

Company	Upcoming Release Date	Latest Results
Barry Callebaut	3-month Key Sales Figures, Fiscal Year 2019/20 Jan 22 nd , 2020	<p>Full-year Results 2018/19 - Nov 6th, 2019</p> <ul style="list-style-type: none"> Sales revenue was up +5.2% (in CHF), with sales volume up +5.1%. Strong sales volume growth in EMEA (+6.1%), Americas (+4.4%) and Asia (+12.1%). EMEA reported strong performance in the second half of the year and also the consolidation of Inforum (Russian chocolate producer) as of Feb-19. The Gourmet unit saw sales volume up +5.3%.
Mondelēz International	2019 Results Estimated late Jan, 2020	<p>QIII-19 Results - Oct 29th, 2019</p> <ul style="list-style-type: none"> QIII-19 sales grew +1.1% helped by strong organic net revenue growth of +4.2% (vol/mix +2.1pp and pricing +2.1pp). Continued positive organic net revenue growth across all regions (Europe +5.0%, AMEA +5.3%, LATAM +4.3% and N. America +2.5%). Chocolate reported sales up +6.4% helped by growing sales in the UK, Australia and Russia. (QIII-19 earnings call transcript)
Lindt & Sprüngli	2019 Sales Jan 14 th , 2020	<p>Half-year Results 2019 - Jul 23rd, 2019</p> <ul style="list-style-type: none"> Organic sales growth at +6.2% (Europe +5.0%, N. America +7.2%, RoW +8.3%) Strong results in Western Europe (UK, Austria, Germany, Switzerland, Scandinavia) and Eastern Europe (Poland, Russia). Lindt USA and Ghirardelli reported growth and market share gains while the Russell Stover business saw a sales plus for the first time in years.
Nestle	2019 Full-year Results Feb 13 th , 2020	<p>2019 Nine-month Sales - Oct 17th, 2019</p> <ul style="list-style-type: none"> Total sales increased +2.9%, with organic growth of +3.7% (real internal growth +3.0% and pricing +0.7%). The confectionery category reported continued positive momentum, especially Kit Kat with double digit growth in EMENA and good performance in Southeast Asia, Japan and Brazil.
The Hershey Company	QIV-19 and Full-Year Results Expected late Jan, 2020	<p>QIII-19 Results - Oct 24th, 2019</p> <ul style="list-style-type: none"> Net sales grew +2.6% (acquisitions/divestitures +1.2pp, volume +0.5pp, price +1.1pp and currency -0.2pp). N. America sales increased +2.7%; whilst sales in International and Other markets were up +1.8% helped by increasing sales of +3.2% in its focus markets (Mexico, Brazil, India and China).
Olam	QIV-19 Results Briefing Estimated late Feb, 2020	<p>QIII-19 Results Briefing - Nov 13th, 2019</p> <ul style="list-style-type: none"> 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.
AAK	QIV-19 Results Estimated Early Feb 2020	<p>QIII-19 Results - Oct 24th, 2019</p> <ul style="list-style-type: none"> QII-19 Chocolate Area & Confectionery Fats volume: 116k MT (115k MT a year ago). <p>Quarterly Chart</p>
Cargill	Fiscal QII-20 Results Estimated late December, 2019	<p>Fiscal QI-20 Results – Sep 26th, 2019</p> <ul style="list-style-type: none"> Net income is reported up +3%. The cocoa and chocolate business reported a softening cocoa market across various regions and higher operating costs in chocolate in North America.