

## Business Review | Global Cocoa

# Resilient result

Focus on ‘smart growth’ supported resilient result in a volatile market environment.

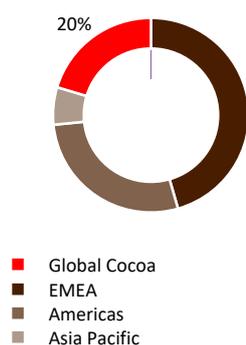
Sales volume in Global Cocoa amounted to 445,719 tonnes, a decline of –2.6% compared to prior year. Sales revenue reached CHF 1,804.8 million, up +6.1% in local currencies (–0.7% in CHF).

The focus on ‘smart growth’ mitigated the impact of the unfavorable market environment, however Operating profit (EBIT) was impacted by higher energy costs in West Africa as well as higher global freight costs. This resulted in an EBIT of CHF 86.5 million, compared to CHF 94.9 million EBIT recurring<sup>1</sup> in prior year. Excluding the above-mentioned additional cost, the EBIT per tonne grew by +4.8% in local currencies (+1.8% in CHF) to CHF 211 (prior year CHF 207).

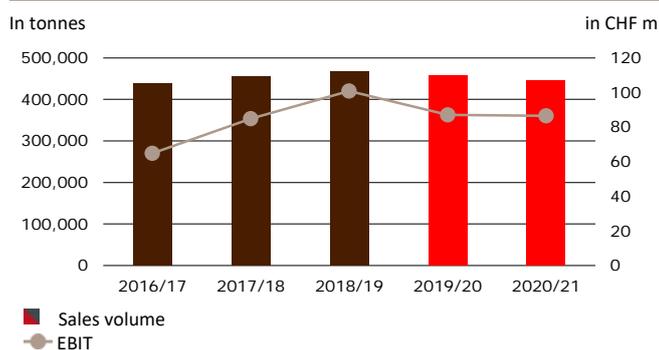
At the Sustainable Food Summit in June 2021, Barry Callebaut's innovative brand Cabosse Naturals won the sustainable ingredients category for upcycling the pulp and peel of the cacaofruit into a range of 100% pure cacaofruit ingredients. In November 2020, Barry Callebaut embarked on an industry-first project to transform cocoa by-products into biochar, which can be used to permanently store carbon, improve soil quality and reduce waste.

1 Prior-year Operating profit (EBIT) recurring, excluding the cost of CHF –7.8 million for the closure of the cocoa factory in Makassar, Indonesia.

Sales volume per Region



Sales volume



EBIT



14 factories

Key figures for Global Cocoa

		Change in %		2020/21	2019/20
		in local currencies	in CHF		
Sales volume	Tonnes		(2.6%)	445,719	457,386
Sales revenue	CHF m	6.1%	(0.7%)	1,804.8	1,817.6
EBITDA	CHF m	2.1%	(0.9%)	156.6	158.1
Operating profit (EBIT)	CHF m	2.5%	(0.7%)	86.5	87.1
Operating profit (EBIT, recurring)	CHF m	(6.0%)	(8.9%)	86.5	94.9