



LINDT & SPRÜNGLI

Company Presentation

August 2025



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LINDT & SPRÜNGLI

01 About Lindt & Sprüngli





LINDT & SPRÜNGLI

Our Purpose

We Enchant
the World with
Chocolate ✦

Our Mission

We passionately create premium chocolate and related confectionery for the global market.

We continuously identify and meet consumer preferences and cooperate with our partners along the value chain to contribute to a sustainable tomorrow.

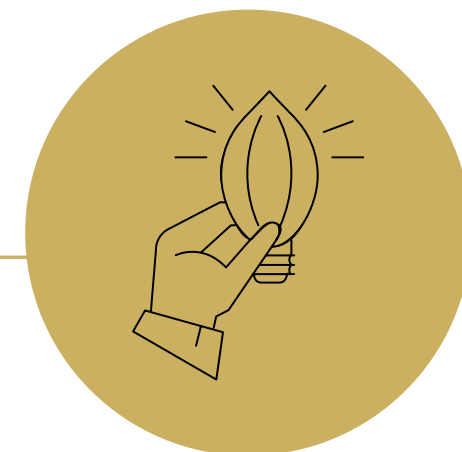
Our Values

Our Values guide the way we think and act; they shape our culture, direct how we behave, and challenge every one of us. They are the foundation for the way we do business and the inspiration for continued success.



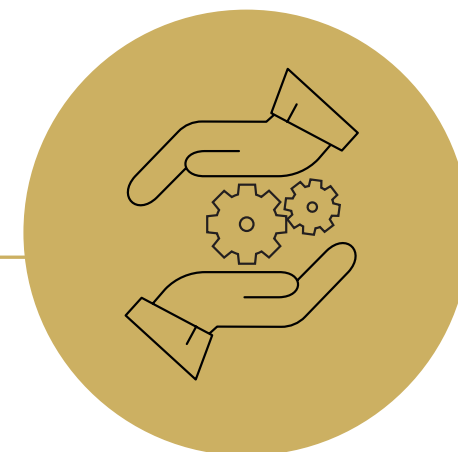
Excellence

We have a passion for what we do, strive for excellence and never compromise on quality.



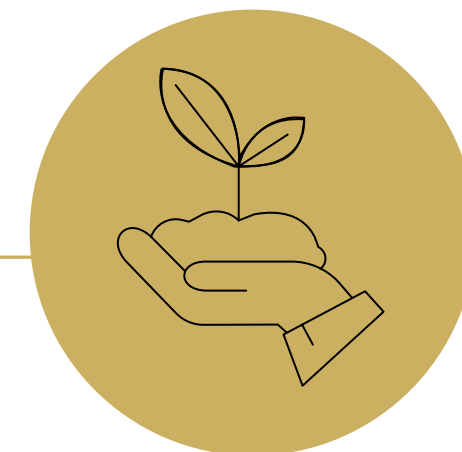
Innovation

We are forward-thinking, constantly looking for new and better ways to deliver success.



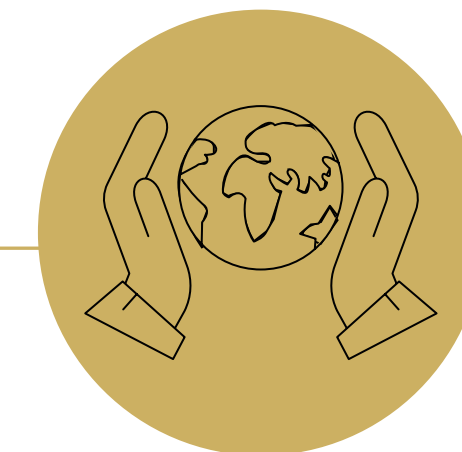
Entrepreneurship

We are empowered and assume ownership of our actions and results.



Responsibility

We act with integrity and treat everyone with respect. We care for the environment and a sustainable tomorrow.



Collaboration

We support each other across disciplines, business segments and geographies.

Short Profile

No. 1 global premium chocolate manufacturer,
present in more than 120 countries



Lindt & Sprüngli has been enchanting the world with chocolate for **over 180 years**. As a global leader in the premium chocolate sector, the company looks back on a long-standing tradition with its origins in Zurich, Switzerland.



Our more than **2,500 products** are distributed by **38 subsidiaries and branch offices**, in around **560 own shops**, and via a comprehensive network of more than 100 independent distributors around the globe.



Today, premium quality chocolate products by Lindt & Sprüngli are made at **12 own production sites** in Europe and in the USA.



