

Business Review | Region Americas

Healthy growth and strong profitability

Region Americas maintained a healthy growth rate, well above the growth of the chocolate confectionery market. The improved product mix was reflected in a strong EBIT.

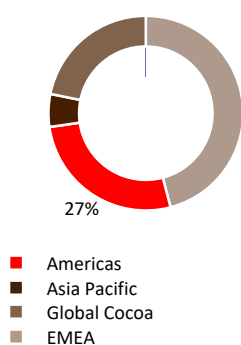
Barry Callebaut’s sales volume in Region Americas increased by +4.4% to 573,413 tonnes, well ahead of the regional chocolate confectionery market growth of +1.4%¹. Growth momentum built over the year and was supported by Food Manufacturers as well as Gourmet.

Sales revenue increased by +8.9% in local currencies (+9.7% in CHF) to CHF 1,866.1 million. Operating profit (EBIT) increased by +9.0% in local currencies (+9.2% in CHF) to CHF 189.4 million, reflecting the healthy growth and the improved product mix.

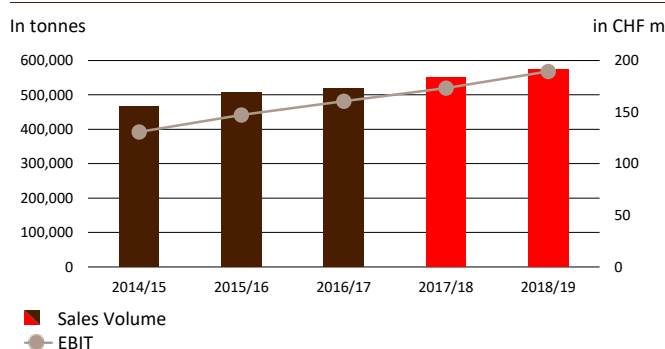
In May 2019, Ruby, the fourth type of chocolate, was officially introduced in the United States, the world’s largest chocolate and confectionery market, and Canada. Barry Callebaut also extended its dairy-free chocolate product portfolio in the United States, tapping into growing customer demand for dairy-free chocolate. To keep serving its customers optimally and to support future growth, the Group accelerated the expansion of its chocolate production capacities in the Region Americas.

¹ Source: Nielsen, Chocolate confectionery sales in volume, from August 2018 to August 2019, excluding e-commerce channels.

Sales Volume per Region



Sales Volume



15 factories

Key figures for Region Americas

		Change %		2018/19	2017/18
		in local currencies	in CHF		
Sales volume	Tonnes	4.4%		573,413	549,287
Sales revenue	CHF m	8.9%	9.7%	1,866.1	1,700.6
EBITDA	CHF m	8.5%	8.6%	232.0	213.6
Operating profit (EBIT)	CHF m	9.0%	9.2%	189.4	173.4