards accepted in the food sector.



Watch the stories of the sustainable production chain on:
www.icamprofessionale.it/video

Company certificates:



Couverture chocolate products are made with:



Full list on:
www.icamprofessionale.it/products

Product certificates:



Linea Professionale

ICAM S.p.A.

Via Pescatori, 53 - 23900 Lecco - Italy • Tel. +39 0341 2901
Via Caio Plinio, 5/7 - 22030 Orsenigo (CO) - Italy • Tel. +39 031 634 6101
info@icamprofessionale.it - www.icamprofessionale.it