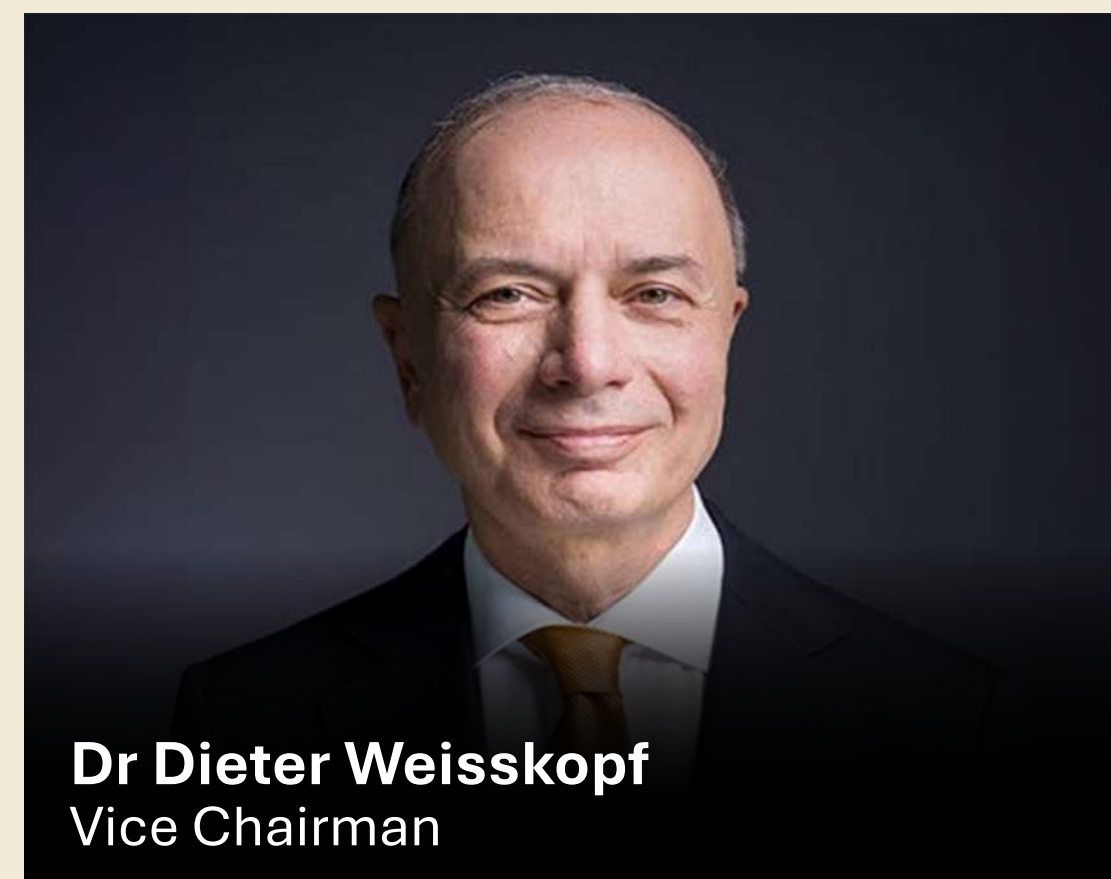
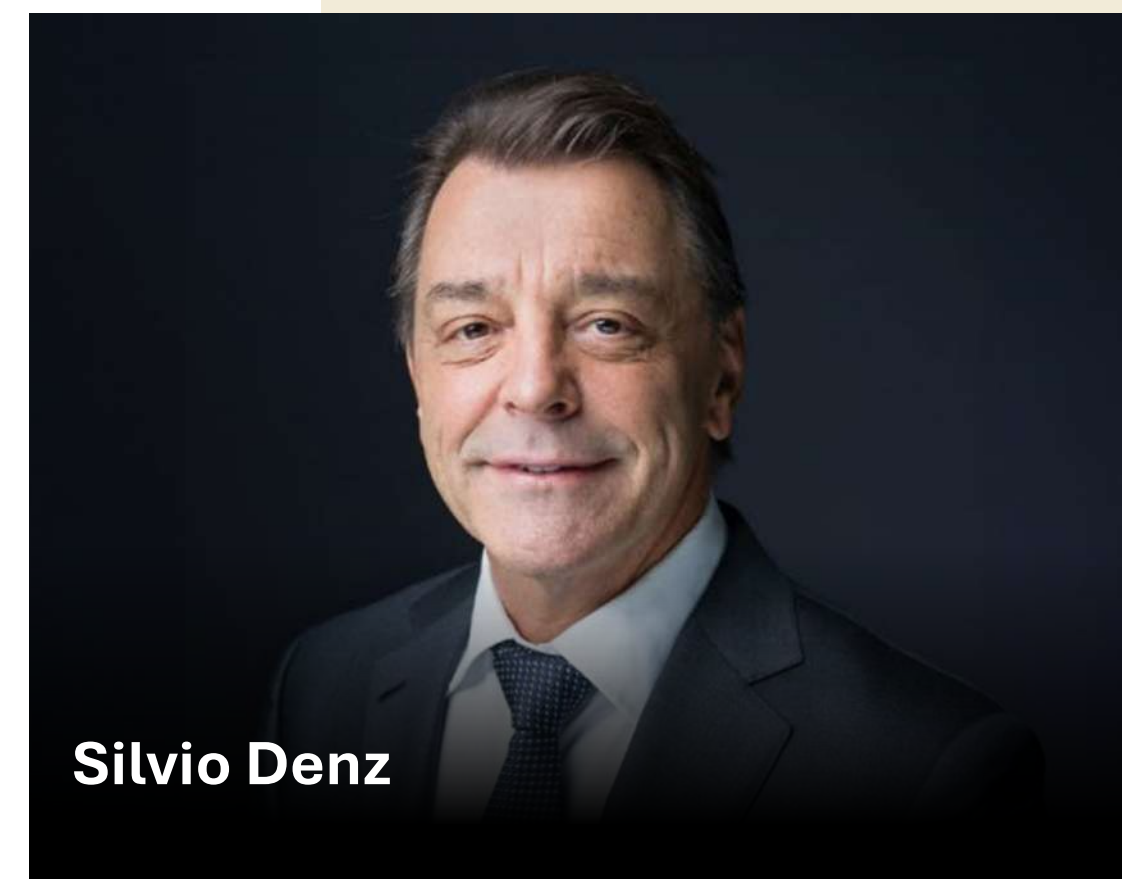
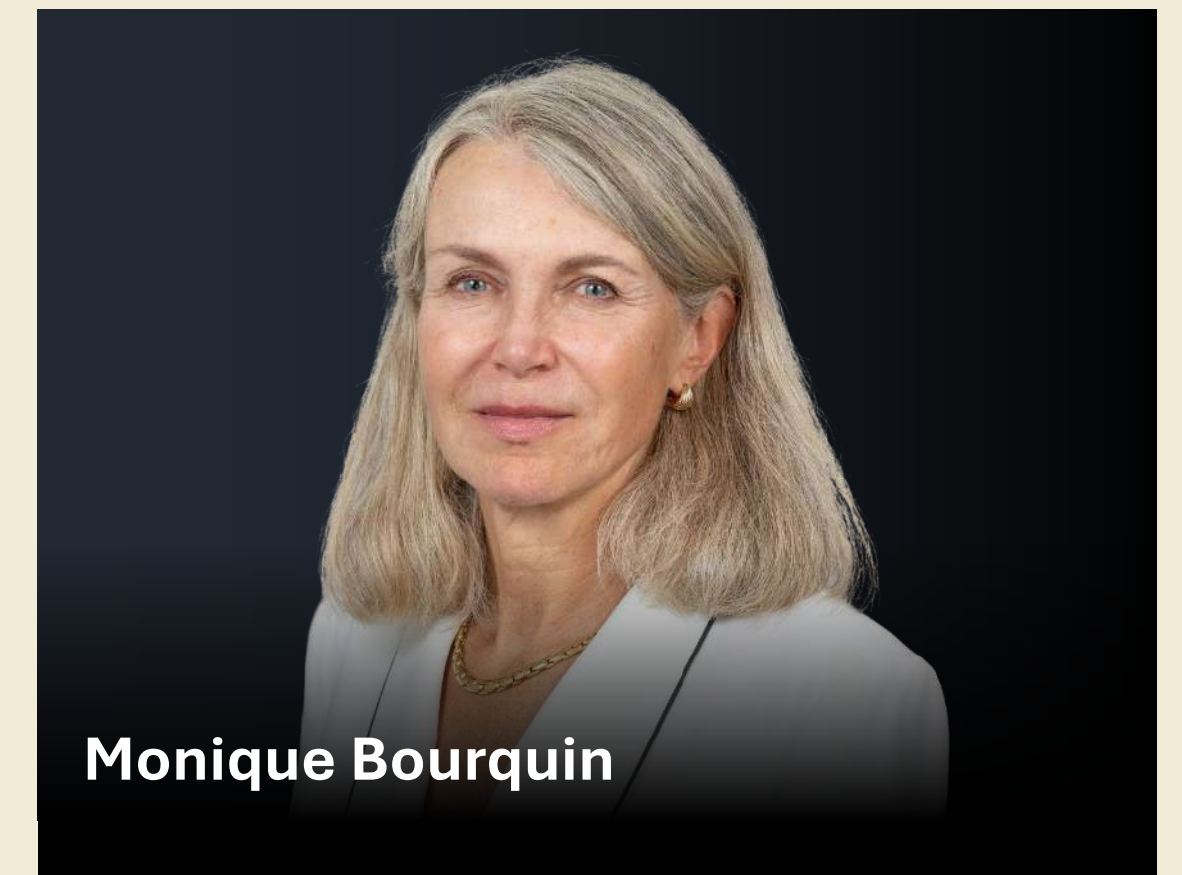
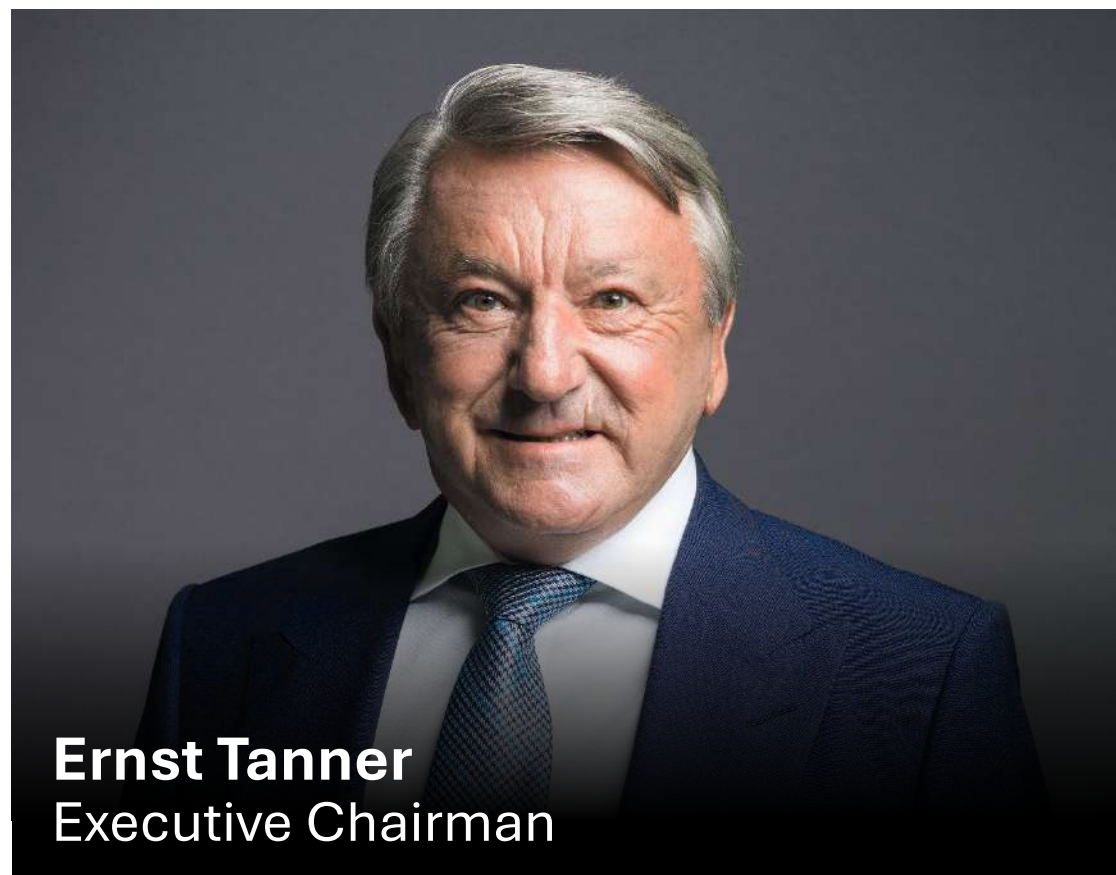
With over **14,500 employees**, the Lindt & Sprüngli Group reported sales worth **CHF 5.47 billion in 2024**.



