



# News Release

---

## **Signing of first outsourcing agreement in South America Barry Callebaut to become long-term supplier of Arcor-Dos en Uno**

- **Barry Callebaut and Arcor-Dos en Uno sign a long-term outsourcing agreement for the manufacture of compound and chocolate products**
- **Barry Callebaut to build a new factory with a capacity of 20,000 tonnes in Santiago de Chile**

*Santiago de Chile/Chile, Zurich/Switzerland, October 23, 2012* – Barry Callebaut AG, the world's leading manufacturer of high-quality cocoa and chocolate products, and Industria de Alimentos dos en Uno S.A., a company of the Arcor Group, a leading manufacturer of sugar confectionery, cookies, chocolate, ice cream and other food products in South America, today announced the signing of a long-term outsourcing agreement.

Under the terms of the agreement, Barry Callebaut will provide Arcor-Dos en Uno with its requirements for outsourced liquid compound and chocolate products. Arcor-Dos en Uno manufactures products for the domestic Chilean market and exports to the Andean region (Peru, Ecuador, Colombia, Uruguay and Paraguay). The parties agreed not to disclose any further terms of the agreement.

As a result of the agreement, Barry Callebaut will invest CHF 13 million (EUR 10.8 million / USD 14 million) for the construction of a new facility in Santiago de Chile (Chile). The production capacity of the facility will be 20,000 tonnes per annum, which will meet Arcor-Dos en Uno's requirements, as well as supplying other regional customers while offering potential for further growth. The facility will be opened in early 2014 and deliveries to Arcor Chile will start immediately thereafter.

Juergen Steinemann, Chief Executive Officer of Barry Callebaut, said: "This is a very important milestone as it is our first long-term outsourcing agreement in South America, which will support Barry Callebaut's business expansion in the region. With our new factory in Santiago de Chile, we continue to expand our manufacturing footprint in South America, in order to tap the region's promising growth potential."

\*\*\*



# News Release

---

**About Arcor Group ([www.arcor.com](http://www.arcor.com)):**

*Arcor is the number 1 food products manufacturer of Argentina. It is the world's leading manufacturer of candies and the main exporter of confectionery of Argentina, Brazil, Chile and Peru. Arcor has 40 manufacturing plants distributed throughout Latin America (29 in Argentina, 5 in Brazil, 4 in Chile, 1 in Mexico and 1 in Peru). It specializes in the production of sugar confectionery, cookies and crackers, chocolates, ice creams and other foodstuff. Bagley Latinoamérica S.A., Arcor and Danone's joint venture for the cookies and crackers, 'alfajores' and cereal bars business was created in 2004. Arcor's daily production volume amounts to 3 million kilograms (6.6 million pounds). The company is present in more than 120 countries worldwide. Currently, Arcor employs 20,000 people and has a turnover of 3.1 billion dollars in 2011. In the chocolate business, Arcor has six industrial units in Latin America. Its products are distributed in more than 100 countries. It has a leadership position in the chocolate market in Argentina with 30 launches per year. Arcor manufactures chocolate bars and confectionery products, children's chocolate, tablets, chocolate candies, bonbons, bite-size chocolates, coated wafers, bars with chocolate and other seasonal products.*

**Barry Callebaut ([www.barry-callebaut.com/](http://www.barry-callebaut.com/)):**

*With annual sales of about CHF 4.6 billion (EUR 3.6 billion/USD 5.0 billion) for fiscal year 2010/11, Zurich-based Barry Callebaut is the world's leading manufacturer of high-quality cocoa and chocolate – from the cocoa bean to the finished chocolate product. Barry Callebaut is present in 27 countries, operates around 40 production facilities and employs a diverse and dedicated workforce of about 6,000 people. Barry Callebaut serves the entire food industry focusing on industrial food manufacturers, artisans and professional users of chocolate (such as chocolatiers, pastry chefs or bakers), the latter with its two global brands Callebaut® and Cacao Barry®. Barry Callebaut is the global leader in cocoa and chocolate innovations and provides a comprehensive range of services in the fields of product development, processing, training and marketing. Cost leadership is another important reason why global as well as local food manufacturers work together with Barry Callebaut. Through its broad range of sustainability initiatives and research activities, the company works with farmers, farmer organizations and other partners to help ensure future supplies of cocoa and improve farmer livelihoods.*

\*\*\*

**Contacts**

**for investors and financial analysts:**

Evelyn Nassar  
Head of Investor Relations  
Barry Callebaut AG  
Phone: +41 43 204 04 23  
[evelyn\\_nassar@barry-callebaut.com](mailto:evelyn_nassar@barry-callebaut.com)

**for the media:**

Raphael Wermuth  
External Communications Manager  
Barry Callebaut AG  
Phone: +41 43 204 04 58  
[raphael\\_wermuth@barry-callebaut.com](mailto:raphael_wermuth@barry-callebaut.com)