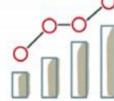




"Shaping the world of chocolate and cocoa since 1854"

2.2 million

Sales volume in tonnes



+4.6%

Volume growth

25 CHOCOLATE ACADEMYTM Centers



566.7

EBIT in CHF million

7.2 billion

Sales revenue

More than

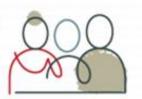
335,000

chocolate professionals

trained online and offline in 2020/21

More than **12,500**

employees





More than

1**75** years

of chocolate heritage

All Gourmet brands use

100%

sustainably sourced cocoa



43%

products sold

containing 100% sustainable

cocoa or chocolate



64

factories worldwide

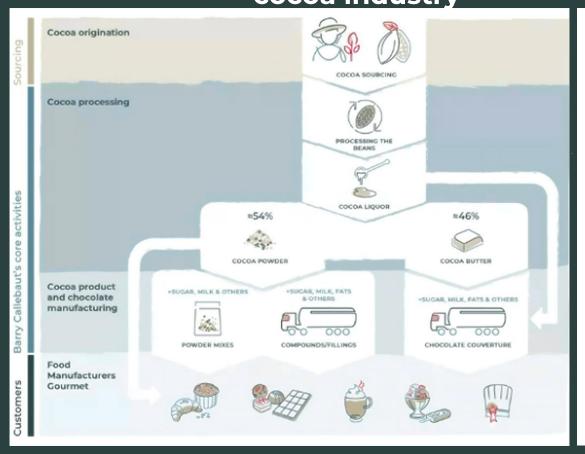
Selling to

137





"Barry Callebaut is the heart and engine of the chocolate and cocoa industry"







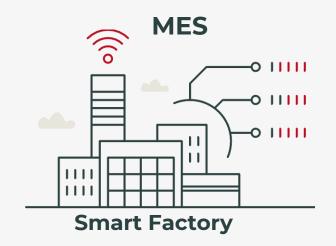


In autumn 2015 Barry Callebaut selected AVEVA MES & historian as the solution for the digital transformation

Expectations / Visibility

Peak of Inflated Expectations

- End-to-end factory scope (big bang)
- Fully integrated with SAP
- Fully paperless
- Business case drivers:
 - Traceability
 - Quality
 - Time gain & OEE
 - Waste & Rework
 - Dosing accuracy
 - Energy