LINDT & SPRÜNGLI

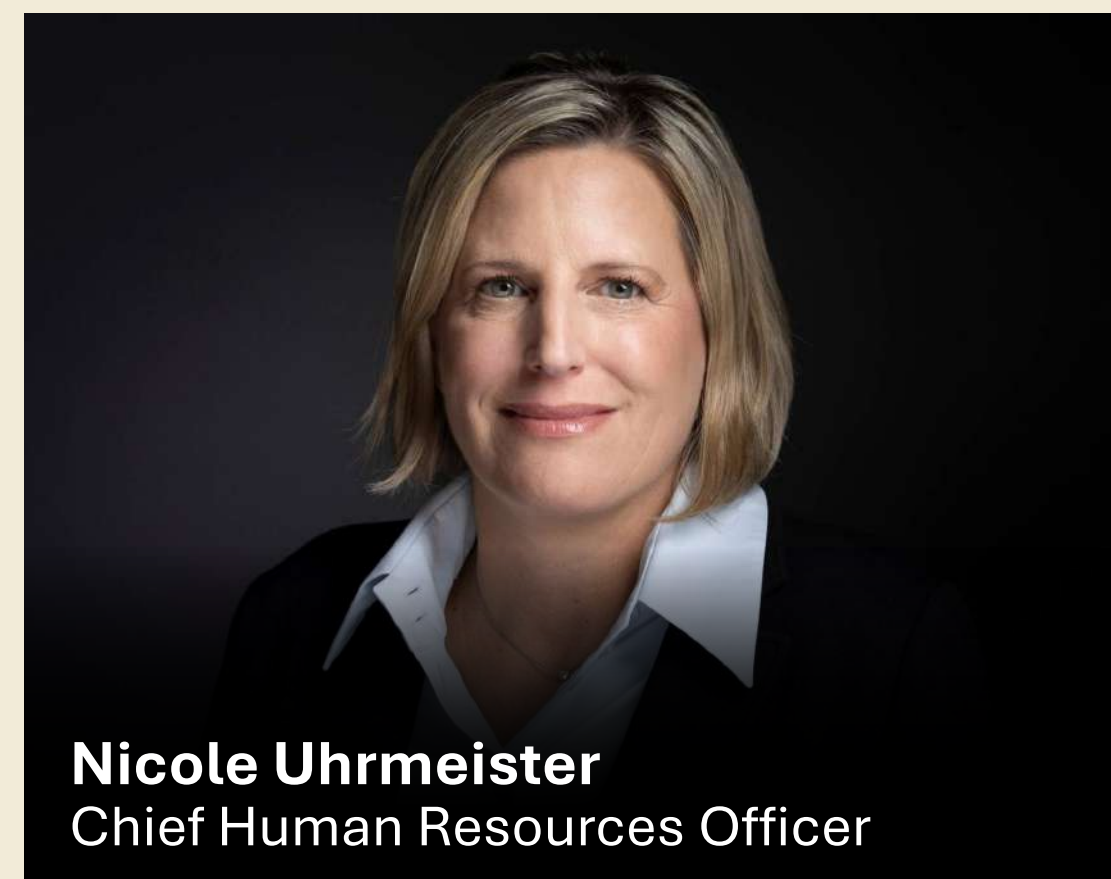
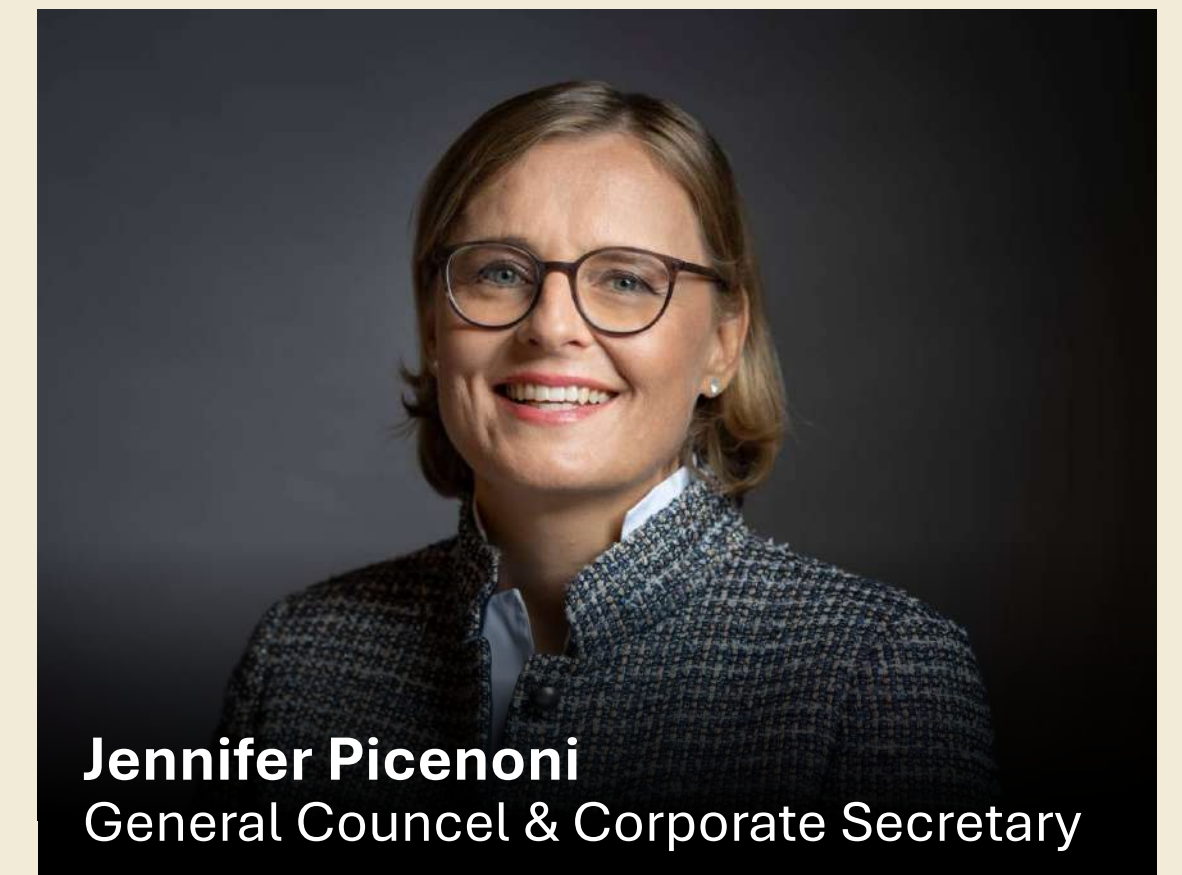
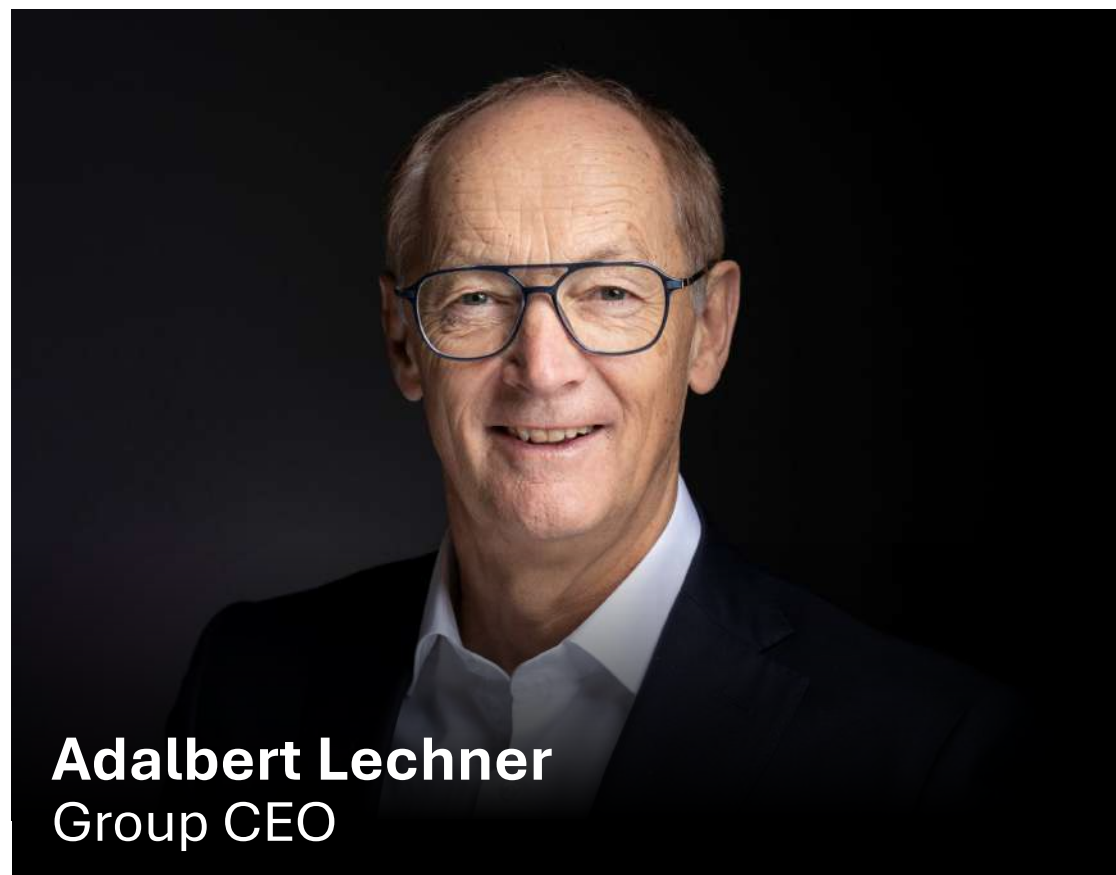


Board of Directors



Group management

Swiss premium-quality chocolate, entrepreneurial thinking, and continuity in management – that is what Lindt & Sprüngli stands for.



Corporate Principles

We produce from bean to bar*



Only **high-quality ingredients**



Product innovations –
exquisite creations



Uncompromising
production and
quality standards



Unwavering ethics
and sustainability
standards

*Our subsidiary Russell Stover acquires its chocolate masses from third parties



LINDT & SPRÜNGLI

02 Company History



Imp. Lith. R. Fretz, Schupfe, Zurich.



Lindt & Sprüngli

A pure player in chocolate for over
180 years.

Historic Milestones

1847

Recognizing the growing demand for their chocolate, **the Sprünglis opened a small factory in Horgen**, near Zurich, to increase production capacity.



1870

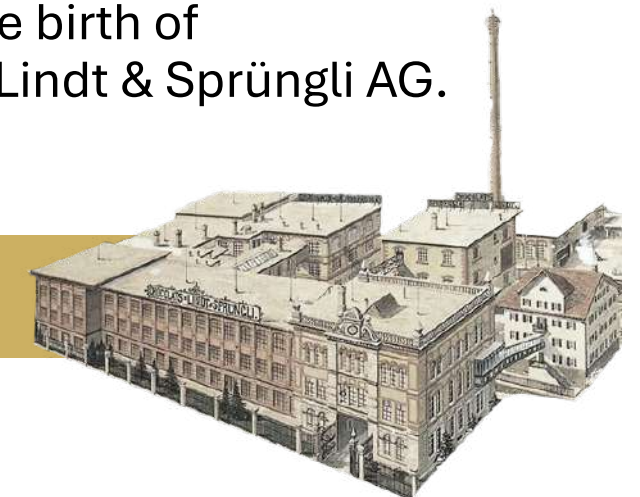
To accommodate increasing demand, Rudolf Sprüngli-Ammann, who had been the sole head of the company since 1862, **purchased the Wermühle factory**. This new facility gradually replaced the one in Horgen, which had become too small.

1892

At the age of 76, **Rudolf Sprüngli-Ammann retired and divided his business between his sons**. The older son, **Johann Rudolf Sprüngli-Schifferli**, inherited the **chocolate production facility**, while the younger son, David Robert Sprüngli, took over the original shop on Marktgasse and the premises on Paradeplatz. This marked the formal separation of the two branches of the Sprüngli company.

1899

That same year, **Johann Rudolf Sprüngli-Schifferli made a pivotal decision to acquire Rodolphe Lindt's factory and secret chocolate-making technique**. This move merged Sprüngli's expertise in confectionery with Lindt's revolutionary chocolate production process, marking the birth of Chocoladefabriken Lindt & Sprüngli AG.



1845

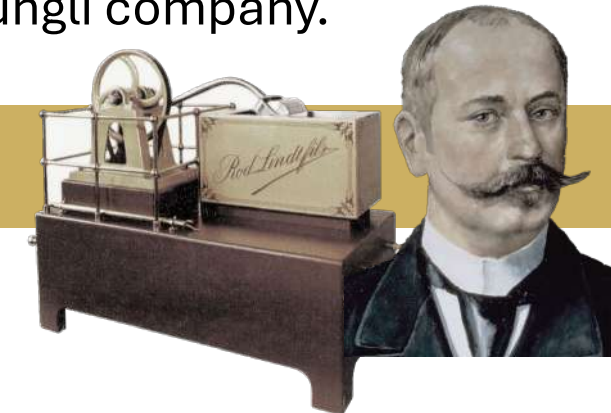
In a small confectionery shop on Marktgasse in Zurich, **David Sprüngli and his son Rudolf created the first solid chocolate bar in the German-speaking part of Switzerland**. Their chocolate bars quickly became popular, marking the beginning of an incredible journey.

