

Continuously expanding capacities and capabilities

To keep serving our customers optimally, we are continuously expanding our capacities and capabilities. Even in the challenging context due to the COVID-19 pandemic, we further built our global footprint in 2020.

We deepened our presence in Latin America by laying in October 2020 the foundation stone for a new cocoa sourcing facility in Duran, Ecuador. With this investment, we intend to seize the opportunities in Ecuador, the world's third largest and fast growing cocoa producing country.

In June 2020, we added a fourth production line to our Senoko plant in Singapore. The new state-of-the-art equipment can produce chocolate blocks of different volumes, all at a high-efficiency rate. The fourth production line marks a significant contribution to the factory's total volume capacity, the

“We are excited about the opportunities associated with Ecuador cocoa bean production.”

Steven Retzlaff, President Global Cocoa

#1 industrial chocolate factory in Singapore in volume and our biggest chocolate factory in the Region Asia Pacific. The continued expansion of the 23-year-old factory reaffirms our long-term commitment to Singapore and further enables us to meet increasing demand.

To accelerate growth in the two still largely captive markets of Australia and New Zealand, we signed an agreement in May 2020, which we closed in July 2020, to acquire GKC Foods (Australia), a producer of chocolate, coatings and fillings, serving many consumer chocolate brands. This strategic acquisition gives us a direct presence in the growing Australian market and local manufacturing capacity. With this acquisition in Australia, we now produce on five continents!

Earlier this year, we entered into a long-term outsourcing agreement with a leading Australian snacking company, to supply them with 100% sustainable chocolate. The agreement shows how our expansion “Down Under” empowers us to expand our position in the industrial chocolate market and leverage our value-adding Gourmet & Specialties business in Australia and New Zealand.



Investing in Ecuador:

3rd-largest

cocoa growing
country globally

From left: **Ivan Ontaneda**,
Minister of Production, Foreign Trade,
Investments and Fisheries,
Angela Gubser, Managing Director
Barry Callebaut Ecuador



The revamped CHOCOLATE ACADEMY™ Center in Banbury, UK.

Both markets have an average chocolate consumption of about 5 kilograms per capita¹, the highest per-capita chocolate consumption in Region Asia Pacific.

In Region EMEA, we signed in May 2020 an agreement with a large chocolate confectionery manufacturer in Eastern Europe, for the long-term supply of compound and chocolate. We provide the manufacturer with access to profound chocolate and compound expertise as well as with insights into fast-moving consumer trends.

Together, we will develop various additions to their current portfolio, thanks to our unmatched innovation capabilities. The ramp-up of deliveries starts in the first quarter of fiscal year 2020/21.

In January 2020, we inaugurated the revamped CHOCOLATE ACADEMY™

“We are accelerating the engagement with our customers across five continents.”

Antoine de Saint-Affrique, CEO

1 Euromonitor’s Chocolate Confectionery Market in Australia 2019.

Acquisition in Australia: Now producing on 5 continents!

Center in Banbury, UK, continuing our growth story in one of Europe's biggest chocolate confectionery markets in volume terms. The revamped CHOCOLATE ACADEMY™ Center in Banbury offers our customers, artisans and professional chocolatiers as well as global and local food manufacturers, state-of-the-art facilities where they can, together with our chefs, unleash their creativity and leverage the power of our brands and innovation.

We are accelerating the engagement with our customers – across five continents –, finding creative new ways to help our customers thrive in challenging COVID-19 times.



In the factory of GKC Foods (Australia), a producer of chocolate, coatings and fillings.