

## Business Review | Region Asia Pacific

# Continued strong double-digit growth

Region Asia Pacific had another very strong year with double-digit growth, both top- and bottom-line, and a particularly strong performance in China, Japan and Indonesia.

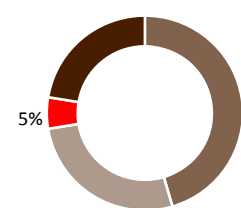
Barry Callebaut's sales volume increase of +16.2% to 105,777 tonnes was again significantly ahead of the regional chocolate confectionery market, which grew by +4.9%<sup>1</sup>. The Group's strong sales performance was supported across the region with particularly good growth in China, Japan and Indonesia. Sales revenue rose by +6.6% in local currencies (+6.4% in CHF) to CHF 370.0 million. Operating profit (EBIT) grew by +20.2% in local currencies

(+20.4% in CHF) to CHF 46.6 million, driven by the strong volume growth and a strong Gourmet business.

Barry Callebaut invested in the expansion of its chocolate production capacity in Singapore.

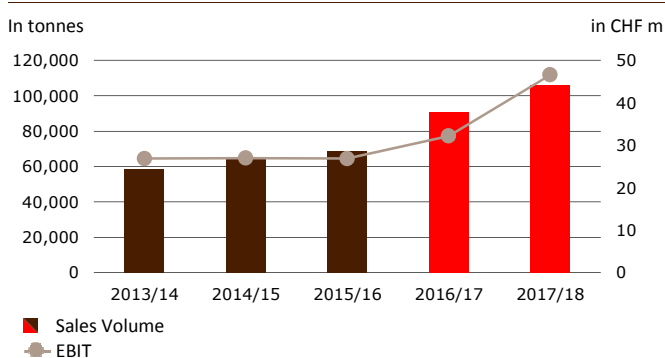
<sup>1</sup> Source: Nielsen, Chocolate confectionery sales in volume, from August 2017 to August 2018.

### Sales Volume per Region



- Asia Pacific
- Global Cocoa
- EMEA
- Americas

### Sales Volume



### EBIT



7 factories

### Key figures for Region Asia Pacific

		Change %		2017/18	2016/17
		in local currencies	in CHF		
Sales volume	Tonnes		16.2%	105,777	91,020
Sales revenue	CHF m	6.6%	6.4%	370.0	347.9
EBITDA	CHF m	19.3%	19.5%	57.0	47.7
Operating profit (EBIT)	CHF m	20.2%	20.4%	46.6	38.7