

## Business Review | Region Americas

# Solid top- and bottom-line performance, investing for growth

Region Americas delivered a solid year. A strong EBIT reflects a favorable product mix and strong operational performance. Investments in capacity expansions will allow for future growth.

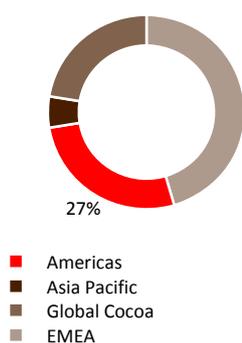
Barry Callebaut's sales volume in Region Americas increased by +6.0% to 549,287 tonnes, well ahead of the overall market growth of +0.7%<sup>1</sup>. Sales revenue rose +3.3% in local currencies (+1.9% in CHF) to CHF 1,701 million. Operating profit (EBIT) for the region was up +9.2% in local currencies (+8.1% in CHF) to CHF 173.4 million, reflecting a favorable product mix and strong operational performance.

Barry Callebaut successfully closed the acquisition of Gertrude Hawk Ingredients, a leading specialties and

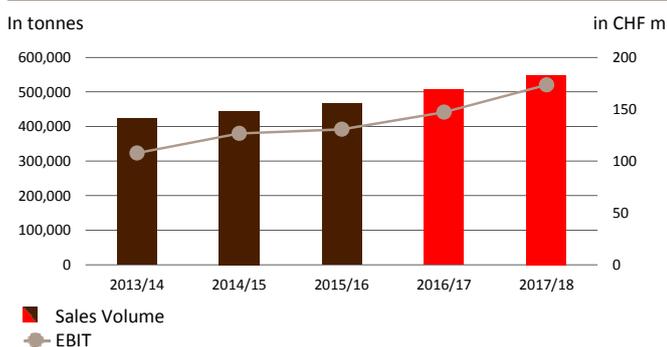
decorations player, in December 2017, and completed several expansions of its existing Americas factories, totaling more than CHF 30 million. The expansions will drive growth by increasing the Group's footprint in the region and enhance its capabilities for value adding specialty products.

<sup>1</sup> Source: Nielsen, Chocolate confectionery sales in volume, from August 2017 to August 2018.

Sales Volume per Region



Sales Volume



15 factories

### Key figures for Region Americas

		Change %		2017/18	2016/17
		in local currencies	in CHF		
Sales volume	Tonnes	6.0%		549,287	518,359
Sales revenue	CHF m	3.3%	1.9%	1,700.6	1,668.7
EBITDA	CHF m	12.9%	11.9%	213.6	191.0
Operating profit (EBIT)	CHF m	9.2%	8.1%	173.4	160.4