1859

The **Sprüngli family purchased the Tiefenhof on Paradeplatz, one of Zurich's most prestigious locations nowadays**. There, they established a second confectionery shop with an elegant refreshment room, where customers could enjoy sweet treats alongside hot chocolate or tea. This concept quickly became a success.

1879

After completing his apprenticeship in Lausanne, Rodolphe Lindt purchased a chocolate factory in Berne to produce his own chocolate. Determined to create the perfect product, he experimented tirelessly. **Rodolphe Lindt's breakthrough came in 1879 with the invention of the conching process, which transformed chocolate into a velvety, melt-in-the-mouth product**. He named his creation "chocolat fondant" (melting chocolate).



1899

Johann Rudolf Sprüngli-Schifferli, realizing that the Wermühle facility could no longer support further expansion, constructed a new chocolate factory in Kilchberg, on the shores of Lake Zurich. **The factory, completed in 1899, remains the heart of the company's production network to this day**.

Historic Milestones

1915

During the first two decades of the 20th century, the Swiss chocolate industry experienced an incredible expansion, especially in export markets. Lindt & Sprüngli played a powerful role in this boom, which continued throughout World War I. By 1915, the company was exporting about three-quarters of its production to twenty different countries around the world.

1934

The chocolate bars Lindt Cream and Lindt Milk were launched in Switzerland. This was an innovative milestone, as until 1934, the Lindt brand had only been used for the classic dark chocolate made according to Rodolphe Lindt's original recipe.

1949

In 1949, the Lindor bar with its smooth-melting filling was created. In 1967, the success story of the Lindor truffle began, initially intended as a Christmas tree ornament.

1928

Lindt & Sprüngli established its **first subsidiary in Berlin with a factory for licensed production** in 1928.

1947

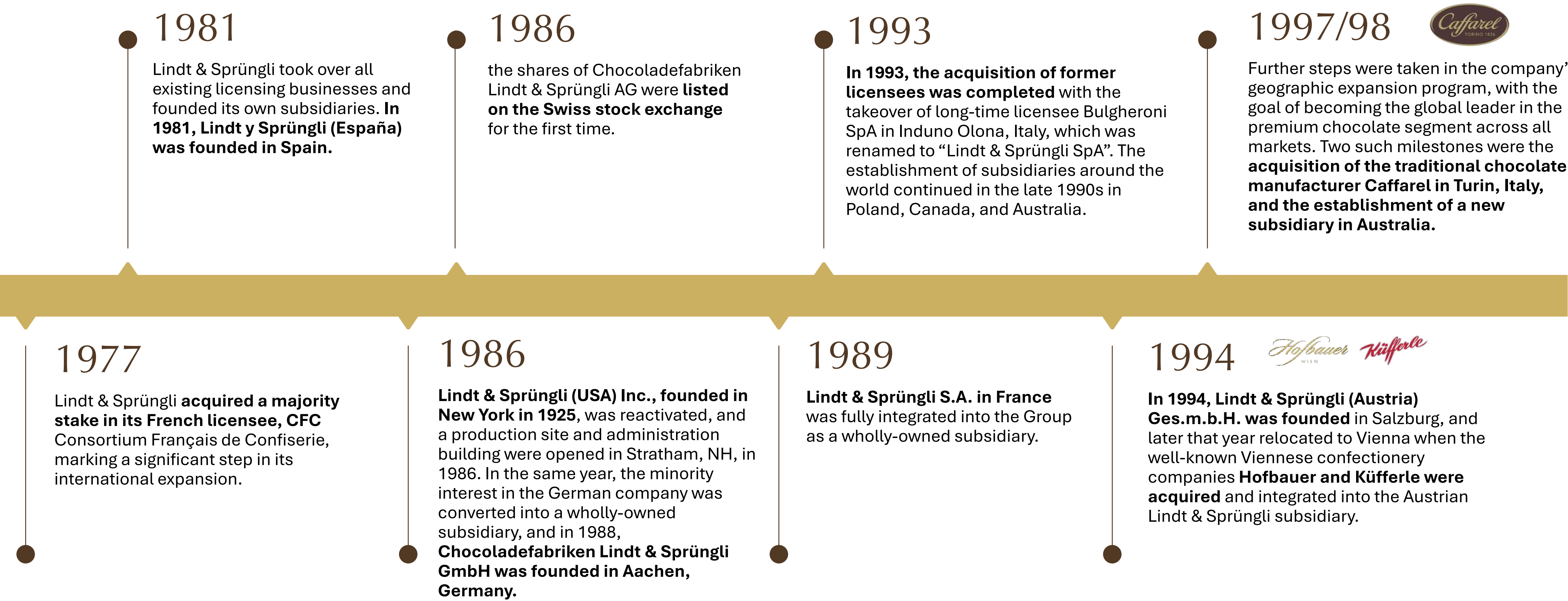
As for subsidiaries, pre-war efforts to establish operations abroad had failed, with the exception of the subsidiary in England (established 1932). After World War II, however, **successful licensing agreements were signed in Italy in 1947 with S.A. A. Bulgheroni & Figli, in Germany in 1950, and in France in 1954.**

1952

In 1952, the famous **Lindt Gold Bunny** hopped into Easter baskets for the first time.



Historic Milestones



Historic Milestones





LINDT & SPRÜNGLI

03 Brand Portfolio



Brand Portfolio

Our eight global, regional, and local brands, and sales in the financial year 2024

~76%
of sales



~22%
of sales



~2%
of sales



Lindt & Sprüngli has established itself as a global leader in the premium chocolate market, a position achieved through the successful evolution of the Lindt brand, alongside a series of strategic acquisitions.

Lindt is an iconic, leading brand in the premium chocolate category, with a longstanding chocolate tradition that remains unrivalled.

Lindt is the most popular brand of the Lindt & Sprüngli Group and has become synonymous with Swiss premium chocolate worldwide.

It started in 1879, when Rodolphe Lindt revolutionized chocolate-making with the invention of the conching process, producing velvety, melt-in-the-mouth chocolate. Recognizing the potential of this innovation, Johann Rudolf Sprüngli acquired Lindt's factory and secret recipe in 1899, merging craftsmanship and invention into what is now Lindt & Sprüngli.

Today, Lindt is a global brand, and its products are available in more than 120 countries. Driven by a relentless passion for innovation, Lindt's Maîtres Chocolatiers have developed a broad range of chocolate treats that cater to local taste preferences. Lindor, with its irresistibly smooth, melt-in-the-mouth filling, first appeared on the market in 1949 in chocolate bar form. Two decades later, the iconic Lindor truffle gave shape to what has become the brand's biggest success story. In 1952, another icon was born – the Lindt Gold Bunny – which has hopped into Easter baskets every year since. The classic Lindt Excellence dark chocolate bar is another much-loved specialty, celebrated for its intense, sophisticated flavor and exquisite texture.

Lindt was ranked the world's most valuable chocolate brand in the Kantar BrandZ report in 2025. Out of 21,000 brands analyzed across 532 categories and 54 markets, Lindt also ranked eighth in the global Food & Beverages segment.

1949

Lindor



1952

Gold Bunny



1989

Excellence





The Ghirardelli Chocolate Company, a cornerstone of American chocolate heritage, became part of the Lindt & Sprüngli Group in 1998.

During the gold rush of the mid-1800s, founder Domenico Ghirardelli cleverly observed that the exhausted miners were hungry for sweet goods, and in search of something special to spend their gold dust on. When Domenico Ghirardelli founded his company in 1852, he committed to offering a premium chocolate product of the highest quality.

Today, the historic chocolate factory on Ghirardelli Square is a San Francisco landmark. The popular Ghirardelli chocolate squares were first introduced in 1999. Meanwhile available in numerous varieties, these cater for diverse taste preferences with their signature liquid caramel centre. Ghirardelli is also famous for its hot fudge sundaes, and range of baking and professional gastronomy products.

Located in:
San Francisco, USA

Most famous products

- World Famous Hot Fudge Sundae
- Filled Squares chocolate launched in 1999
- Baking products and professional gastronomy products





Caffarel brought its long history of traditional Italian chocolate craftsmanship to the Lindt & Sprüngli Group in 1998.

In the 1860s, company founder Paul Caffarel combined his expertise with the careful selection of high-quality ingredients to create the Gianduiotto. This intensively tasting, velvety smooth chocolate delicacy was something completely new. The Italian specialty, consisting of cocoa powder, sugar, and hazelnuts from Piedmont, established Caffarel as a symbol of Italian chocolate excellence.

Today the Caffarel brand enjoys international appeal, known for uncompromising high quality, meticulous attention to detail, and beautiful packaging.

Most famous products

- First Giandua created in 1865
- Piemonte

Located in:
Turin, Italy



Russell Stover®


LINDT & SPRÜNGLI

Lindt & Sprüngli acquired Russell Stover Chocolates, including the Witman's and Pangburn's brands owned by the company, in 2014, to further strengthen the Group's presence in the US market.

The Russell Stover story began in 1923 in Denver, Colorado, when Russell and Clara Stover started a candy business in their home. Very soon afterwards they were crafting high-quality pralines for special occasions. In 1993, Russell Stover acquired Whitman's, one of America's oldest chocolate brands, founded in 1842.

Over the years, Russell Stover has become synonymous with American chocolate gifting. The company offers an assortment of treats, including the popular Bow Line Pralines, Valentine Heart Boxes, the legendary Whitman's Sampler Boxes, Pangburn's Millionaires, and a successful line of sugar-free products. To this day, Russell Stover remains a top choice for gifting related to special occasions throughout the year.

Most famous products

- Bow Line praline box
- Valentine Heart praline box
- Sugar-free products
- Whitman's Sampler box
- Pangburn's Millionaires praline box

Located in:
Kansas City, USA



Küfferle became part of Hofbauer in 1972 and Lindt & Sprüngli acquired both brands in 1994.