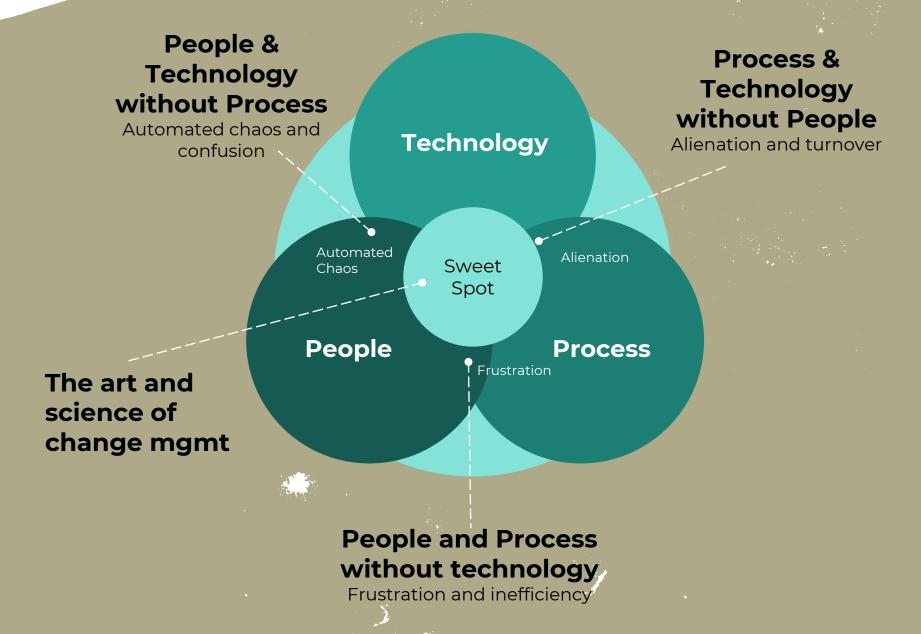
Necessary because

- Define Business case
- Identify business needs
- Holistic vision

Technology Trigger

Time / Maturity / \$ Invested





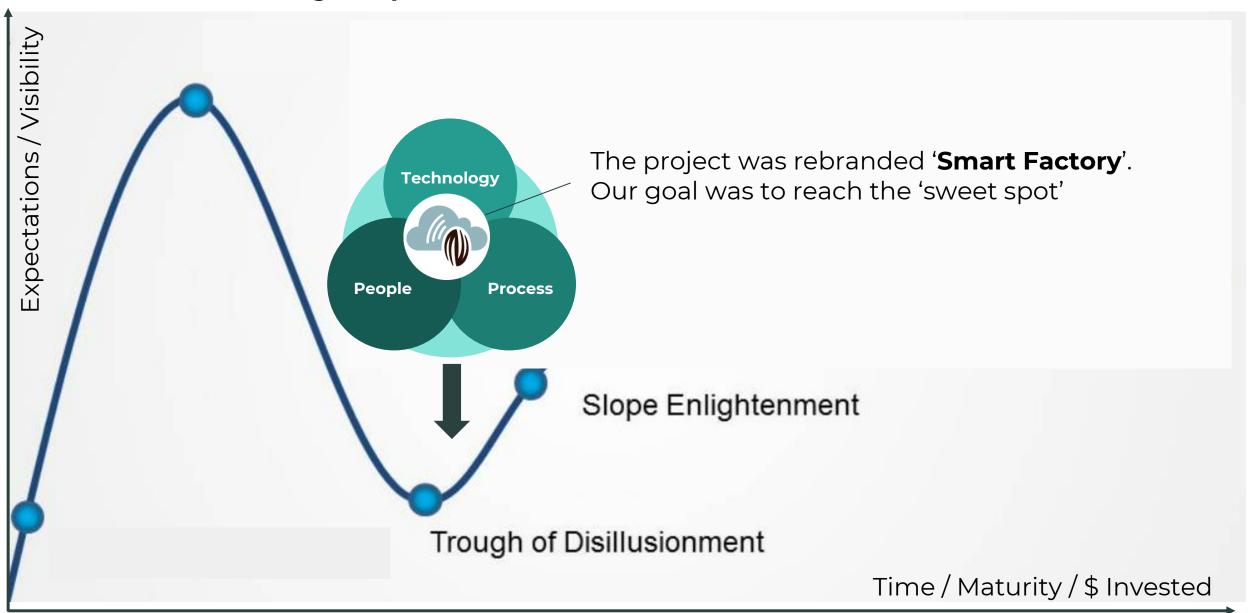


Facing challenges in all 3 domains, technology - people - process brought us to the 'Trough of disillusionment' about 2 years after the start of the project





