

Business Review | Region EMEA

Strong volume growth and profitability

Region EMEA (Europe, Middle East, Africa) delivered strong volume growth well above the market and a good EBIT growth.

Barry Callebaut’s sales volume in Region EMEA increased by +6.1% to 981,231 tonnes, with a strong acceleration in the second half of the year. The first-time consolidation of Inforum as of February 2019 contributed to the volume increase. The Region’s organic growth of +3.9% was again clearly above the chocolate confectionery market growth (+1.1%)¹. Food Manufacturers continued its healthy sales volume growth in Western Europe, including the ramp-up for Burton’s Biscuit in the UK. Eastern Europe’s organic volume growth continued to be in the double digits. Gourmet maintained its healthy growth. Gourmet & Specialties’ growth was impacted by negative Beverage volume.

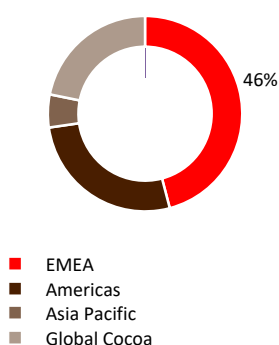
Sales revenue in EMEA increased by +4.7% in local currencies (+0.5% in CHF) to CHF 3,086.8 million.

Operating profit (EBIT) amounted to CHF 359.5 million, an increase of +5.9% in local currencies (+2.1% in CHF), despite the dilutive effect of the consolidation of Inforum.

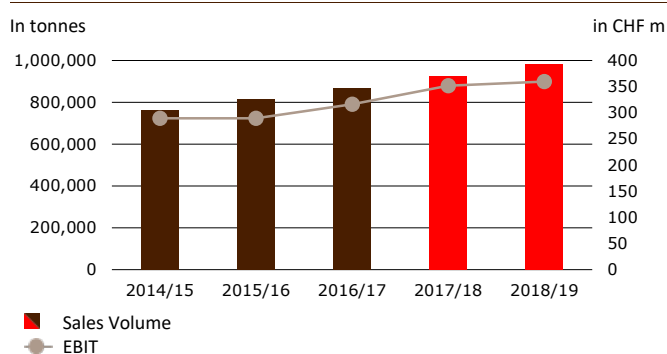
The integration of Inforum, a leading Russian B2B producer of chocolate, compound coatings and fillings, acquired in January 2019, is well on track. In July 2019, Barry Callebaut announced the construction of the Group’s first chocolate factory in Southeastern Europe. The plant in Novi Sad, expected to be operational by 2021, will serve as a regional hub. Also in July 2019, Barry Callebaut announced the expansion of its logistic activities with the construction of a new Global Distribution Center (GDC) in Lokeren, Belgium.

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

Sales Volume per Region



Sales Volume



EBIT



24
factories

Key figures for Region EMEA

		Change %		2018/19	2017/18
		in local currencies	in CHF		
Sales volume	Tonnes		6.1%	981,231	925,144
Sales revenue	CHF m	4.7%	0.5%	3,086.8	3,072.5
EBITDA	CHF m	5.8%	2.0%	422.6	414.3
Operating profit (EBIT)	CHF m	5.9%	2.1%	359.5	352.0