



PUT THE POWER OF THE GHIRARDELLI BRAND TO WORK

DRIVE DESSERT SUCCESS WITH GHIRARDELLI®

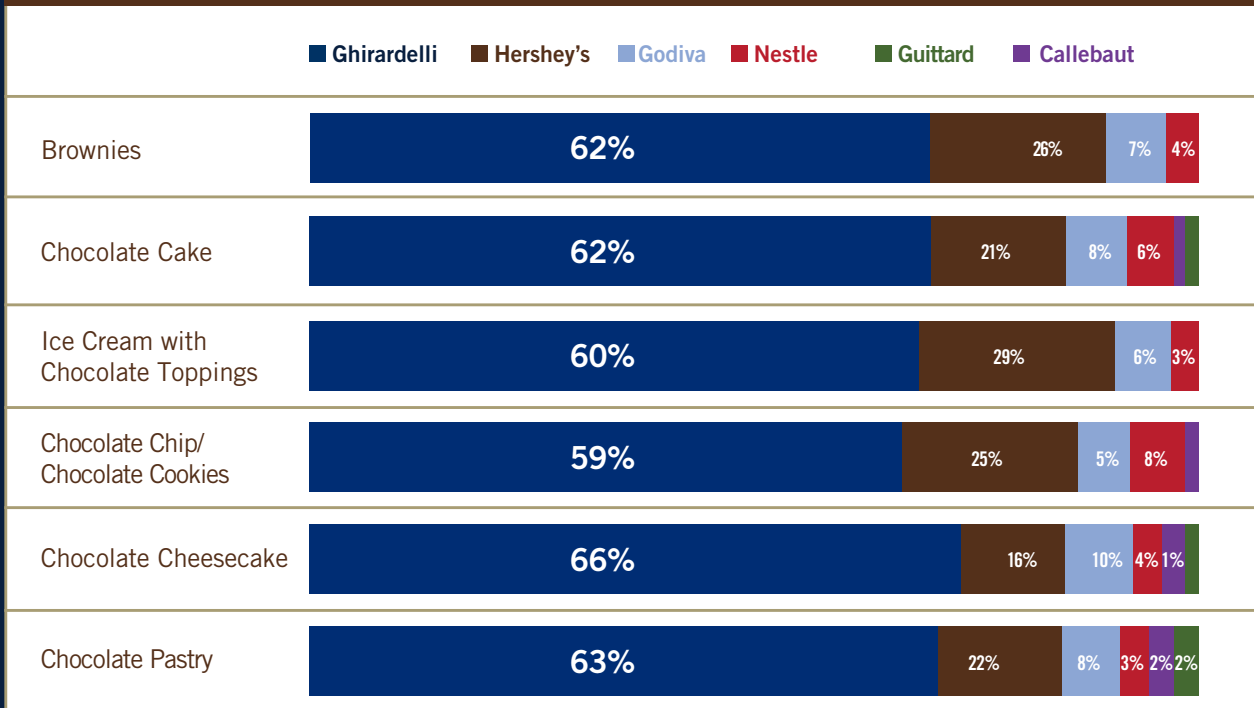
Drive sales growth by enhancing the taste and appeal of your desserts with premium Ghirardelli ingredients.

A recent Technomic study found that restaurants who use Ghirardelli have consumers that are more likely to:

- 79% think the restaurant offers a higher quality product.
- 72% go to the restaurant more often.
- 71% be more likely to recommend it.