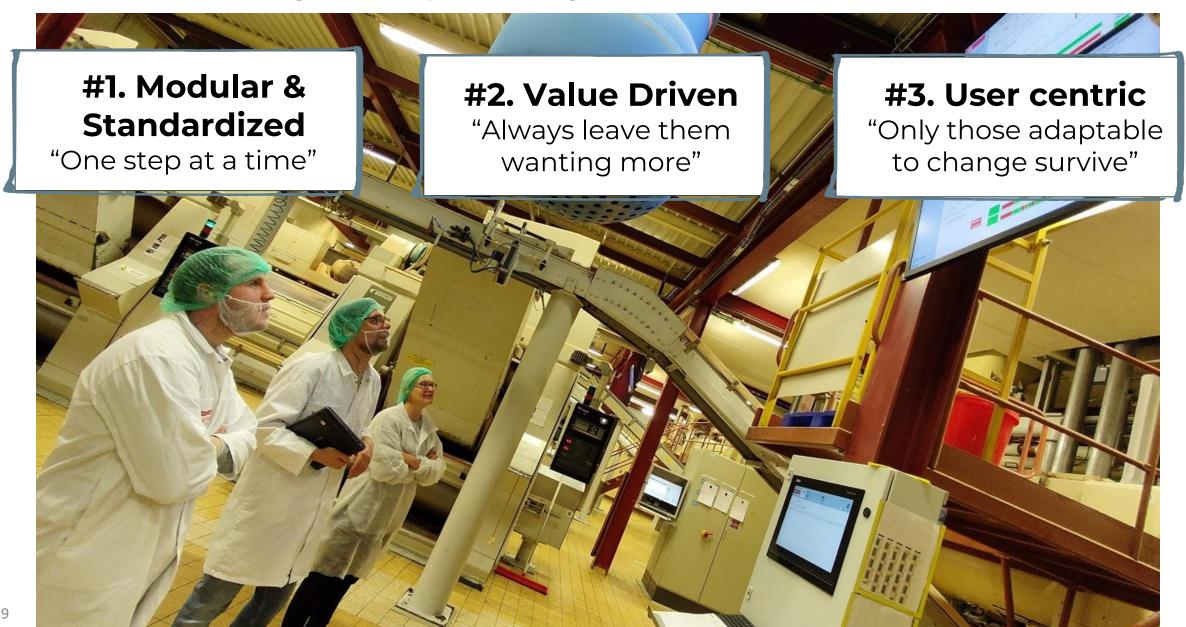
The most important step in our digital transformation journey was to not give up



2015 2018 2020 2022 8



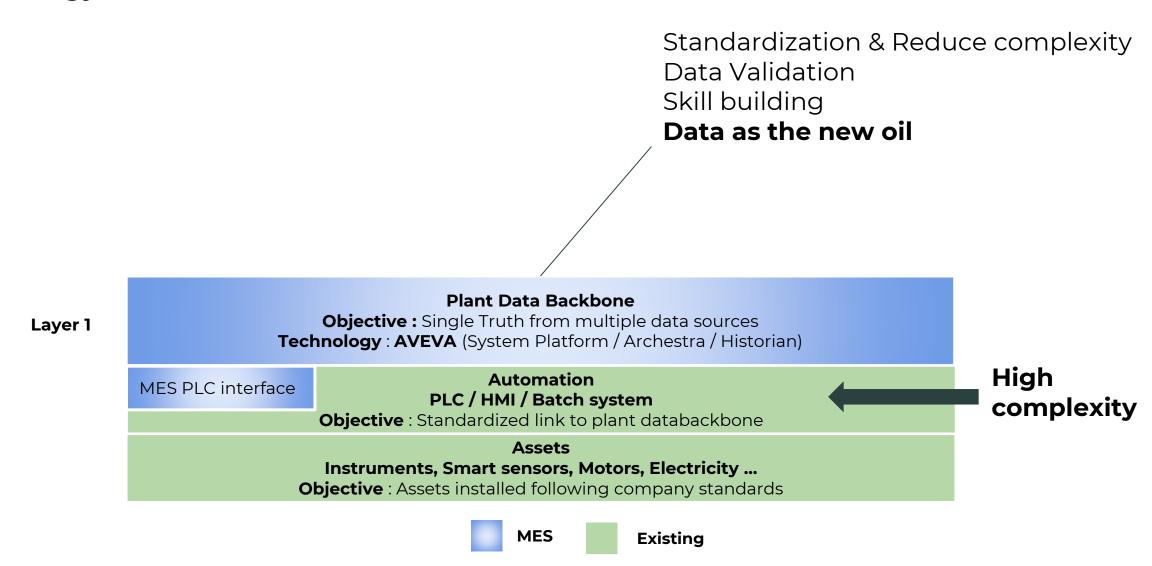
3 key learnings supported by our corporate vision were critical in climbing the 'slope of enlightenment'



"One step at a time"



