

EUROPEAN MARKETS ACADEMY 2026

TUESDAY 17TH FEBRUARY 2026

BEURS VAN BERLAGE, AMSTERDAM



**Become a master in cocoa exporting to the European market as
cocoa producer, cocoa processor or chocolate maker**

INTRODUCTION

EUROPEAN MARKETS ACADEMY 2026

Chocoa 2026: European Markets Academy

Date: February 17, 2026

The program of the 8th edition of the EMA consists of three different tracks: One for cocoa producers, one for cocoa processors and one for chocolate makers. The first part of each program kicks off with a keynote speech on the roller-coaster ride of cocoa prices over time, followed by a panel discussion focusing on food legislation in terms of pesticides and heavy metals, EUDR and navigating compliance for cocoa import, delivered by industry experts and regulatory bodies. The final sessions contain two lectures specific for each track, by seasoned specialists. The afternoon part consists of excursions in or around Amsterdam to visit cocoa and chocolate industry players.

While the lecture content and excursion destinations are tailored to the specific interests of cocoa producers, cocoa derivative processors, international chocolate makers and Trade Fair exhibitors in mind, anyone eager to learn about the relevant regulations and procedures for entering the European market is welcome to attend.

Each EMA participant should register for a specific track before the 16th of January via the Chocoa ticketing page. Please note that track selection is subject to availability. Participants who do not complete their registration by this date will be assigned to a track by the organizing team. After registration you will receive a comprehensive reader, containing speaker profiles, excursion details and a collection of articles to provide valuable background for the presentations. Please note that the working language at the EMA is English and that changes to the programme and excursion destinations may occur.

Given our history of selling out quickly, we strongly recommend early booking to secure your spot for 2026.



GET YOUR TICKETS

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PROGRAM - Track 1, 2 & 3

EUROPEAN MARKETS ACADEMY 2026

Tuesday 17th February 2026

Time	Session	Title
08:00 – 08:30	Welcome	Registration
08:30 – 09:00		Welcome coffee & Networking
09:00 – 09:30	Opening	Opening session of the European Markets Academy 2026
09:30 – 10:10	1 – Keynote	The roller-coaster ride of cocoa prices: Yesterday, today and tomorrow
10:20 – 11:20	2 – Panel	From bean to border
11:30 – 12:30	3 – Breakout sessions per Track - Lecture	
	Track 1 – Cocoa producers	1.1 Agricultural insurance for the farmers 1.2 Risk Management in the cocoa sector
	Track 2 – Cocoa processors	2.1 Market trends - Cocoa in Motion 2.2 Beyond cocoa butter
	Track 3 – Chocolate Makers	3.1 The chocolate recipe evolution... or revolution? 3.2 Sustainability at the heart of chocolate packaging
12:40 – 13:20		Lunch break
13:30 – 17:00	Interactive	Excursions (including transportation)



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PROGRAM - Track 1, 2 & 3

EUROPEAN MARKETS ACADEMY 2026

08:00 Registration, Welcome Coffee & Networking

09:00 Opening Session

Welcome remarks and an introduction to the European Markets Academy, setting the stage for discussions on industry regulations, sustainability and useful tips on cocoa and chocolate production and marketing to enter the European Market.

09:30 Session 1: Keynote Speech - The roller-coaster ride of cocoa prices: Yesterday, today and tomorrow

This keynote explores the evolution of cocoa prices, from historical trends and market shocks to the forces shaping today's volatility and tomorrow's opportunities. It traces how global demand, climate impacts and policy changes have influenced price movements over time, offering a forward-looking perspective on what the future may hold for producers, processors and brokers in the cocoa value chain.

10:10 Cocoa break

10:20 Session 2 – Panel: From Bean to Border

Entering the European market means meeting a growing list of regulations. This session brings together four major experts and two real-life cases, through ANECACAO and Ghana COCOBOD, to guide us through what compliance really means today: from heavy metals and pesticide limits to EUDR deforestation requirements and traceability systems. Gain insights from border control authorities at the Port of Amsterdam and researchers tracking the latest updates on contaminants and sustainability experts. A practical, reality-check session for anyone aiming to trade cocoa into Europe.

11:20 Cocoa break

11:30 Breakout sessions

Three tracks are crafted, and each participant should register for a track (1. Cocoa producers, 2. Cocoa processors or 3. Chocolate Makers) before the 16th of January as mentioned in the introduction of this document.