GHIRARDELLI IS YOUR CUSTOMERS' PREFERRED DESSERT BRAND

Most preferred dessert brand to order



Technomic Ghirardelli Brand Equity Research, 2024

* % of respondents under 35 who consented with the statement above

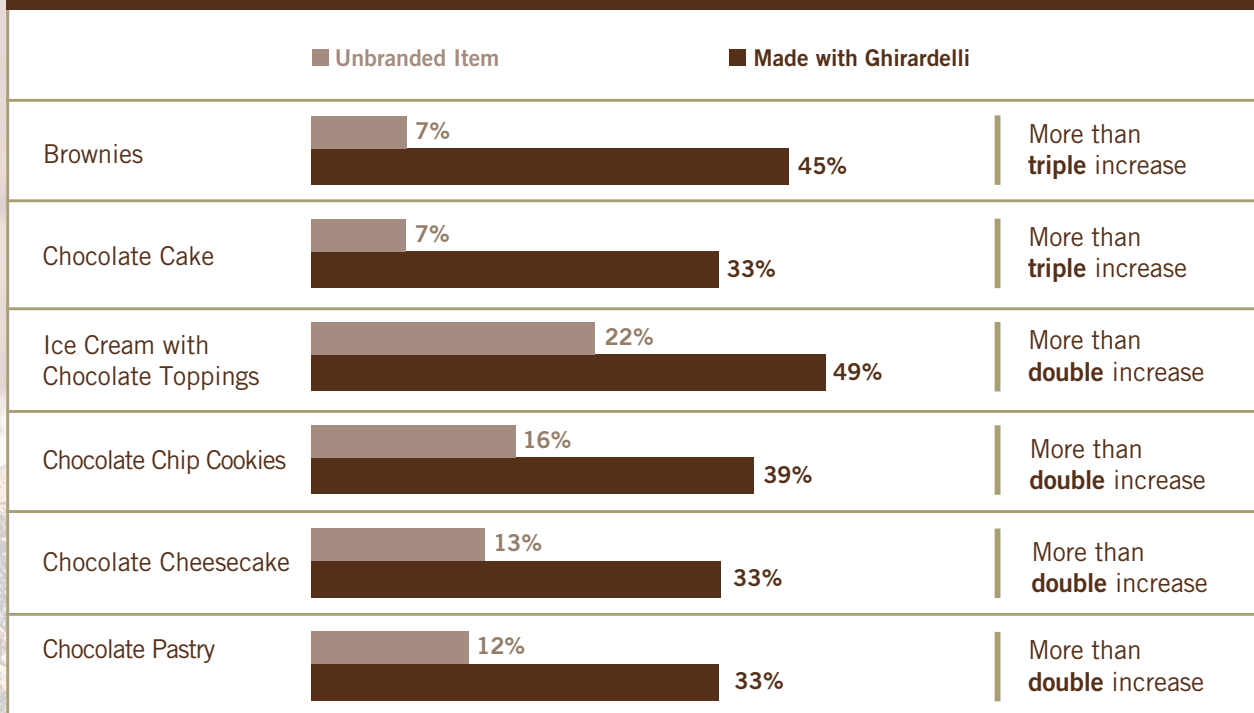


HIGHER-QUALITY PERCEPTION

79% of consumers strongly agree that restaurant's who offer items with Ghirardelli Chocolate have higher-quality products.