Standardized plant data backbone has been the first step of the Smart Factory strategy

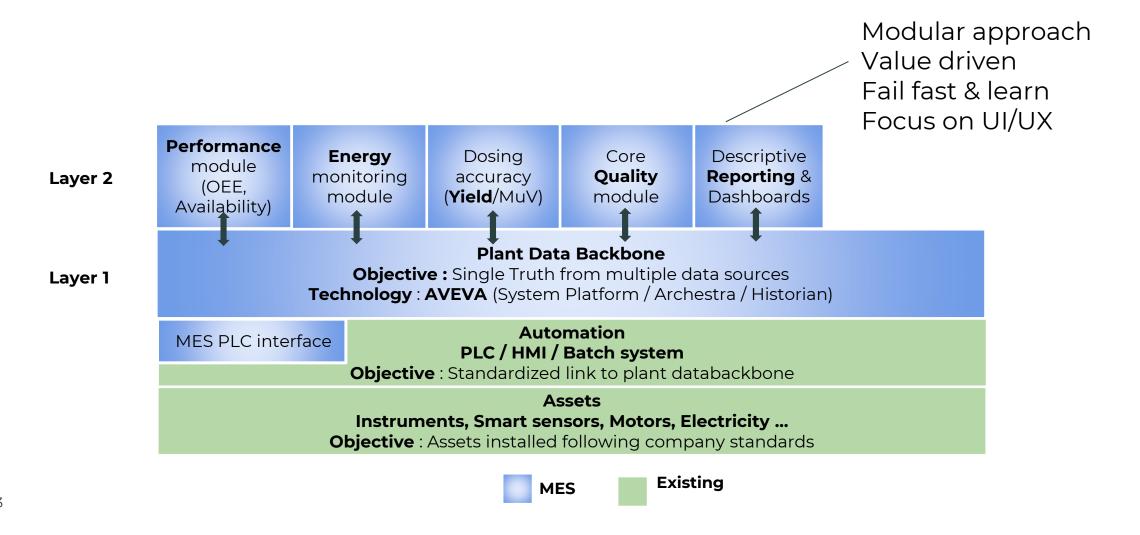




"Always leave them wanting more"