Participants can choose from a range of focused sessions covering various aspects of cocoa production, compliance and sustainability. Each session (25 min) includes track-specific expert-led discussions and practical insights.

The pages below are detailed descriptions for each selected track, highlighting key topics, focus areas and speakers.



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PROGRAM - Track 1: Cocoa producers

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11:30 Session 1.1: Agricultural insurance for the farmers

How does agricultural insurance help cocoa farmers to manage risk and secure their livelihoods? This session highlights practical solutions and innovative models that promote financial inclusion, resilience and sustainable production among smallholder farmers. Real-world insights will illustrate how insurance can transform challenges into opportunities for cocoa-growing communities.

12:00 Session 1.2: Risk Management in the cocoa sector

The cocoa sector faces a variety of risks that can impact producers, supply chain stakeholders and global markets. Effective price risk management strategies are essential.

12:30 Lunch Break

Participants from each track will come together for a lunch break, providing an excellent networking opportunity to connect, exchange ideas and build valuable relationships over a shared meal.

13:00 Transportation to Excursions

A Chocoa team member will take the participants on a short walk through Amsterdam to the buses that will take you to the excursion location specifically for this track.

14:00 Excursions

In this excursion we will visit a cocoa warehouse and including but not limited to the Port of Amsterdam.

16:00 Return to the Beurs van Berlage

17:00 Arrival at the Beurs van Berlage



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PROGRAM - Track 2: Cocoa processors

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11:30 Session 2.1: Market trends – cocoa in motion

Gain insights into current market trends shaping the global cocoa industry, with a focus on price fluctuations, demand patterns and evolving consumer preferences. Designed for cocoa processors, the session explores how economic factors, sustainability standards and supply chain shifts influence market dynamics and create new opportunities for strategic growth.

12:00 Session 2.2: Beyond Cocoa Butter

With cocoa butter prices reaching record highs, the industry is exploring alternative fats and formulations. This session unpacks the science, market trends and economic impact behind this shift. Learn about the composition and performance of cocoa butter alternatives, their growth in recent years, and what this means for the future of cocoa derivatives. Hear directly from industry experts as they share insights on how these developments are reshaping product innovation and trade dynamics.

12:30 Lunch Break

Participants from each track will come together for a lunch break, providing an excellent networking opportunity to connect, exchange ideas and build valuable relationships over a shared meal.

13:00 Transportation to Excursions

A Chocoa team member will take the participants on a short walk through Amsterdam to the buses that will take you to the excursion location specifically for this track.

14:00 Excursions

In this excursion, participants will have the opportunity to visit a cocoa manufacturing facility in the area of Amsterdam.

16:00 Return to the Beurs van Berlage

17:00 Arrival at the Beurs van Berlage



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PROGRAM - Track 3: Chocolate Makers

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11:30 Session 3.1: The chocolate recipe evolution... or revolution?

As cocoa prices soar, chocolate manufacturers are rethinking their recipes to stay competitive. This session explores how major brands are reducing, replacing or rethinking cocoa in their products. Hear from experts analysing these market trend and discover how innovation and adaptation are shaping the next generation of chocolate on the shelf.

12:00 Session 3.2: Sustainability at the Heart of Chocolate Packaging

Packaging is under the spotlight as new sustainability and circular economy regulations take shape across Europe. This session explores what these changes mean for chocolate makers, both those producing in Europe and those exporting into the European market. Experts will unpack the latest rules on recyclability, labeling and materials, and discuss how packaging choices are becoming a key factor in market access, brand perception and overall compliance.

12:30 Lunch Break

Participants from each track will come together for a lunch break, providing an excellent networking opportunity to connect, exchange ideas and build valuable relationships over a shared meal.

13:00 Transportation to Excursions

A Chocoa team member will take the participants on a short walk through Amsterdam to the buses that will take you to the excursion location specifically for this track.

14:00 Excursions

In this excursion, we will visit a chocolate maker factory at the Amsterdam cocoa harbor, where everything from bean to bar is made in-house. You will learn everything about their sustainable way of working, about the world of chocolate and about the wonderful taste range they have crafted.

16:00 Return to the Beurs van Berlage

17:00 Arrival at the Beurs van Berlage



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