

Business Review | Region EMEA

Strong growth continued

Region EMEA (Europe, Middle East, Africa) delivered a volume growth well above the market, and a double-digit EBIT increase.

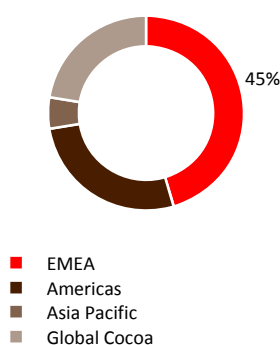
Barry Callebaut's sales volume in Region EMEA increased by +6.8% to 925,144 tonnes while the chocolate confectionery market grew by +1.9%¹. In Western Europe, sales volume growth was strong as a result of good growth within both Food Manufacturers and Gourmet. In EEMEA (Eastern Europe, Middle East, Africa) sales volume recorded a strong double-digit increase driven by Gourmet and Food Manufacturers as well as a diversification of the customer base.

Sales revenue in EMEA was flat at +0.0% in local currencies (+5.9% in CHF) and amounted to CHF 3,073 million. Operating profit (EBIT, recurring) was up +11.2% in local currencies (+18.1% in CHF) to CHF 352.0 million, driven by strong volume growth and a good product mix.

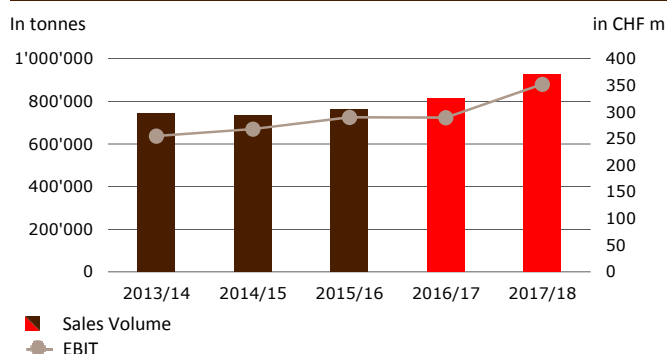
Barry Callebaut successfully closed the acquisition of D'Orsogna Dolciaria, a leading specialties and decorations player, in October 2017. The recently announced acquisition of Inforum in Russia, the world's second largest chocolate confectionery market, and a new long-term supply agreement signed with Burton's Biscuit Company in the UK, one of Europe's largest confectionery markets in volume terms, in September 2018 underline the growth potential in the mostly mature European chocolate and confectionery markets.

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

Sales Volume per Region



Sales Volume



22
factories

Key figures for Region EMEA

		Change %		2017/18	2016/17
		in local currencies	in CHF		
Sales volume	Tonnes	6.8%		925,144	866,498
Sales revenue	CHF m	(0.0%)	5.9%	3,072.5	2,900.2
EBITDA (recurring)	CHF m	12.6%	19.5%	414.3	346.7
Operating profit (EBIT, recurring)	CHF m	11.2%	18.1%	352.0	298.1