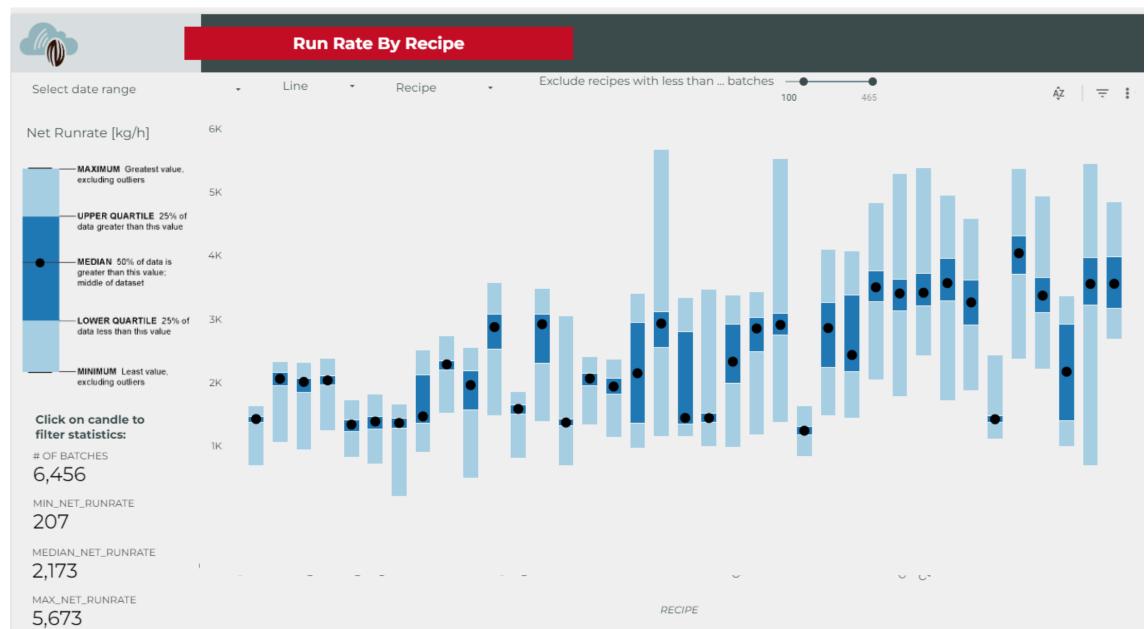


Adopting modular strategy allowed us to focus on the most important value drivers and improve our standard in a more agile way together with carefully selected pilot sites





Data driven insights allowed us to reduce run rate variability and uncover hidden capacity, use cases improving productivity by ≥ 10%



"It is not the strongest one who survive, but the one who is most adaptable to change"

Digital change engineers

Change communities

Corporate change lead

Show your work

Empowered team

Use case driven approach

Scale

React quick & overcommunicate



MES Layer 1&2 is now a global BC standard with proven benefits. Global rollout is ongoing and expected completion by FY24



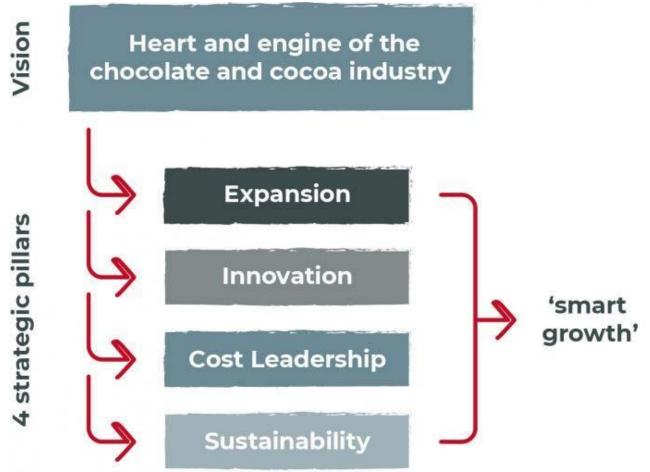


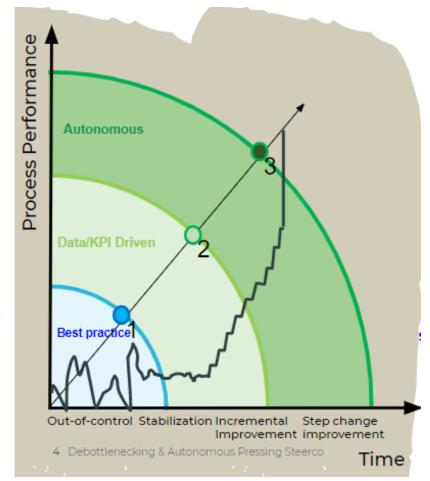
What's next?

