

Business Review | Region Americas

Resilient performance

Region Americas showed resilience both top- and bottom-line thanks to solid volume recovery and robust product mix.

Sales volume in Region Americas declined by -1.4% ¹ to 565,650 tonnes. The resilient performance was based on a solid volume recovery by Food Manufacturers in the fourth quarter, while customers serving the out-of-home channel were still being affected by COVID-19 measures. Gourmet & Specialties' volume declined in the low teens in the fiscal year under review.

Sales revenue amounted to CHF 1,759.5 million, down -1.2% in local currencies (-5.7% in CHF).

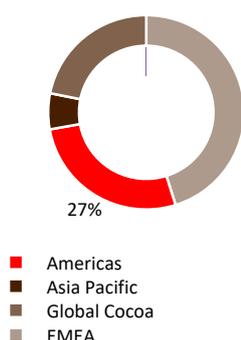
Operating profit (EBIT) amounted to CHF 182.4 million, up $+1.8\%$ in local currencies (-3.7% in CHF), on the back of robust volume and the resilient product portfolio.

Catering to the latest consumer preferences, Barry Callebaut expanded its range of sugar-free, vegan and dairy-free chocolates, cacaofruit products, nuts and fillings. Barry Callebaut continued to grow customer relationships and to leverage its value-adding specialties, decoration & inclusion portfolio.

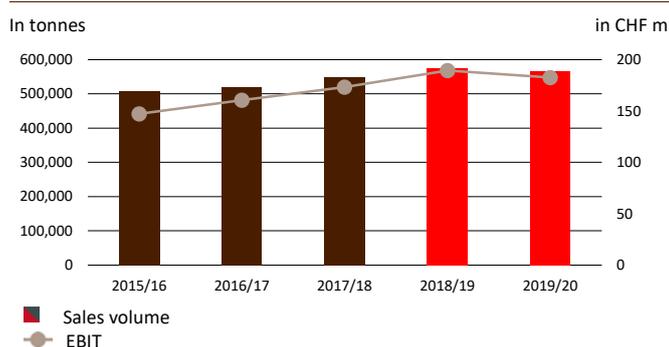
Inspired by new ways of working during the pandemic, Barry Callebaut launched 'BC LIVE' in the United States and Canada. The digital customer events platform allows customers to deep dive into today's chocolate trends and solutions.

1 The underlying chocolate confectionery market growth according to Nielsen does not include e-commerce and only partially reflects the out-of-home and impulse consumption. Volume growth for the period September 2019 to August 2020 in Americas was -2.4% .

Sales volume per Region



Sales volume



EBIT



14 factories

Key figures for Region Americas

		Change %		2019/20	2018/19
		in local currencies	in CHF		
Sales volume	Tonnes		(1.4%)	565,650	573,413
Sales revenue	CHF m	(1.2%)	(5.7%)	1,759.5	1,866.1
EBITDA	CHF m	6.8%	1.3%	235.0	232.0
Operating profit (EBIT)	CHF m	1.8%	(3.7%)	182.4	189.4