

Business Review | Region Americas

Strong growth and healthy profitability

Outsourcing and strong Gourmet business contributed to growth and profitability.

Sales volume in Region Americas increased by +7.9% to 610,133 tonnes in fiscal year 2020/21, well ahead of the underlying regional chocolate confectionery market (+2.5%)¹. Food Manufacturers continued to grow strongly in particular with large corporate accounts in North America. Gourmet & Specialties' volume continued to accelerate across the Region, leading to clear double-digit growth in the year under review.

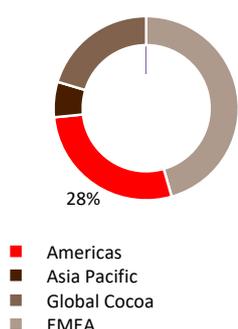
Sales revenue increased by +10.8% in local currencies (+4.0% in CHF) and amounted to CHF 1,830.3 million.

Operating profit (EBIT) increased by +8.4% in local currencies (+2.3% in CHF) to CHF 186.6 million, reflecting the strong volume growth and improving mix.

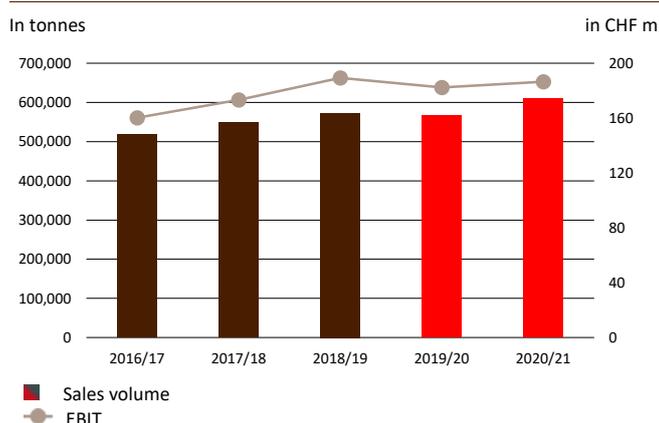
In September 2021, Hershey and Barry Callebaut extended their strategic supply agreement, under which Barry Callebaut will continue to supply Hershey's North American business with chocolate products. The renewal underscores how Barry Callebaut's reliability and premium chocolate expertise make it the partner of choice for leading industry players in the Region. This was also confirmed through the signing of a new significant outsourcing agreement with a large confectionery manufacturer in June 2021.

¹ The underlying chocolate confectionery market growth according to Nielsen volume growth excluding e-commerce – September 2020 to August 2021. Nielsen data only partially reflects the out-of-home and impulse consumption. Data subject to adjustment to match Barry Callebaut's reporting period.

Sales volume per Region



Sales volume



EBIT



14 factories

Key figures for Region Americas

		Change in %		2020/21	2019/20
		in local currencies	in CHF		
Sales volume	Tonnes	7.9%		610,133	565,650
Sales revenue	CHF m	10.8%	4.0%	1,830.3	1,759.5
EBITDA	CHF m	8.0%	2.2%	240.1	235.0
Operating profit (EBIT)	CHF m	8.4%	2.3%	186.6	182.4