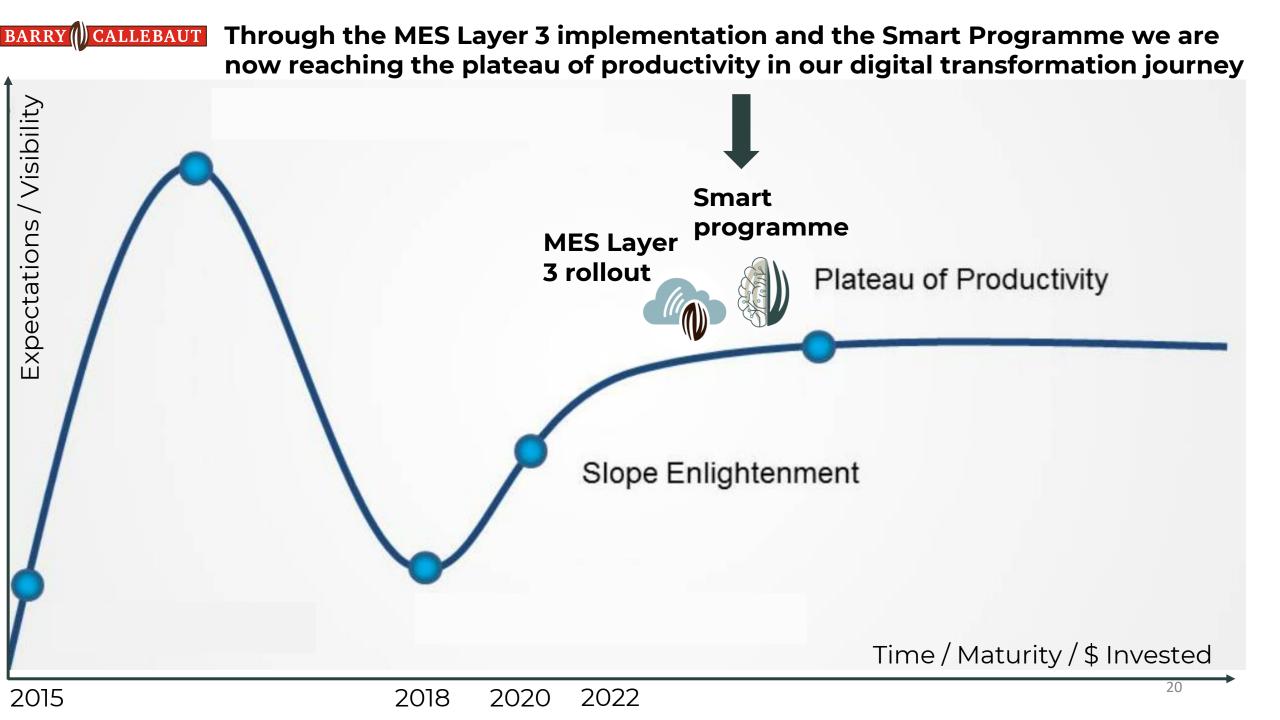




"Our mission is to deliver Smart production lines by 2025 able to consistently produce with zero quality defects at maximum capacity"