Hofbauer's story began with Carl Hofbauer's opening of a confectionary shop in Vienna in 1882. He quickly built an excellent reputation for delicate chocolate treats. Today, Hofbauer still stands for high-quality pralines, such as the praline selections and the Mozart rounds, that blend carefully selected ingredients with unique Viennese charm.

Küfferle began delighting Austrian chocolate lovers in 1865, with fine creations such as the famous Katzensungen (cats' tongues) introduced in 1892, and the Schokoschirmchen (chocolate umbrellas) launched in 1950. These confectionery products are true icons, bringing joy to people of all ages.

Most famous products

- Katzensungen
- Mozart Truffles
- Assorted pralines

Located in:
Vienna, Austria





LINDT & SPRÜNGLI

04 Lindt – our biggest brand



The Lindt difference



Fine cocoa

High quality beans and controlled supply chain



Unique roasting and grinding

Releases all the aromatic nuances of cocoa



The conche – Lindt's invention

Gives chocolate a smooth, melting texture



Best ingredients beyond cocoa

We only use natural flavours



Finishing with perfection

Decorated and packaged with love & attention





LINDT & SPRÜNGLI



The Lindt Maîtres Chocolatiers

Our master chocolatiers develop their unique secret recipes with an unmatched standard for chocolate quality and a passion for excellence.

Fine cocoa

High-quality beans and
controlled supply chain



Unique roasting & grinding

The Lindt process creates
the perfect aroma



The conche – Rodolphe Lindt's invention

The essence to the
smooth-melting chocolate
Lindt is known for
worldwide



Fine ingredients beyond cocoa

Meticulously selected raw
materials of high quality



Finishing with perfection

Decorated and
packaged with attention
to detail



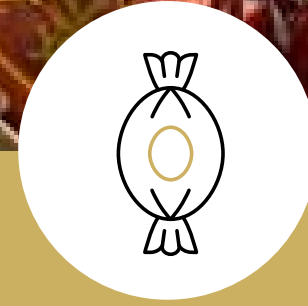
Meet our N°1 product brand LINDOR


LINDT & SPRÜNGLI



Origin

Created in 1949
by our Maître
Chocolatiers as a
chocolate bar



Iconic format

The first Lindor truffles were
introduced as Christmas
decorations in 1967.



7 billion

More than 7 billion
Lindor truffles are
produced every year



Flavors

Lindor truffles are
available in over
30 flavours

EXCELLENCE


LINDT & SPRÜNGLI

The Global N°1 Dark Chocolate brand



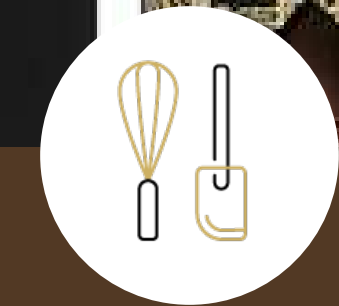
Origin

The 70% Cacao Excellence was created in 1989 by our Maître Chocolatiers.



Production

Excellence is produced in France, Switzerland, Germany and the USA



Variety

Excellence is known for its very high cocoa content and is available in more than 45 recipes

Welcome to the world of GOLD BUNNY

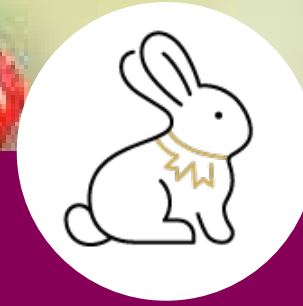
The finest Lindt chocolate in a charming form

LINDT & SPRÜNGLI



Worldwide phenomena

Adored in 60+ countries worldwide, the iconic gold tint is a globally protected trademark.



Beloved easter icon

Retained its look & design since launch over 70 years ago.



Attention to detail

Ribbon and bell are placed by hand on every Gold Bunny & 1kg bunny is wrapped by hand



LINDT & SPRÜNGLI

05 Quality & Innovation



Focus on Quality



Uncompromised commitment to premium quality in every aspect along the entire value chain – from bean to bar.

Focus on the core competency of making premium quality chocolate

High-quality raw materials and ingredients

Responsibility over the entire sourcing and manufacturing process
- from bean-to-bar

Expertise, passion and dedication of the Lindt Maîtres Chocolatiers in chocolate production for 180 years



Product Development all year round

We understand how to anticipate consumer needs and continuously develop our products.

Ongoing **development of the existing range** of products

- Example: new flavours for Lindor and Excellence

Special **gifting with premium packaging** and customization options

- Example: advent calendar, praline boxes with ribbons

Leader in the **classic seasonal business with new collections**

- Example: new Gold Bunny special editions or flavours

Creation of **intermediate seasons** between the classic holiday seasons

- Example: Valentine's Day

High pace of innovation in **launching new products and formats**

- Example: Dubai Style Chocolate, Choco Wafer





LINDT & SPRÜNGLI



06 Global Presence

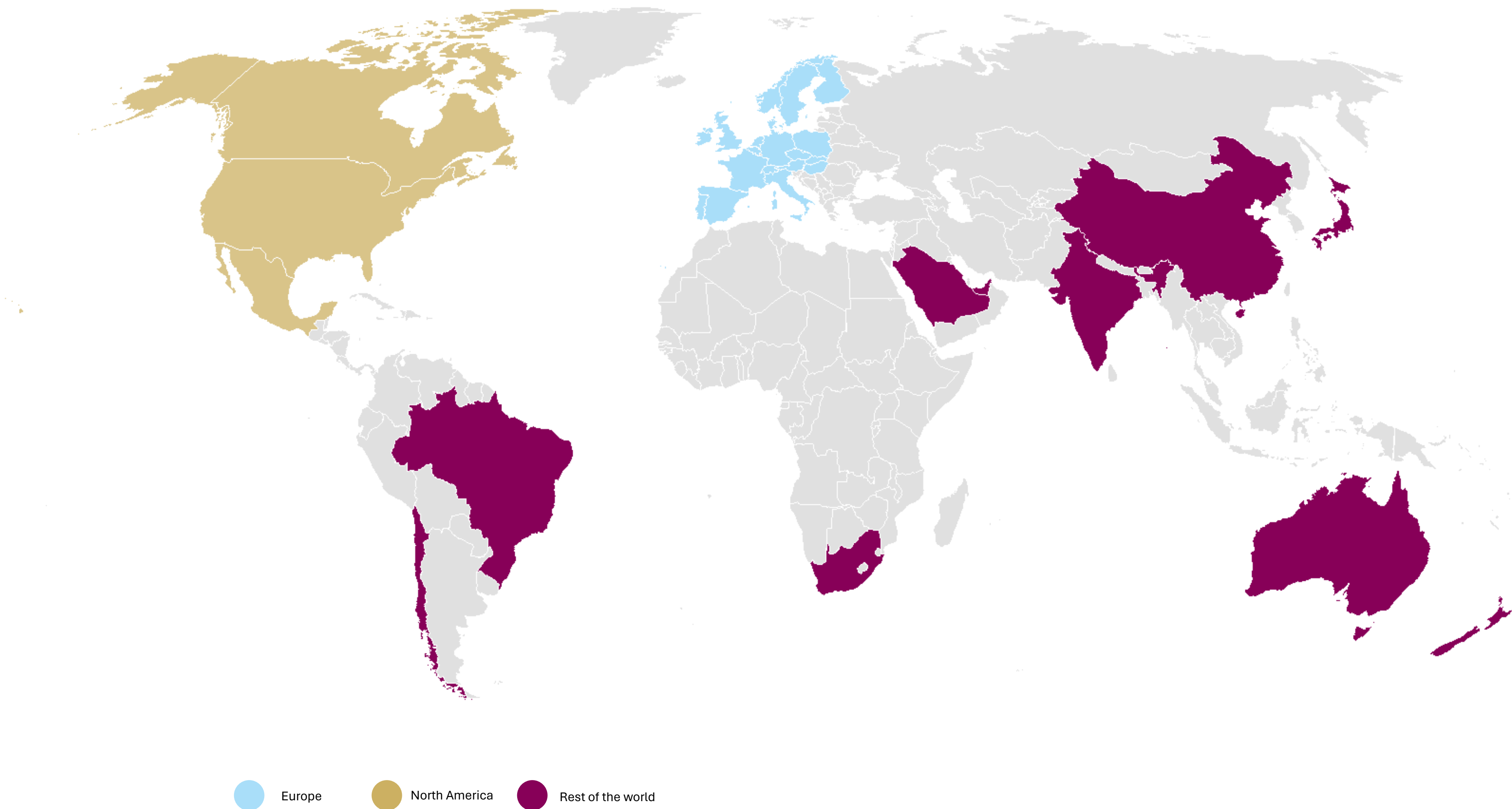
Our global presence

560+
Stores worldwide

~100
Distributors

38
Subsidiaries and
branch offices

12
Production facilities



Global distribution network through multi-channel approach



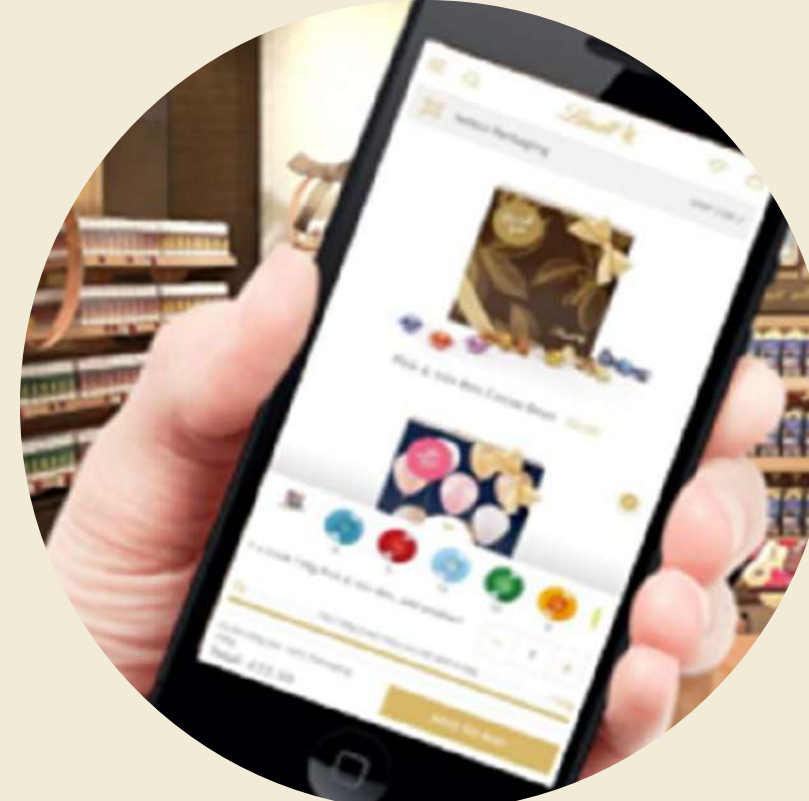
Wholesale Trade Partners

Wide distribution in super- and hyper markets



Convenience Channels

Local, smaller-format retailers, providing a limited selection



E-commerce

Delivering best-in-class experience on own E-shops, click-to-mortar, and online pure players



