

## Business Review | Region Americas

# Solid performance, strong margin improvement

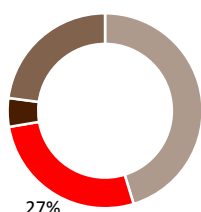
Region Americas delivered a solid year with very strong profitability and double-digit volume growth in Brazil and the Andean region.

In Region Americas, sales volume increased by +2.2% to 518,359 tonnes, whereas the chocolate confectionery market grew by +0.6%<sup>1</sup>. There was good momentum in emerging markets, with double-digit volume growth in Brazil and the Andean region. Sales revenue rose +1.5% in local currencies (+2.8% in CHF) to CHF 1,668.7 million. Operating profit (EBIT) was up +9.2% in local currencies (+9.0% in CHF), as a consequence of a positive product mix and further cost leverage in the region.

Barry Callebaut also made significant investments in the US for additional manufacturing capacity, for example at its factories in California and Illinois, and has also opened a new warehouse in Pennsylvania. In addition, Barry Callebaut announced the acquisition of Gertrude Hawk Ingredients in October 2017. All these investments place the company in an even better position to capture future growth.

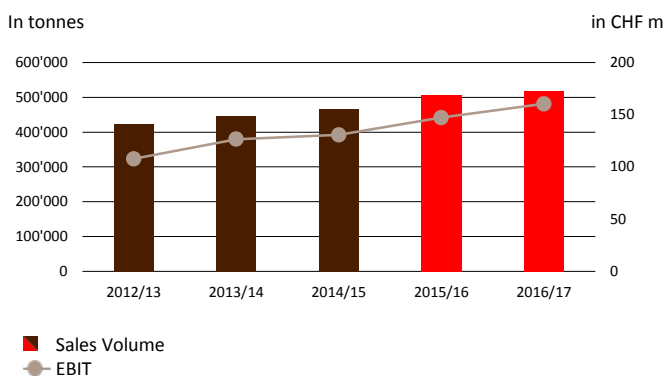
<sup>1</sup>Source: Nielsen, August 2016–September 2017.

Sales Volume per Region



- Americas
- Asia Pacific
- Global Cocoa
- EMEA

Sales Volume



EBIT



**13**  
factories

### Key figures for Region Americas

		Change %		2016/17	2015/16
		in local currencies	in CHF		
Sales volume	Tonnes		2.2%	518,359	507,008
Sales revenue	CHF m	1.5%	2.8%	1,668.7	1,622.9
EBITDA	CHF m	8.0%	8.1%	191.0	176.6
Operating profit (EBIT)	CHF m	9.2%	9.0%	160.4	147.2