

### ++ GROWTH IN SALES AT BARRY CALLEBAUT

The Barry Callebaut Company, Zurich, Switzerland, has published their results for the fiscal year 2009/10. In the last fiscal year (ending August 31) the company increased their sales volume by 7.6% to 1.305 million tons. According to their press release, the product group of Gourmet & Specialties accelerated the fast sales volume growth with an increase of 17.3%. In local currencies, sales revenue grew strongly by 11.3% (+6.8% in CHF) and reached CHF 5,213.8m (approximately EUR 3,847m). The strong operating profit (EBIT) growth in local currencies was 7.9%; in CHF, the increase was 5.6%, up to CHF 370.4m (ca. EUR 273.3m). As a result of lower financing costs, net profit grew even faster than EBIT; it rose to CHF 251.7m (about EUR 185.7m), or +13.5% in local currency (+10.9% in CHF). The press release reports that the strong Swiss franc – Barry Callebaut's reporting currency – had an unfavorable impact on sales revenue, operational profit (EBIT) and net profit. Juergen Steinemann, CEO of Barry Callebaut, said, "Our growth strategy based on the three pillars of expansion, innovation and cost leadership, together with our robust business model, have allowed us to cope well with all these market challenges."

[www.barry-callebaut.com](http://www.barry-callebaut.com) +++

### ++ SYMRISE TO INCREASE SALES IN Q3

Following the dynamic development of business in the first half of the year, the Symrise AG Company from Holzminden, Germany, continued to benefit from the economic recovery in important markets in the third quarter. According to the company's press release, Symrise has seen sales grow by 16.4% to EUR 1.208bn during the nine month period of the current year. The Group EBITDA rose 40% to EUR 267.7m and the EBITDA margin improved from 18.4% to 22.2%. The Asian region was the most important growth engine with an increase in sales of 23%. They go on to report that Latin America accounted for the second highest growth rate of 19%. Symrise is

a global supplier of fragrances and flavorings and is represented in over 35 countries in Europe, Asia, the United States and South America.

[www.symrise.com](http://www.symrise.com) +++

### ++ BIMBO BUYS SARA LEE'S BREAD BUSINESS

The deal is still not reported complete but the intentions are clear: the American general goods chain Sara Lee plans to sell its North American bakery division to the Mexican baked goods group Bimbo. When publishing the obviously unsatisfactory quarterly figures a few days ago, Sara Lee mentioned that the division had been offered for sale to Bimbo. Shortly afterwards, the Mexicans announced that they will take it over for USD 959m, including the staff of the North American Fresh Bakery (NAFB). They just needed the OK from the cartel authorities. Sara Lee's North American Fresh Bakery division had net sales of USD 2.1bn in the twelve months to 2 October this year. Last quarter (up to 2 October) Sara Lee complained that results had been impacted by falling volumes and low prices, said to be due not to their brand business but mainly to private labels' business. The first quarter operating profit, which was still USD 14m in the same period last year, turned to a loss of USD 1m this year. The Mexican group Bimbo was founded in 1945 by Lorenzo Servitje, well known in Mexico not only as a businessman but also for his strict Catholicism. Servitje Snr was born in Mexico City in 1918, the son of an immigrant from Spain. Today his son Daniel heads the business. Bimbo is one of Latin America's principal baked goods manufacturers and has also been an important player in the US market since the early nineteen-eighties, and not only in the west and south where Latin-Americans form a large proportion of the population. Entenmann's pastry and Thomas' English muffins are Bimbo company brands distributed throughout the USA. Bimbo made headlines only last year when the group took over the North American baked goods business of the Canadian company George Weston Ltd for USD 2.38bn. Bimbo group

sales in 2009 were MXN 116.35bn, around EUR 6.9bn at today's exchange rate. In 2009, 45% of this turnover was earned in Mexico, 43% in the USA and 12% in Latin America. Up to now, Bimbo is represented in 17 countries, which also includes China, bakes more than 7,000 different products and owns 150 brands. 39,000 delivery trips are made to supermarkets and other customers throughout the world every day. Sara Lee confirmed that the European bakery activities of Sara Lee, consisting of the Spanish baked goods manufacturer Bimbo, the business domiciled in France with dough products offered in chiller displays and the Australian frozen baked goods business, will remain in the group. In Europe, Australia and New Zealand the rights to the Sara Lee brand, which Bimbo will in future be permitted to use in North America, will also stay with the Sara Lee group. Currently there are problems in the Spanish market, although chilled dough products, which are marketed throughout Europe from France, and frozen goods in Australia are doing well. Overall sales in this line of business fell by 9% in the first quarter of the financial year to the equivalent of USD 186m.