Global Travel Retail

International premium presence at airports



Global Retail

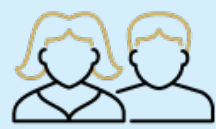
Network of 568 own shops

Global Retail & Direct-2-Consumer

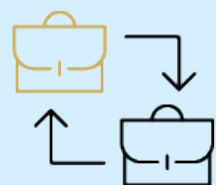
A unique competitive advantage – a true window for the Lindt brand driving brand equity and growth



Build on our strong brand image, gifting competence and assortment abundance



Full control of the customer experience – we can create excitement



Tremendous business potential with untapped categories in many markets



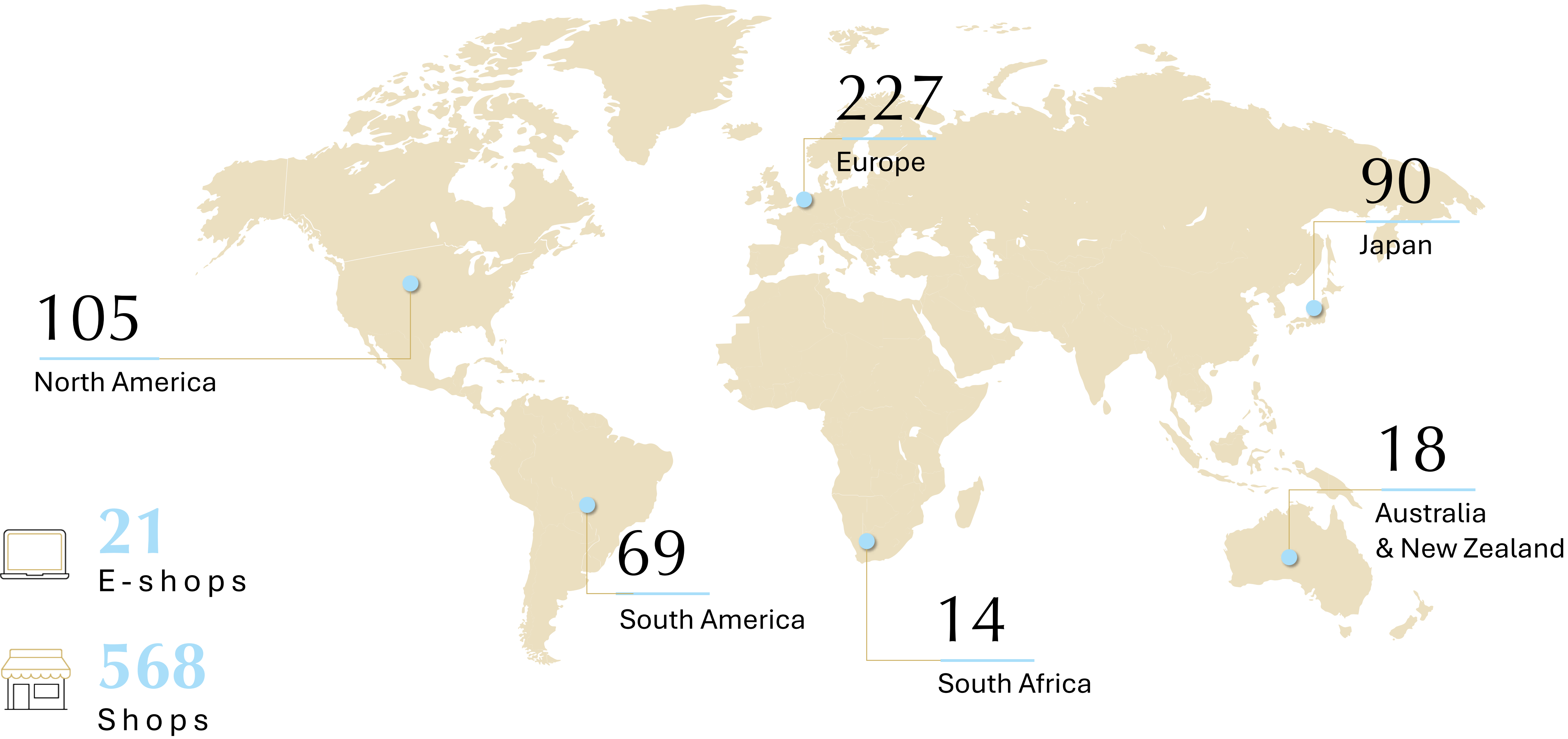
Halo effect on Lindt & Sprüngli wholesale



LINDT & SPRÜNGLI



Our Global Retail Portfolio





LINDT & SPRÜNGLI



07
Global
chocolate market

Global chocolate market



We are part of an important category with growth potential



Universally bought
97% Market penetration



CHF117.5b
and growing

Category is **bigger than...**



Chips



Ice Cream



Breakfast
Cereals



Pastries



Chocolate is a...
CHF 117.5b
Market globally

Global chocolate market and trends in 2024



Global chocolate market impacted by price increases

Growth due to price increases with slight volume decline

Premium segment continues to outperform the market

Private label gaining as well



Cocoa price inflation

Cocoa price soared to historic highs

Crop yields in West Africa (Ghana and Cote d'Ivoire) impacted by bad weather and diseases

In the last four years, supply was below demand



Trend

Ongoing premiumization

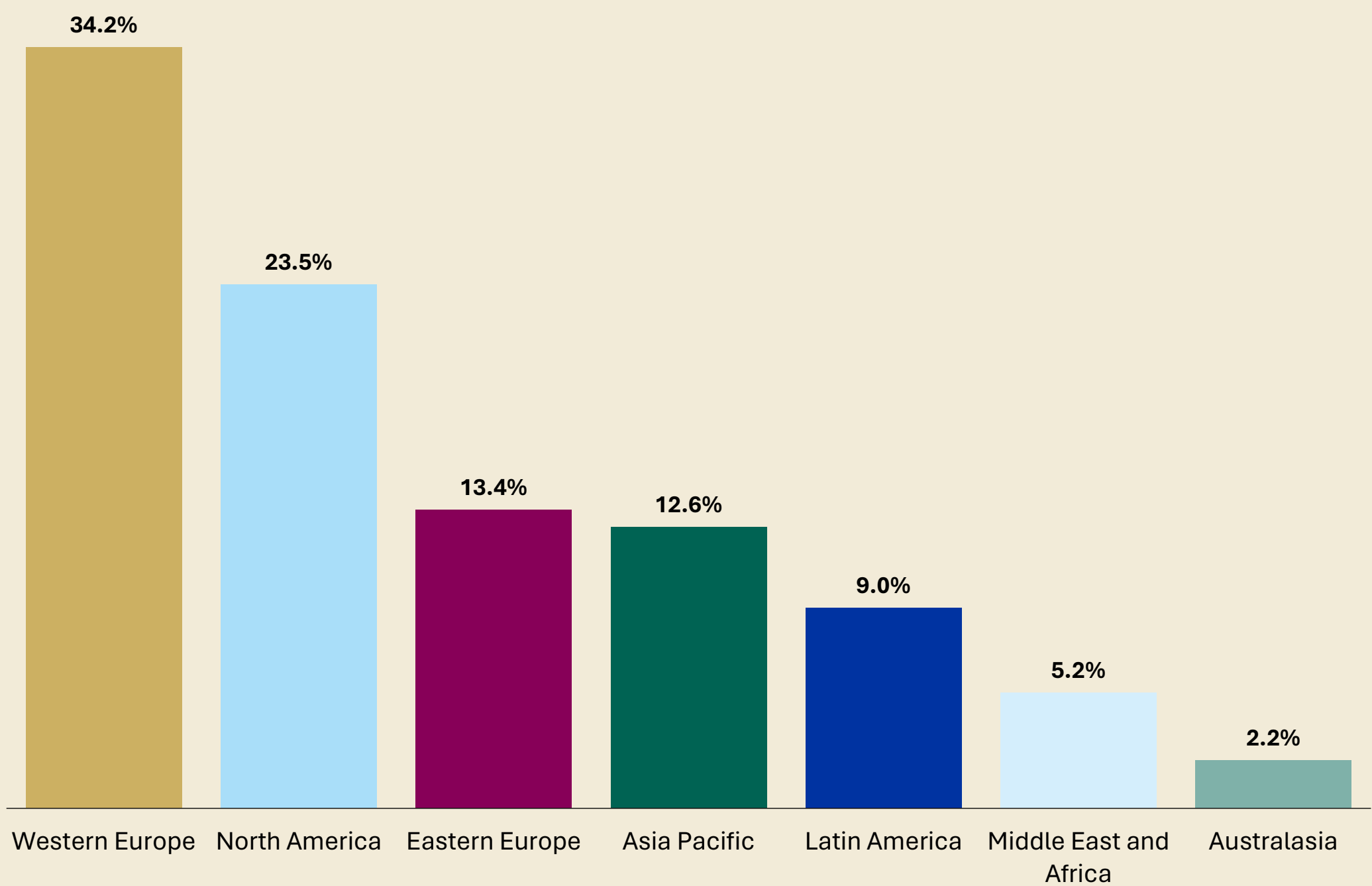
Mindful indulgence & health consciousness

