

Company	Upcoming Release Date		Latest Results
<b>Barry Callebaut</b>	Full-year Results 2018/19	Nov 6 <sup>th</sup> , 2019	<p><a href="#">9-month Key Sales Figures 2018/19</a> - Jul 11<sup>th</sup>, 2019</p> <ul style="list-style-type: none"> <li>Sales revenue was up +5.7% (in CHF), with sales volume up +5.0%.</li> <li>Strong sales volume growth in EMEA (+5.3%), Americas (+6.0%) and Asia (+10.1%).</li> <li>Growth in EMEA was supported by strong results in Western and Eastern Europe; whilst Americas saw positive momentum in the Gourmet &amp; Specialties division.</li> <li>The Gourmet unit reported sales volume up +1.6% in Mar/May.</li> </ul>
<b>Mondelēz International</b>	2019 Results	Estimated late Jan, 2020	<p><a href="#">QIII-19 Results</a> - Oct 29<sup>th</sup>, 2019</p> <ul style="list-style-type: none"> <li>QIII-19 sales grew +1.1% helped by strong organic net revenue growth of +4.2% (vol/mix +2.1pp and pricing +2.1pp).</li> <li>Continued positive organic net revenue growth across all regions (Europe +5.0%, AMEA +5.3%, LATAM +4.3% and N. America +2.5%).</li> <li>Chocolate reported sales up +6.4% helped by growing sales in the UK, Australia and Russia.</li> <li><a href="#">(QIII-19 earnings call transcript)</a></li> </ul>
<b>Lindt &amp; Sprüngli</b>	2019 Sales	Jan 14 <sup>th</sup> , 2020	<p><a href="#">Half-year Results 2019</a> - Jul 23<sup>rd</sup>, 2019</p> <ul style="list-style-type: none"> <li>Organic sales growth at +6.2% (Europe +5.0%, N. America +7.2%, RoW +8.3%)</li> <li>Strong results in Western Europe (UK, Austria, Germany, Switzerland, Scandinavia) and Eastern Europe (Poland, Russia).</li> <li>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.</li> </ul>
<b>Nestle</b>	2019 Full-year Results	Feb 13 <sup>th</sup> , 2020	<p><a href="#">2019 Nine-month Sales</a> - Oct 17<sup>th</sup>, 2019</p> <ul style="list-style-type: none"> <li>Total sales increased +2.9%, with organic growth of +3.7% (real internal growth +3.0% and pricing +0.7%).</li> <li>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.</li> </ul>
<b>The Hershey Company</b>	QIV-19 and Full-Year Results	Expected late Jan, 2020	<p><a href="#">QIII-19 Results</a> - Oct 24<sup>th</sup>, 2019</p> <ul style="list-style-type: none"> <li>Net sales grew +2.6% (acquisitions/divestitures +1.2pp, volume +0.5pp, price +1.1pp and currency -0.2pp).</li> <li>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).</li> </ul>
<b>Olam</b>	QIII-19 Results Briefing	Estimated early Nov, 2019	<p><a href="#">QII-19 Results Briefing</a> - Aug 14<sup>th</sup>, 2019</p> <ul style="list-style-type: none"> <li>Revenue in the Confectionery and Beverage Ingredients' division decreased -9.5% due lower coffee prices and lower sales volumes.</li> </ul>
<b>AAK</b>	QIV-19 Results	Estimated Early Feb 2020	<p><a href="#">QIII-19 Results</a> - Oct 24<sup>th</sup>, 2019</p> <ul style="list-style-type: none"> <li>QII-19 Chocolate Area &amp; Confectionery Fats volume: 116k MT (115k MT a year ago).</li> </ul> <p><a href="#">Quarterly Chart</a></p>
<b>Cargill</b>	Fiscal QII-20 Results	Estimated late December, 2019	<p><a href="#">Fiscal QI-20 Results</a> – Sep 26<sup>th</sup>, 2019</p> <ul style="list-style-type: none"> <li>Net income is reported up +3%.</li> <li>The cocoa and chocolate business reported a softening cocoa market across various regions and higher operating costs in chocolate in North America.</li> </ul>