



Global reach  
Local knowledge



# Global cacao producer found the right teammate to grow with in Peru

CEO for the only publicly-listed tropical plantation company in Latin America explains how TMF Group helped them meet their expansion ambitions.

## About the client

United Cacao Limited SEZC (“United Cacao”) is the only publicly-listed pure-play cacao producer globally and currently the only publicly-listed tropical plantation company in Latin America. Through its wholly owned Peruvian operating subsidiary, Cacao del Peru Norte SAC (CDPN), the group seeks to become the world’s largest and lowest cost corporate grower of cacao. In addition, the group has initiated a small farmer out-grower initiative, Programa Alianza Producción Estratégica Cacao (PAPEC), with local communities.

United Cacao is a member of the World Cocoa Foundation, which works to promote a sustainable cacao economy through economic and social development and environmental stewardship in growing communities.

## In our own words

TMF Group was already our partner in Asia, but not in such an extensive way as in Peru today. In 2011, we decided to invest in Peru and immediately found out that we were going to need support: the language difference was an issue, but so was understanding the legal, tax and regulatory environment and, most importantly, we wanted to know how to reduce the risks that are possible when investing in a different country, particularly in Latin America. This is when we knew that extending our partnership with TMF Group was the best option.

## How TMF Group helped us

We are a natural resources business, which means we work in very remote areas and have lots of employees, all of whom expect to be paid promptly! This is already a challenge, so we wanted to make sure that all of our back office tasks like payroll, human resources, tax compliance and CoSec, were taken care of in a timely and efficient manner, and TMF Group is doing that for us. That way we worry less about those processes and focus more on the operational aspects of our businesses.

## In the future

Our business will keep growing in the next five years. We will be able to offer more jobs in areas that suffer from high rates of poverty and to increase our revenues. These means both TMF Group and United Cacao will have a lot of activity in the next several years. The good thing is that TMF Group has proven to have the capability to fulfill our needs and to adapt to the changes, and we have developed a stable relationship. We will continue to grow together.

*“I’m very pleased with TMF Group. They are efficient, action-oriented and great problem solvers. We have grown in the past years and I know we will continue to grow as individual companies and as a team.”*

Dennis Melka  
Chairman & CEO  
United Cacao Limited SEZC

TMF Group provides the following services to United Cacao Limited SEZC:

- Payroll
- Accounting
- Corporate Secretarial
- Human Resources
- Tax Compliance
- Market entry
- Legal representation

 [contact@tmf-group.com](mailto:contact@tmf-group.com)  
 [tmf-group.com](https://www.tmf-group.com)