Sustainability awareness

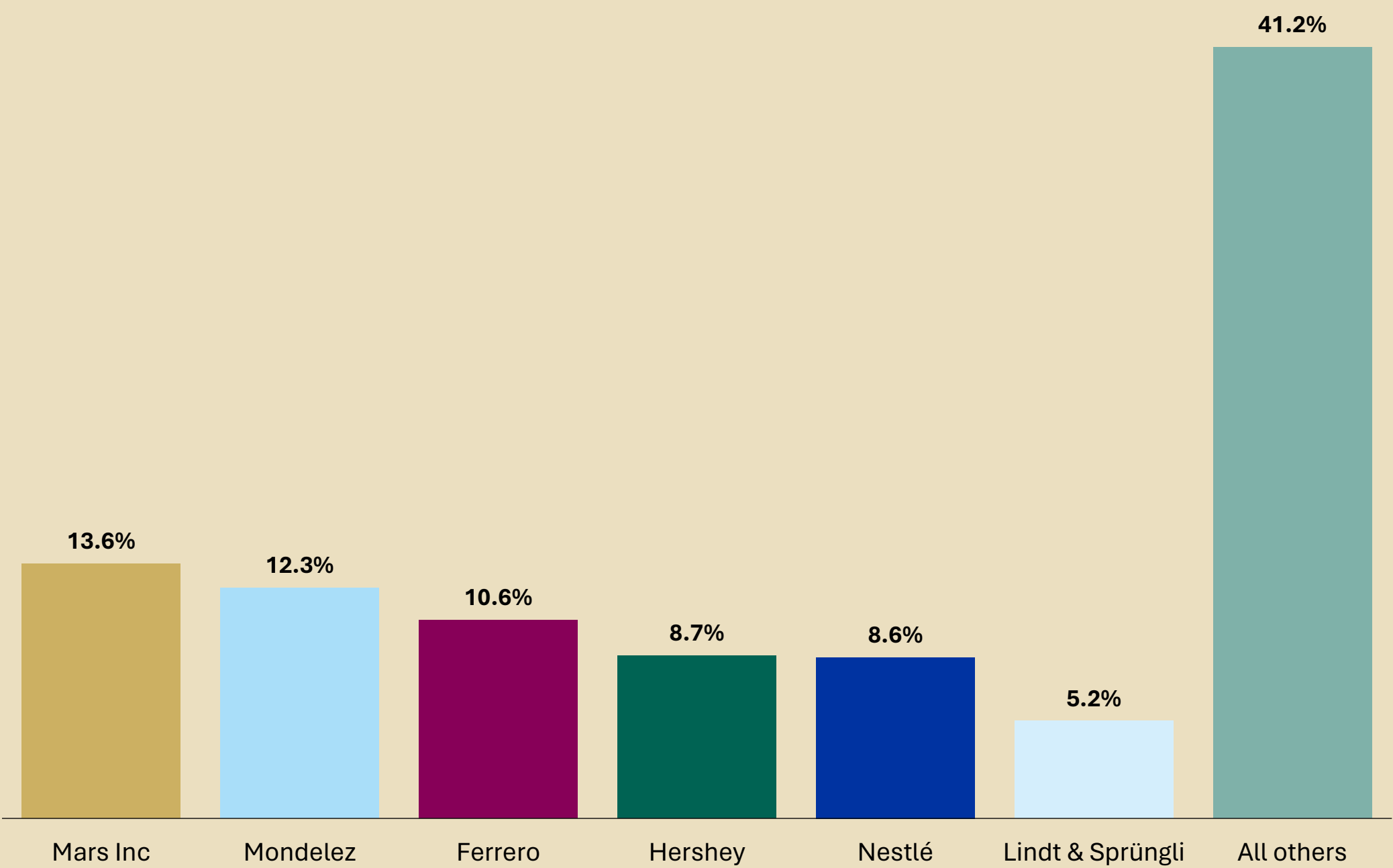
World chocolate market & competitive environment



Consumer value by region in CHF (FY 2024): 115.5b



Top 6 chocolate companies account for 59% of the market share

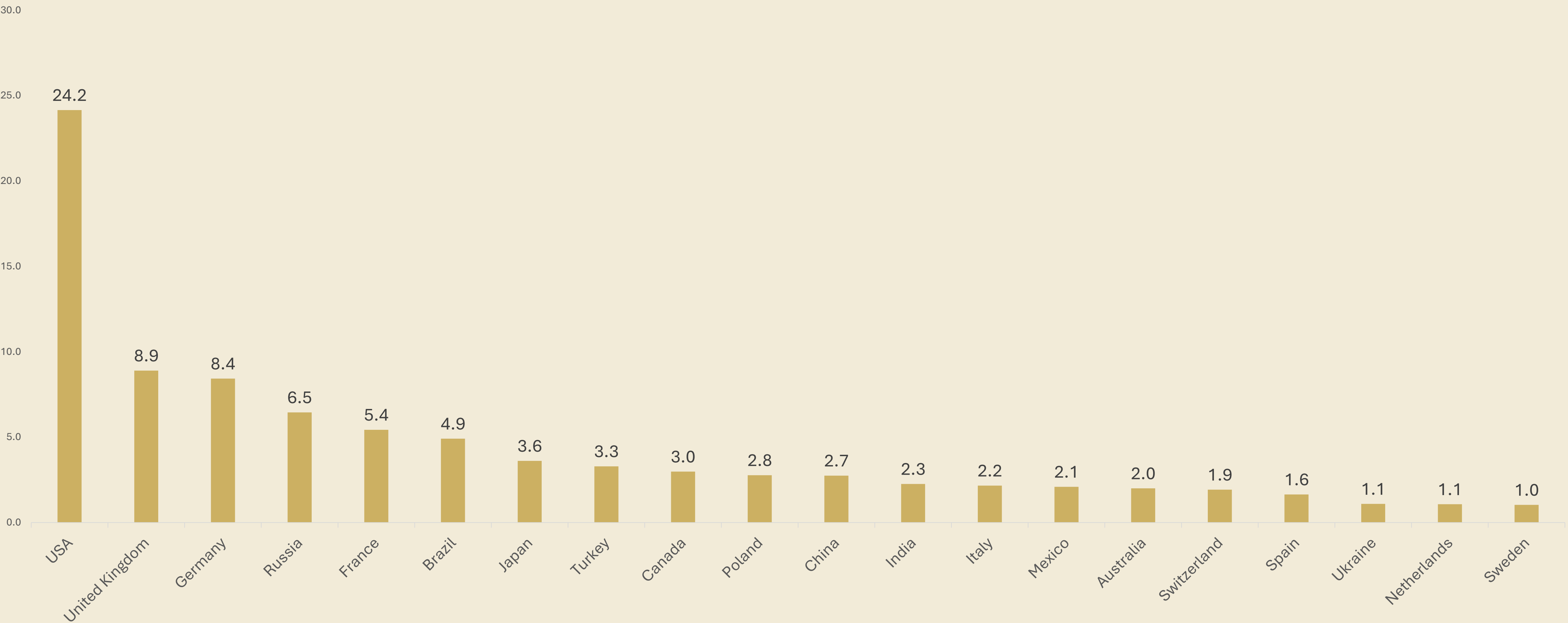


Source: Euromonitor, 2024, Fixed prices

The top 20 world's biggest chocolate markets

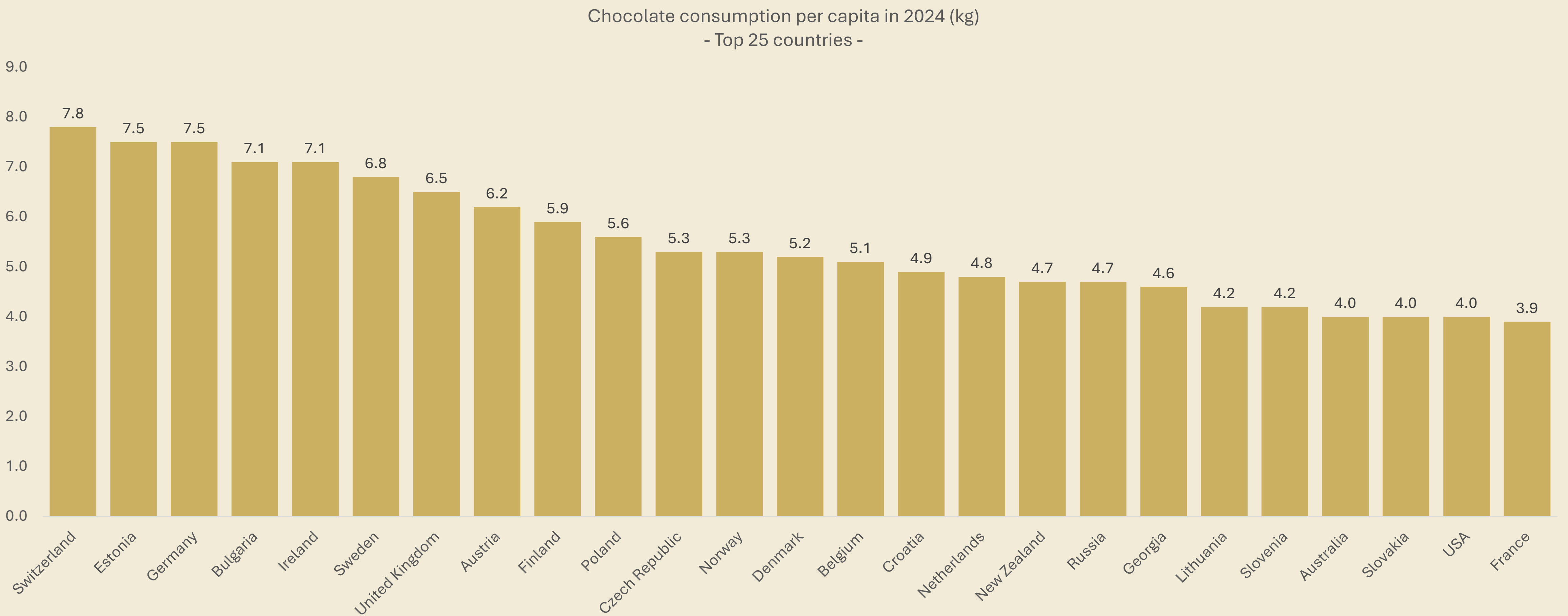


Top 20 chocolate markets = 77.0% of worldwide offtake



Source: Euromonitor RSP fixed ex rates in Billion CHF, March 2025

Chocolate consumption – Top 25 Countries





LINDT & SPRÜNGLI



08 Financial Results

Financial highlights 2024

Lindt & Sprüngli delivers strong performance
in Sales, EBIT, and Free Cash Flow

5.47bn

Group sales (CHF)

