

Fiscal Year 2022/23 regional restatements

On September 6, 2023, Barry Callebaut announced its strategic investment program, BC Next Level. As part of this, Barry Callebaut announced the decision to increase its regional footprint from three to five chocolate regions – Western Europe, Central & Eastern Europe, North America, Latin America, and Asia Pacific, Middle East & Africa – as well as Global Cocoa.

Consequently, to enable a relevant comparability in Fiscal Year 2023/24, Barry Callebaut is republishing the Fiscal Year 2022/23 sales volume and sales revenue figures by region as follows (see Appendix):

- 3-Month Sales Figures 2022/23
- Half-Year Sales Figures 2022/23
- 9-Month Sales Figures 2022/23
- Full-Year Sales Figures 2022/23

Reporting from Fiscal Year 2023/24

BC Next Level changes the business model and organizational set-up of Barry Callebaut. It has adjusted the ownership of value creation levers, with an end-to-end operational design that centrally drives manufacturing, supply chain, quality and innovation across the regions and product groups. The new global responsibilities are reflected in our streamlined Executive Committee, encompassing CEO, CFO, President Global Cocoa, Chief Procurement Officer, Chief People & Diversity Officer and Chief Customer Supply & Development Officer. All Chocolate regions report directly to the CEO, who is managing the chocolate business globally.

Barry Callebaut is therefore adjusting its reporting as follows:

- Sales volume and sales revenue will continue to be reported for the 5 chocolate regions, as well as Global Cocoa
- Sales volume and sales revenue will continue to be reported by product group: Food Manufacturers, Gourmet & Specialties and Global Cocoa
- EBIT will be reported at the Group level, Global Chocolate, Global Cocoa and Corporate level. The organizational changes make the former regional Chocolate EBIT analysis no longer valid
- As part of the Next Level transformation journey, Barry Callebaut will continue to report on relevant metrics and information to enable the tracking of progress on execution and delivery of the growth initiatives, cost savings and investments

The new external reporting is based on the internal organizational and management structure, as well as on the internal information reviewed regularly by the Chief Operating Decision Maker. Barry Callebaut's Chief Operating Decision Maker has been identified as the Executive Committee.

Barry Callebaut Investor Relations

Appendix: Restated Global Chocolate regions

FY 2022/23		Global Cocoa	Western Europe	Central and Eastern Europe	North America	Latin America	Asia Pacific, Middle East and Africa	Global Chocolate	Group
Sales Volume									
3-Month	Tonnes	116,340	184,951	73,720	145,888	15,011	42,784	462,354	578,694
Half-Year	Tonnes	227,771	361,976	147,029	275,442	28,590	89,934	902,971	1,130,742
9-Month	Tonnes	345,114	539,726	228,148	418,051	41,689	131,511	1,359,125	1,704,240
Full-Year	Tonnes	467,874	721,737	298,944	564,348	55,399	172,624	1,813,052	2,280,925
Sales revenue									
3-Month	CHF m	476.2	639.2	249.2	544.4	51.2	150.1	1,634.1	2,110.3
Half-Year	CHF m	947.4	1,287.4	514.4	1,015.9	99.0	316.6	3,233.3	4,180.7
9-Month	CHF m	1,424.2	1,941.7	793.9	1,530.3	144.0	457.9	4,867.8	6,292.0
Full-Year	CHF m	2,014.5	2,603.1	1,020.2	2,048.2	188.6	595.9	6,456.0	8,470.5