

Business Review | Region Americas

Smart growth leading to double-digit EBIT increase

Region Americas continued its strong growth trajectory and reached a new record volume of 649,389 tonnes, up +6.4%, clearly ahead of the underlying regional chocolate confectionery market (+0.7%)¹⁰.

Food Manufacturers' growth was broad based and supported by the ongoing trend toward 'better-for-you' products. Gourmet & Specialties continued to show strong growth.

Sales revenue increased by +16.2% in local currencies (+19.7% in CHF) and amounted to CHF 2,190.2 million.

Operating profit (EBIT) recurring¹¹ grew well ahead of the volume at +14.8% in local currencies (+18.5% in CHF) and amounted to CHF 221.0 million, benefiting from a strong segment and margin-accretive product mix.

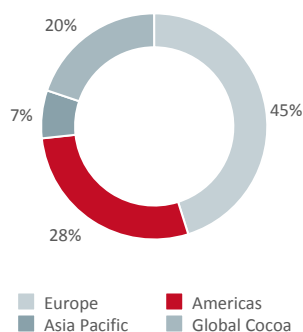
In September 2022, the Group deepened its presence in Canada by celebrating the groundbreaking of a new factory in Brantford, Ontario. Upon completion, the site will specialize in sugar-free, high protein, and other specialty chocolate products, further boosting the long-term growth of Barry Callebaut in North America.

Factories

14

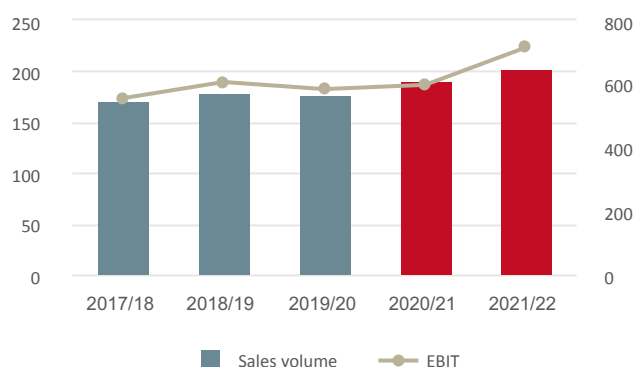


Sales volume per Region



EBIT reported

in CHF m



Sales volume

in thousand tonnes

Key Figures for Region Americas

		Change in %		2021/22	2020/21
		In local currencies	In CHF		
Sales volume	Tonnes		6.4 %	649,389	610,133
Sales revenue	CHF m	16.2 %	19.7 %	2,190.2	1,830.3
EBITDA	CHF m	13.5 %	16.9 %	280.6	240.1
Operating profit (EBIT)	CHF m	16.0 %	19.8 %	223.5	186.6
Operating profit (EBIT, recurring) ¹¹	CHF m	14.8 %	18.5 %	221.0	186.6

¹⁰ Source: Nielsen volume growth excluding e-commerce – September 2021 to August 2022, 5 countries. Data subject to adjustment to match Barry Callebaut's reporting period. Nielsen data only partially reflects the out-of-home and impulse consumption.

¹¹ Please refer to page 175 for the detailed recurring results reconciliation.