GHIRARDELLI BRANDED DESSERTS INCREASE POTENTIAL SALES

Purchase preference increases significantly vs equally priced unbranded item

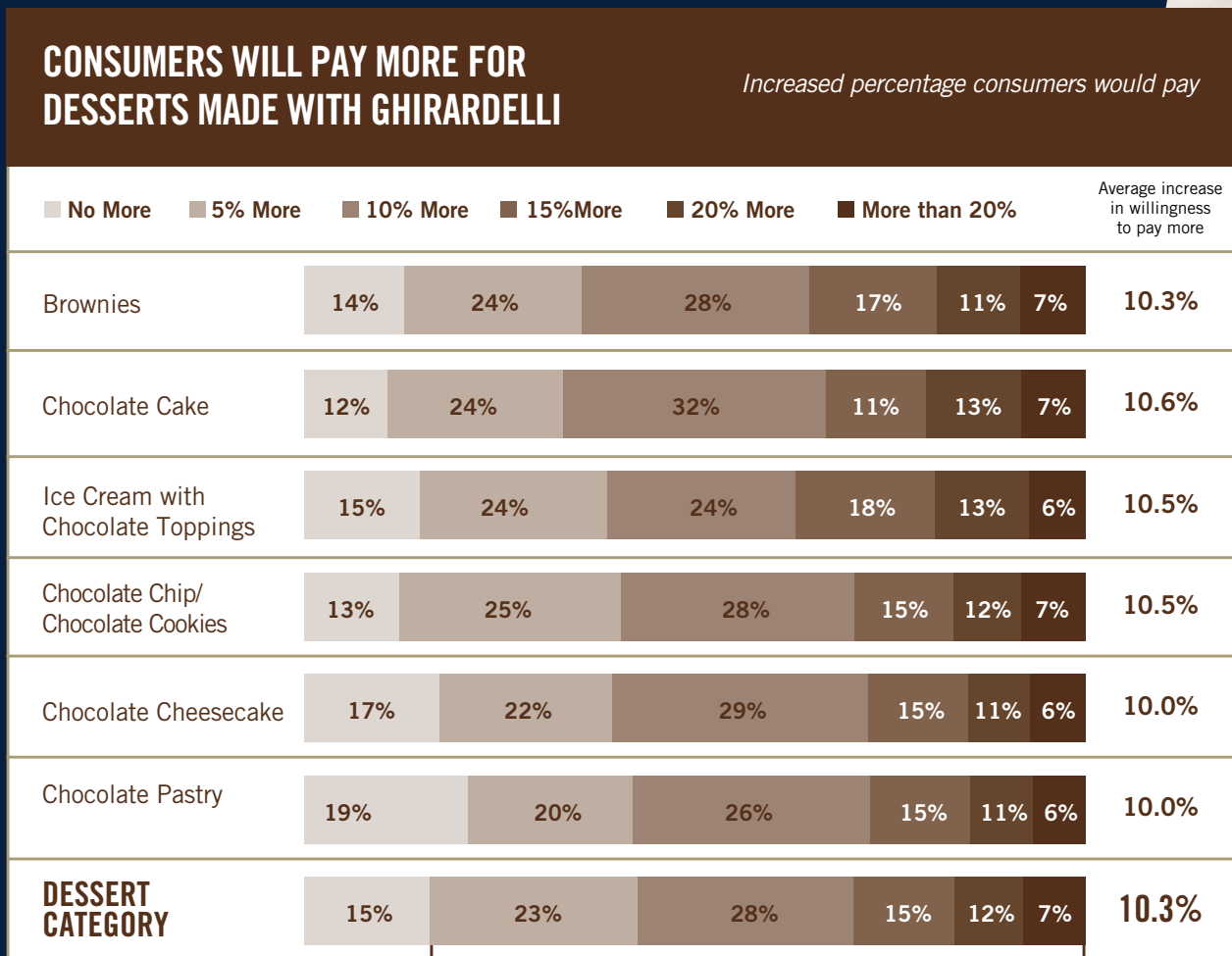


Technomic Ghirardelli Brand Equity Research, 2024



DRIVE SALES GROWTH WITH GHIRARDELLI®

85% of consumers are willing to pay more for desserts made with Ghirardelli.



85% OF CONSUMERS ARE WILLING TO PAY MORE

Technomic Ghirardelli Brand Equity Research, 2024



PREMIUM DESSERT RECIPE

LEMON ALMOND PETIT FOURS

Developed by CIA Consulting, a division of the Culinary Institute of America, as an industry service to Ghirardelli.

Yield: 49 Petit Fours

INGREDIENTS

LEMON ALMOND CAKE:

175 g Butter, Soft
140 g Sugar
140 g Eggs
2 g Almond Extract
14 g Lemon Zest
3.5 g Salt
70 g Almond Flour
140 g All Purpose Flour
4 g Baking Powder
15 g Lemon Juice
63 g Ghirardelli Classic White Chips, chopped
or Ghirardelli Classic White Barista Chips

LEMON-FLAVORED WHITE GANACHE:

300 g Ghirardelli Classic White Chips
12 g Lemon Zest
150 g Cream

WHITE WAFER PETIT FOUR GLAZE:

800 g Ghirardelli White Coating Wafers
70 g Vegetable Oil

PROCEDURE

LEMON ALMOND CAKE:

1. Cream the butter and sugar together until smooth.
2. Add the eggs, almond extract, lemon juice and lemon zest; beat until fluffy.
3. Sift the dry ingredients together, then mix in on low speed.
4. Add the chopped Classic White Chips or Barista Chips.
5. Pour into a greased 8 x 8" cake pan and bake at 325°F in a convection oven for 25-35 minutes or until the cake springs back.
6. Trim the top until even.

LEMON-FLAVORED WHITE GANACHE:

1. Bring the cream and lemon zest to a boil then pour over white chips. Allow to sit for 30-60 seconds, then blend with a stick blender until smooth.
2. Allow to fully set at room temperature for 4 hours or overnight.

WHITE WAFER PETIT FOUR GLAZE:

1. Warm the coating wafers to approximately 115F. Add the oil to combine.

ASSEMBLY & FINISHING:

2. Spread the lemon ganache over the top of the cake in an even layer.
3. Place the cake in the refrigerator to firm the ganache, then cut into 1" squares. Using a fork, dip the cake into the White Wafer petit four glaze.
4. Finish with Coating Wafer stripes or garnishes





GHIRARDELLI

PROGRAM SUMMARY

- Signed agreement is required
- Competitive ingredients not permitted
- Bakery creations should contain a minimum of 20%+ Ghirardelli ingredients by weight (can vary for certain applications) with a recommended target for most brownies and cookies of 25%
- Ghirardelli must approve all items
- **Approved items can be promoted as “Made With Ghirardelli” using the logo**
Approved point of sale signage, on-pack stickers, feature ads, in-store radio, etc. can leverage the Made With Ghirardelli program to drive operator sales growth
- **Ghirardelli will partner with operators and third-party manufacturers to develop products with Ghirardelli ingredients**
- **All proposed products, packaging, and marketing materials must be submitted to Ghirardelli with a minimum of 5 business days lead time to allow for review and any required changes or corrections**
- **Made with Ghirardelli button must be a minimum 1.5 inches wide.**





PROFESSIONAL PRODUCTS LIST



All items are Kosher Dairy certified.

