

## Business Review | Region Asia Pacific

# Profitable growth momentum continued

New factory and continued expansion supported growth momentum.

In Region Asia Pacific the good growth momentum continued with +8.7% to 138,396 tonnes, despite regionally reinstated COVID-19 restrictions. The underlying regional chocolate confectionery market grew +7.1%<sup>1</sup>. Food Manufacturers' volume growth continued to be broad based. Gourmet & Specialties' volume growth is back in the solid double-digit range, supported by global and local brands.

Sales revenue amounted to CHF 444.0 million, up +15.4% in local currencies (+10.9% in CHF).

Operating profit (EBIT) grew well ahead of volume at +39.5% in local currencies (+33.4% in CHF) to CHF 57.0 million on the back of good growth momentum and improving mix.

In March 2021, the opening of the new factory in Baramati in India, its largest investment in the country to date, was announced. It underlines Barry Callebaut's

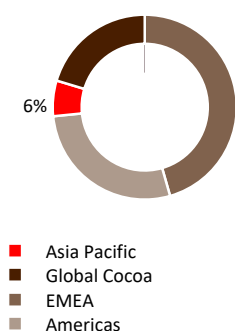
commitment to the world's second most populous country, a confectionery market with great potential.

In February 2021, Barry Callebaut strengthened ties with Garudafood to distribute Van Houten Professional Products in Indonesia, all with 100% sustainably sourced cocoa.

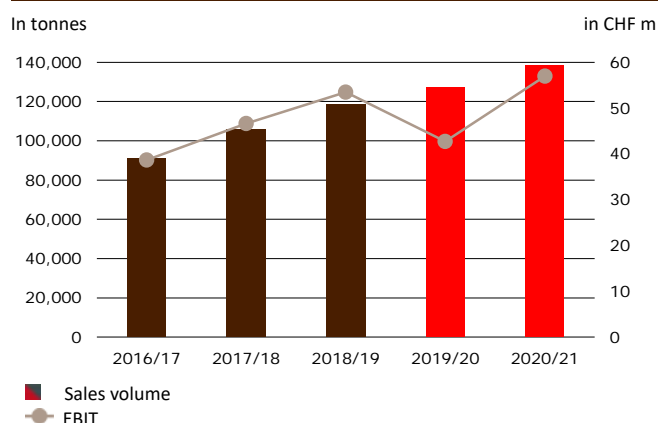
In November 2020, Barry Callebaut opened its fourth office in China, at Shenzhen, to better serve growing customers in South China. The new office in Shenzhen includes a state-of-the-art CHOCOLATE ACADEMY™ Center, the third in China.

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



10 factories

### Key figures for Region Asia Pacific

		Change in %		2020/21	2019/20
		in local currencies	in CHF		
Sales volume	Tonnes		8.7%	138,396	127,306
Sales revenue	CHF m	15.4%	10.9%	444.0	400.2
EBITDA	CHF m	34.1%	28.5%	71.4	55.5
Operating profit (EBIT)	CHF m	39.5%	33.4%	57.0	42.7