

Business Review | Region Asia Pacific

Solid top- and bottom-line growth

The Region had a good year driven by national corporate accounts and a double-digit increase in Gourmet, now further supported with the opening of our Tokyo CHOCOLATE ACADEMY center.

Chocolate markets across Asia Pacific were basically flat at -0.3% ¹.

Barry Callebaut's sales volume growth in Region Asia Pacific made headway against the market, rising by 7.2% to 68,984 tonnes. Growth was mainly driven by national accounts in Food Manufacturers and a double-digit increase in Gourmet. Barry Callebaut is proud to have signed the first outsourcing agreement in Southeast Asia with GarudaFood Group, one of the largest food and beverage companies in Indonesia, for the delivery of an important part of their compound chocolate requirements. This deal builds on the stronger credibility of Barry Callebaut as a business partner in Asia as well as greater presence and

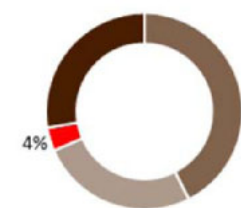
knowledge in the region following the acquisition of the cocoa business from Petra Foods.

Sales revenue increased by 11.2% in local currencies (8.3% in CHF) and came in at CHF 269.8 million, fueled by higher sales volume and higher cocoa bean prices.

Ongoing investments in sales and marketing capabilities to build the company's business in this emerging region, including the new CHOCOLATE ACADEMY center in Tokyo, led to a somewhat slower EBIT growth compared to volume growth. Nonetheless, the operating profit EBIT increased 5.9% in local currencies (-0.4% in CHF) to CHF 26.9 million.

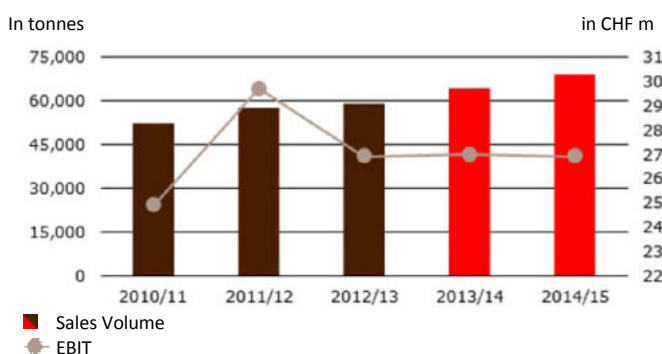
¹Source: Nielsen, September 2014 – August 2015

Sales Volume per Region



- Asia Pacific
- Global Cocoa
- Europe
- Americas

Sales Volume



EBIT



5 factories

Key figures for Region Asia Pacific

		Change %		2014/15	2013/14
		in local currencies	in CHF		
Sales volume	Tonnes		7.2%	68,984	64,322
Sales revenue	CHF m	11.2%	8.3%	269.8	249.1
EBITDA	CHF m	5.3%	0.6%	33.9	33.7
Operating profit (EBIT)	CHF m	5.9%	(0.4%)	26.9	27.0