Product Code	Pack Size	Item Name and Description
SWEET GROUND POWDERS		
40975	6/3lb. Can	Dark Chocolate & Cocoa - Sweet Ground Powder
40974	25lb. Box	Dark Chocolate & Cocoa - Sweet Ground Powder
62023	6/3lb. Can	Chocolate & Cocoa - Sweet Ground Powder
62030	10lb. Box	Chocolate & Cocoa - Sweet Ground Powder
62028	30lb. Box	Chocolate & Cocoa - Sweet Ground Powder
62038	6/3.12lb. Can	White Chocolate Flavored - Sweet Ground Powder
62029	10lb. Box	White Chocolate Flavored - Sweet Ground Powder
62031	25lb. Box	White Chocolate Flavored - Sweet Ground Powder
COCOA POWDERS		
62100	6/2lb. Can	Majestic Dutch Processed Cocoa Powder, 20-22% Cocoa Butter Content, pH 8.5
69096	25lb. Box	Majestic Dutch Processed Cocoa Powder, 20-22% Cocoa Butter Content, pH 8.5
69097	50lb. Bag	Majestic Dutch Processed Cocoa Powder, 20-22% Cocoa Butter Content, pH 8.5
69069	25lb. Box	Sunrise Dutch Processed Cocoa Powder, 15-17% Cocoa Butter Content, pH 7.5
69072	25lb. Box	Superior Dutch Processed Cocoa Powder, 10-12% Cocoa Butter Content, pH 6.8
41728	50lb. Bag	Merritas Natural Cocoa Powder, 10-12% Cocoa Butter Content, pH 5.5
SAUCES		
41751	12/16oz.	Sea Salt Caramel Sauce Squeeze Bottle
61282	12/16oz.	Black Label Chocolate Sauce Squeeze Bottle
41748	12/16oz.	Caramel Sauce Squeeze Bottle
41264	12/16oz.	White Chocolate Flavored Sauce Squeeze Bottle

Product Code	Pack Size	Item Name and Description
CHIPS		
40005	10lb. Box	Classic White Barista Mini Chips 10,000 per lb.
41721	2/5lb. Bag	Dark Chocolate Barista Mini Chips 10,000 per lb.
42321	35lb. Box	Dark Chocolate Barista Mini Chips 10,000 per lb.
42059	2/5lb. Bag	Semi-Sweet Chips 1000 per lb.
42246	35lb. Box	Semi-Sweet Chips 1000 per lb.
42322	35lb. Box	Semi-Sweet Chips 2000 per lb.
42245	35lb. Box	Semi-Sweet Chips 4000 per lb.
42247	35lb. Box	52% Cacao Non-Dairy Chocolate Chips 500 per lb
41722	2/5lb. Bag	60% Cacao Chocolate Chips 500 per lb.
42319	35lb. Box	60% Cacao Chocolate Chips 500 per lb.
41723	2/5lb. Bag	72% Cacao Chocolate Chips 650 per lb.
42058	2/5lb. Bag	Milk Chocolate Chips 800 per lb.
42244	35lb. Box	Milk Chocolate Chips 800 per lb.
64104	10lb. Box	Classic White Chips 1000 per lb.
63076	25lb. Box	Classic White Chips 1000 per lb.
CHOCOLATE WAFERS		
41963	2/5lb. Bag	Queen Dark Chocolate Wafers
42317	35lb. Box	Queen Dark Chocolate Wafers
42057	2/5lb. Bag	Stanford Milk Chocolate Wafers
42318	35lb. Box	Stanford Milk Chocolate Wafers
41724	2/5lb. Bag	100% Unsweetened Chocolate Wafers
42320	35lb. Box	100% Unsweetened Chocolate Wafers
COATING WAFERS		
10002636	2/5lb. Bag	NEW Dark Coating Wafers
10002637	2/5lb. Bag	NEW White Coating Wafers

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For more information on our products or to receive samples,
call us at **800.877.9338** or email professionalproducts@ghirardelli.com