[www.grupobimbo.com.mx](http://www.grupobimbo.com.mx) +++

### ++ JOINT VENTURE BETWEEN ROQUETTE AND SOLAZYME

Roquette Frères, a global starch and starch-derivates company headquartered in Lestrem, France, and Solazyme, Inc. from San Francisco, US, a renewable oil and bio-products company signed a Joint Venture agreement in November 2010 for the production, commercialization and market development of microalgae-derived food ingredients. The JV named Solazyme-Roquette Nutritionals will go into operation at the beginning of 2011. Roquette contributes to the Joint Venture with a manufacturing plant, upfront licensing payments and working capital. Solazyme provides its highly innovative microalgae-based technology. Solazyme-Roquette Nutritionals will be 50% owned by each parent company.

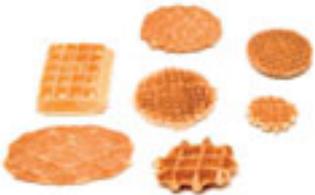
[www.roquette.com](http://www.roquette.com) +++

# TROMP GROUP

**TOTAL BAKERY SOLUTIONS**



**Cake/Pie** production lines



**Waffle** production lines



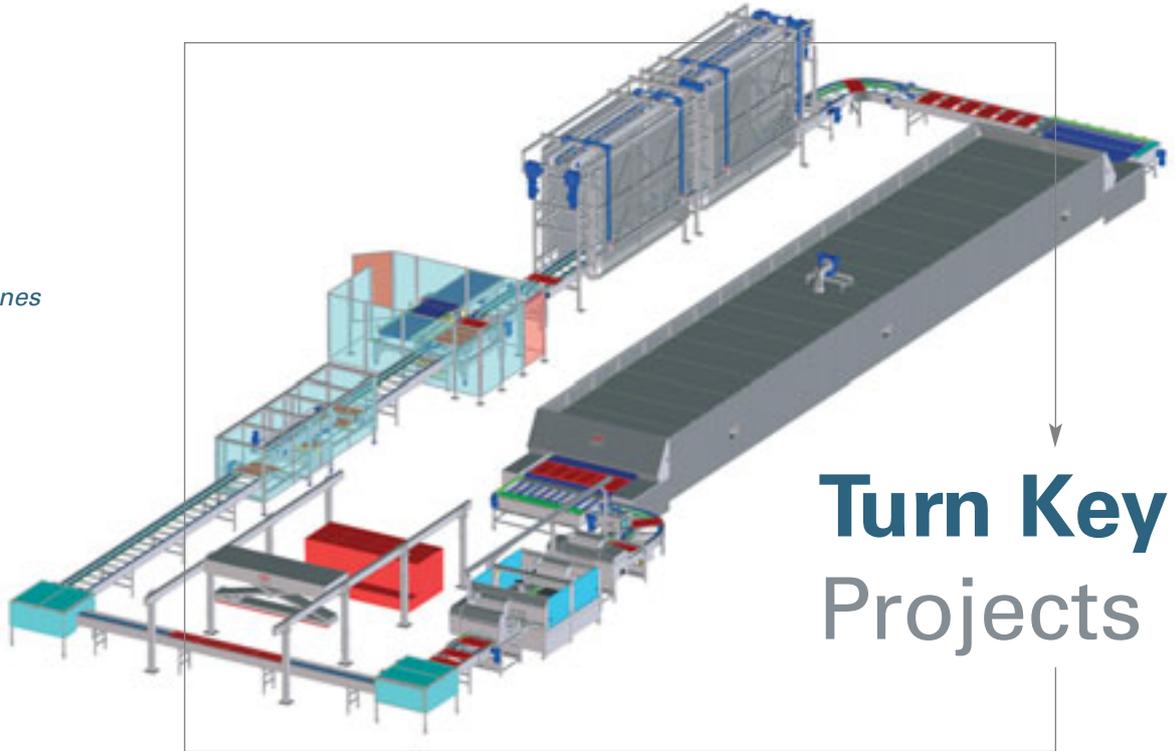
**Pizza** production lines



**Pastry** production lines



**Bread** production lines



**Turn Key  
Projects**

## **TROMP GROUP**

We proudly introduce to you the new Tromp Group. From now on Tromp Bakery Equipment, Vanderpol Baking Systems and Den Boer Baking Systems will join each other in one group as a joint venture.

## **CONCEPTS AROUND PRODUCTS**

With our three company's we bring years of knowledge and experience together in order to give a wide range of total bakery solutions to you as our customer.

## **STAND ALONE EQUIPMENT**

Within the Tromp Group every company has his own speciality and stand alone equipment, while together we offer turn key solutions.

## **UNIQUE POSITION**

With this joint venture we are sure that we have created a unique position in the bakery industry. A position which gives us possibilities to give an extra impulse to you as our customer and to the total market which we are working in.

**MORE INFO: [WWW.TROMPGROUP.NL](http://WWW.TROMPGROUP.NL)**