

Business Review | Global Cocoa

Further improved profitability

Healthy volume growth and further improved profitability, benefiting from disciplined execution.

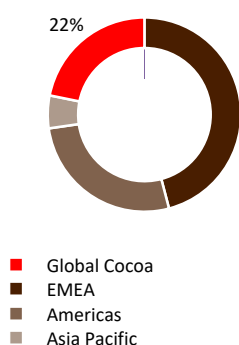
Sales volume in Global Cocoa showed a healthy growth level of +2.4% for the fiscal year under review and amounted to 466,566 tonnes. Sales revenue increased by +11.4% in local currencies (+7.9% in CHF) to CHF 1,948.6 million, supported by, on average, increased cocoa bean prices.

Operating profit (EBIT) improved from CHF 84.8 million in the prior year period to CHF 100.8 million, supported by disciplined execution.

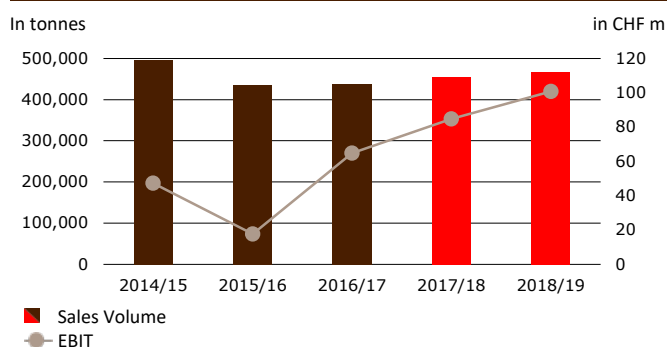
The Group saw strong demand for its Bensdorp branded cocoa powders. Barry Callebaut continued to focus on developing premium cocoa powders and the recent launch of Bensdorp Natural Dark strengthened its position in this segment.

In March 2019, Barry Callebaut inaugurated a new cocoa processing unit in Abidjan, Côte d'Ivoire, which will expand the Group's capacity in the country by +40% by 2022.

Sales Volume per Region



Sales Volume



EBIT



15 factories

Key figures for Global Cocoa

		Change %		2018/19	2017/18
		in local currencies	in CHF		
Sales volume	Tonnes		2.4%	466,566	455,649
Sales revenue	CHF m	11.4%	7.9%	1,948.6	1,805.2
EBITDA	CHF m	13.9%	9.9%	156.8	142.7
Operating profit (EBIT)	CHF m	25.0%	18.9%	100.8	84.8