

Business Review | Region Asia Pacific

Double-digit top and bottom-line growth continues

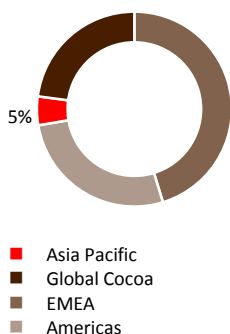
Region Asia Pacific had a very strong year with double-digit growth, fueled by the execution of GarudaFood long-term supply agreement, and solid growth of Food Manufacturers and Gourmet & Specialties.

Sales volume in Region Asia Pacific rose by +19.1% to 91,020 tonnes. In contrast, the chocolate market in the region grew by +3.1%¹. The Group’s above-market development was fuelled by fast growth in countries such as China and Indonesia, both in Gourmet and in Food Manufacturers. The latter was supported by the ramp-up

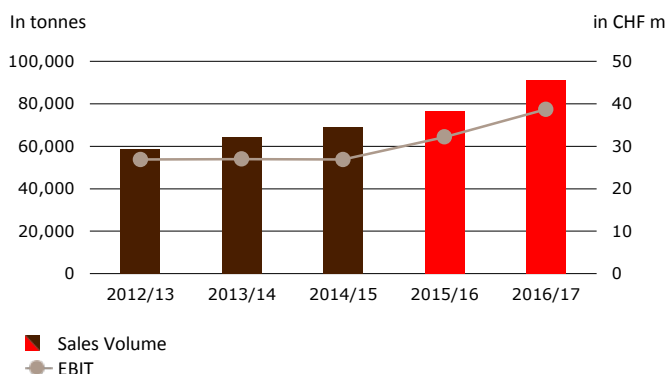
of the long-term supply agreement with GarudaFood in Indonesia. Sales revenue rose by +12.7% in local currencies (+13.4% in CHF) to CHF 347.9 million. Operating profit (EBIT) grew by +20.2% in local currencies (+20.2% in CHF), driven by volume and a strong Gourmet business.

¹Source: Nielsen, August 2016–September 2017.

Sales Volume per Region



Sales Volume



EBIT



Key figures for Region Asia Pacific

		Change %		2016/17	2015/16
		in local currencies	in CHF		
Sales volume	Tonnes	19.1%		91,020	76,443
Sales revenue	CHF m	12.7%	13.4%	347.9	306.8
EBITDA	CHF m	19.8%	19.7%	47.7	39.9
Operating profit (EBIT)	CHF m	20.2%	20.2%	38.7	32.2