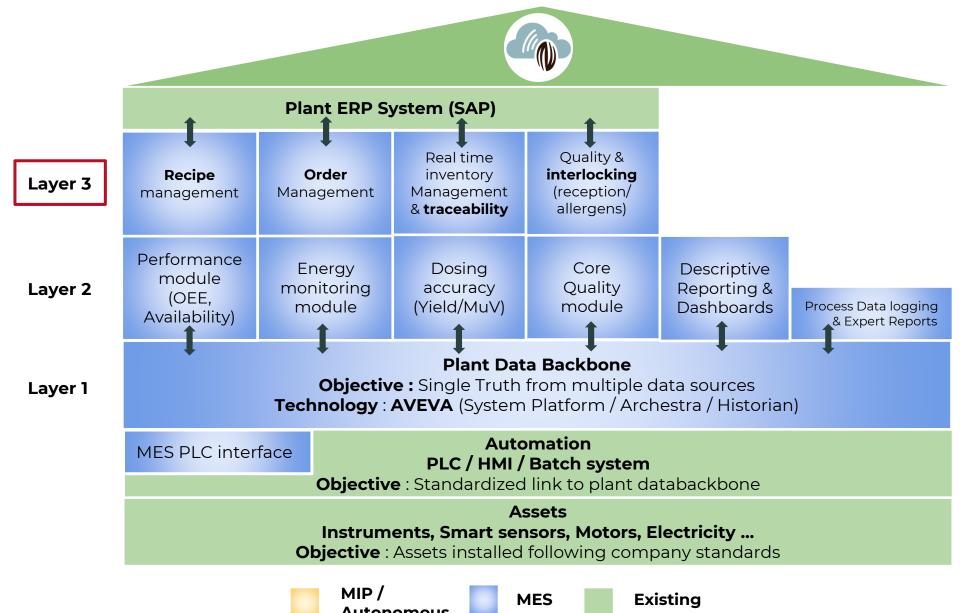






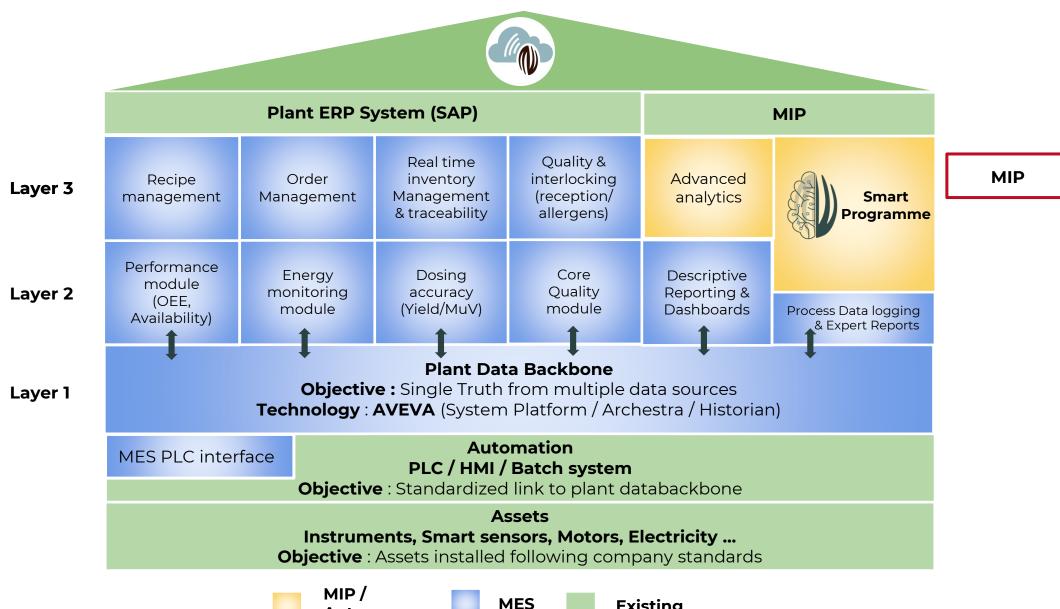


Layer 3 is the missing link to interconnect ERP with the shop floor bringing us full real time traceability and paperless factories





The smart programme is how we leverage our data by building predictive models that give new insights in what impacts our production processes





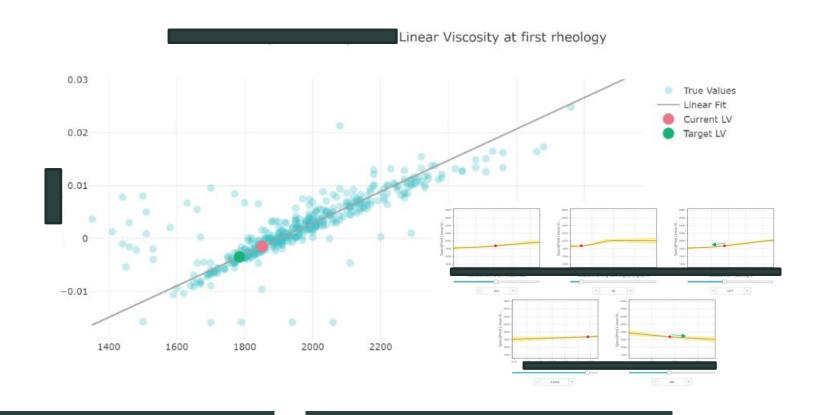
Autonomous



Smart conching process analysis resulting in improved raw material usage and sustainability

Big data as the new oil

- 18 months of collected data
- 5000+ process orders
- 7000 analyzed features
- 6 agile iterations



Redefine KPI after first iteration due to new insights

8 low-cost actions with small modifications in process

Justified continued investment in sensors & platform leading to exceeding goal by 250%

Take-aways

#1. Modular & Standardized

"One step at a time"

#2. Value Driven

"Always leave them wanting more"

#3. User centric

"Only those adaptable to change survive"



AVEVAWORLD

SAN FRANCISCO 2022