

Business Review | Region Asia Pacific

Strong growth momentum

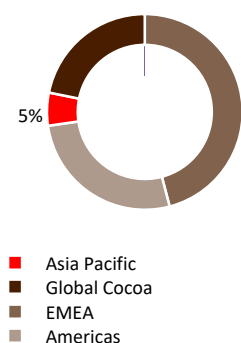
Region Asia Pacific accelerated in the second half of the fiscal year, achieving double-digit volume growth and a strong profitability.

Barry Callebaut’s sales volume growth continued its strong momentum in Region Asia Pacific with an increase of +12.1% to 118,548 tonnes, again significantly ahead of the regional chocolate confectionery market (+7.7%)¹. Growth was fueled by Food Manufacturers, mostly regional accounts, including the ramp-up for Garudafood. Sales revenue increased by +9.9% in local currencies (+10.2% in CHF) to CHF 407.6 million. Operating profit (EBIT) grew slightly ahead of volumes at +13.8% in local currencies (+14.8% in CHF) to CHF 53.5 million. To further fuel growth, the Group deepened its distribution footprint for Gourmet & Specialties in key countries like China.

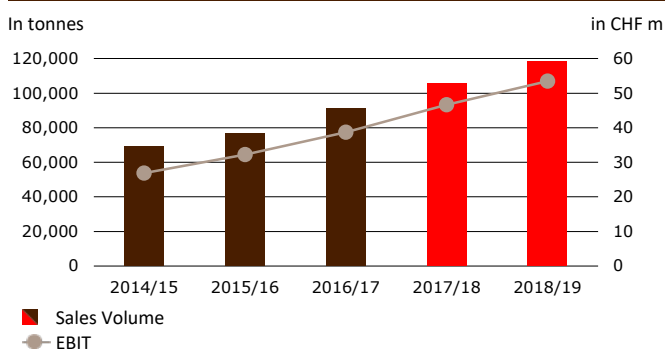
In July 2019, the groundbreaking of Barry Callebaut’s new chocolate and compound manufacturing facility in Baramati, India, one of the fastest growing chocolate markets in Asia, was announced. Barry Callebaut also strengthened its partnership with Garudafood, one of the largest food and beverage companies in Indonesia, by opening its second chocolate manufacturing plant in Rancaek, Indonesia, in August 2019. These transactions, together with ongoing investments in sales and operations, set the base for continued growth.

¹ Source: Nielsen, Chocolate confectionery sales in volume, from August 2018 to August 2019, excluding e-commerce channels.

Sales Volume per Region



Sales Volume



Key figures for Region Asia Pacific

		Change %		2018/19	2017/18
		in local currencies	in CHF		
Sales volume	Tonnes	12.1%		118,548	105,777
Sales revenue	CHF m	9.9%	10.2%	407.6	370.0
EBITDA	CHF m	10.2%	11.1%	63.3	57.0
Operating profit (EBIT)	CHF m	13.8%	14.8%	53.5	46.6