

| Company                       | Upcoming Release Date                                    | Latest Results   |
|-------------------------------|--|--|
| <b>Barry Callebaut</b>        | Half-Year Results, Fiscal Year 2019/20<br>Apr 16th, 2020 | <p><a href="#">First Quarter Fiscal Year 2019/20</a> - Jan 22nd 2020</p> <ul style="list-style-type: none"> <li>Sales revenue was up +8.2% (in CHF), with sales volume up +8.2% (+6.3% Organic).</li> <li>Strong sales volume growth in EMEA (+8.7%), Americas (+3.3%) and Asia (+21.8%).</li> <li>EMEA reported strong performance, boosted by the integration of Inforum (Russian chocolate producer) as of Feb-19.</li> <li>The Gourmet unit saw sales volume up +2.4%.</li> </ul>  |
| <b>Mondelēz International</b> | Q1 2020 Financials<br>Estimated late Apr, 2020           | <p><a href="#">2019 Results</a> - Jan 29<sup>th</sup>, 2020</p> <ul style="list-style-type: none"> <li>Organic Net Revenue grew 4.1% with balanced volume/mix and pricing, strong performance in both emerging and developed markets</li> <li>Continued positive organic net revenue growth across all regions (Europe +3.7%, AMEA +5.3%, LATAM +7.8% and N. America +2.2%).</li> <li><i>"We deliver consistent execution in chocolate and seasonals throughout the year and the strong execution resulted both in share gains, particularly in our chocolate business and good category growth".... "UK, India and Russia chocolate, where our renewed marketing bundles on both global and local brands capital, coupled with sales excellence drove substantial value for the category."... "In chocolate, our business grew 5.8%" (<a href="#">2019 Results earnings call transcript</a>)</i></li> </ul> |
| <b>Lindt &amp; Sprüngli</b>   | 2019 Results<br>Mar 3rd, 2020                            | <p><a href="#">2019 Sales Report</a> - Jan 14th, 2020</p> <ul style="list-style-type: none"> <li>Organic sales growth at +6.1% (Europe +6.2%, N. America +5.4%, RoW +7.6%)</li> <li>Plans to close 50 stores in the US in low-traffic outlet malls</li> <li>Chocolate industry 'likely' to increase prices in 2021 due to higher input costs including the West African Premium on cocoa bean prices</li> </ul>  |
| <b>Nestle</b>                 | 2020 Three-month sales<br>Apr 24th, 2020                 | <p><a href="#">2019 Results</a> - Feb 13th, 2020</p> <ul style="list-style-type: none"> <li>Total sales increased +1.2%, with organic growth of +3.5% (real internal growth +2.9% and pricing +0.6%).</li> <li>The confectionery category (organic growth +1.9%) maintained good momentum with strong growth particularly for KitKat in EMENA. SE Asia also posted good growth with Milo growing at double digit rates.</li> </ul>   |
| <b>The Hershey Company</b>    | Q1-20 Financials<br>Expected late Apr, 2020              | <p><a href="#">2019 Results</a> - Jan 30th, 2019</p> <ul style="list-style-type: none"> <li>Consolidated net sales of \$7,986.3 million in 2019, an increase of 2.5%. Organic, constant currency net sales increased 1.8%.</li> <li>N. America sales increased +3.8% in QIV (volume +2.7%); whilst sales in International and Other markets were up +5.8% in QIV (volume +5.3%). The 2020 outlook is for net sales to increase by +2.0%/+4.0%.</li> </ul>  |
| <b>Olam</b>                   | QIV-19 Results Briefing<br>Estimated late Feb, 2020      | <p><a href="#">QIII-19 Results Briefing</a> - Nov 13<sup>th</sup>, 2019</p> <ul style="list-style-type: none"> <li>Revenue in the Confectionery and Beverage Ingredients' division was reported down -7.3% due to lower coffee prices and lower cocoa volumes. Improvement in cocoa supply chain and processing operations.</li> </ul>   |
| <b>AAK</b>                    | Q1-20 Results<br>April 24th, 2020                        | <p><a href="#">QIV-19 Results</a> - Jan 30th, 2020</p> <p>QIV-19 Chocolate Area &amp; Confectionery Fats volume: 116k MT (116k MT a year ago).</p> <p><a href="#">Quarterly Chart</a></p>  |
| <b>Cargill</b>                | Fiscal QIII-20 Results<br>Estimated end March 2020       | <p><a href="#">Fiscal QII-20 Results</a> - Jan 7th, 2020</p> <ul style="list-style-type: none"> <li>Adjusted operating earnings at \$1.02bn, +19% including gains from divesting Cargill's malt business and financial subsidiary, CarVal Investors</li> <li>Strong product deliveries kept cocoa and chocolate results near even with last year</li> </ul>  |