+1.5%

Volume/Mix growth

+7.8%

Organic sales growth

635m

Free cash flow (CHF)

884m

EBIT (CHF)

11.6%

Free cash flow margin (+240bp)

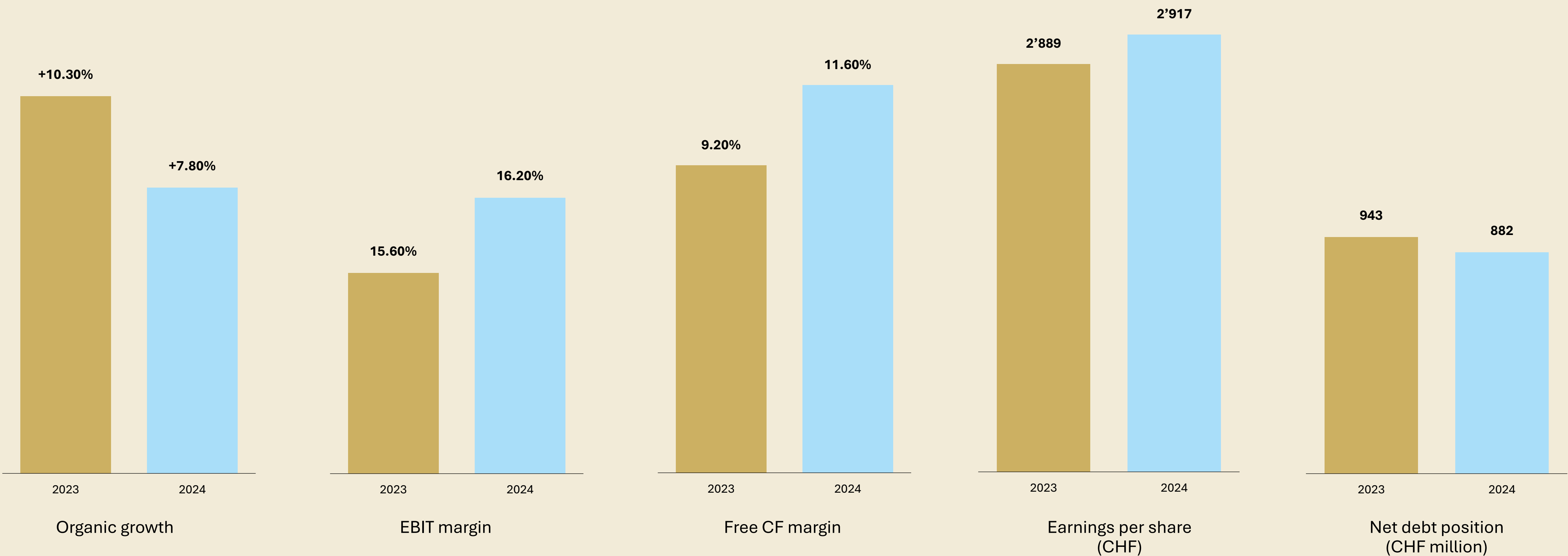
16.2%

EBIT margin (+60bp)



Overview – Year 2024

Key performance indicators remain strong



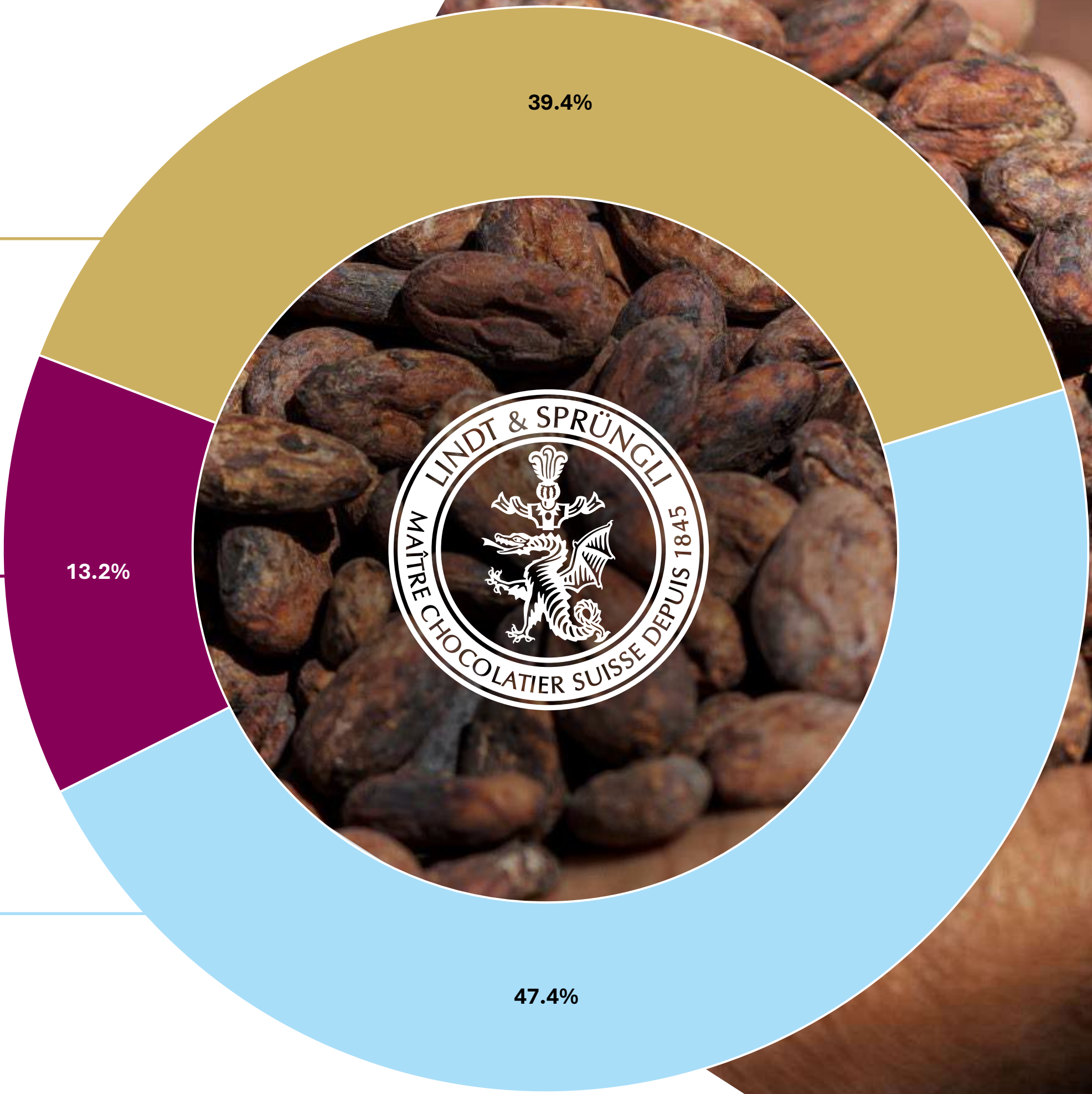
Sales split across regions

Financial year 2024

NORTH AMERICA
+5.0%
Organic growth

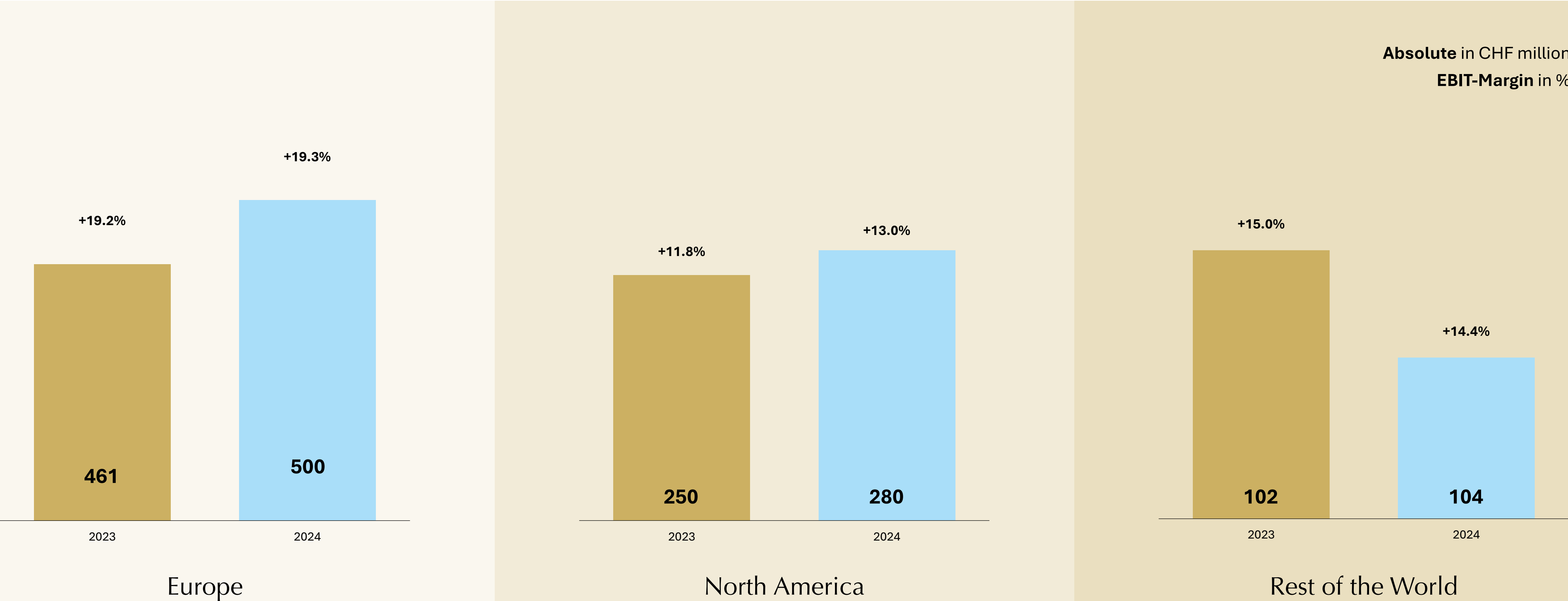
REST OF THE WORLD
+10.0%
Organic growth

EUROPE
+9.5%
Organic growth



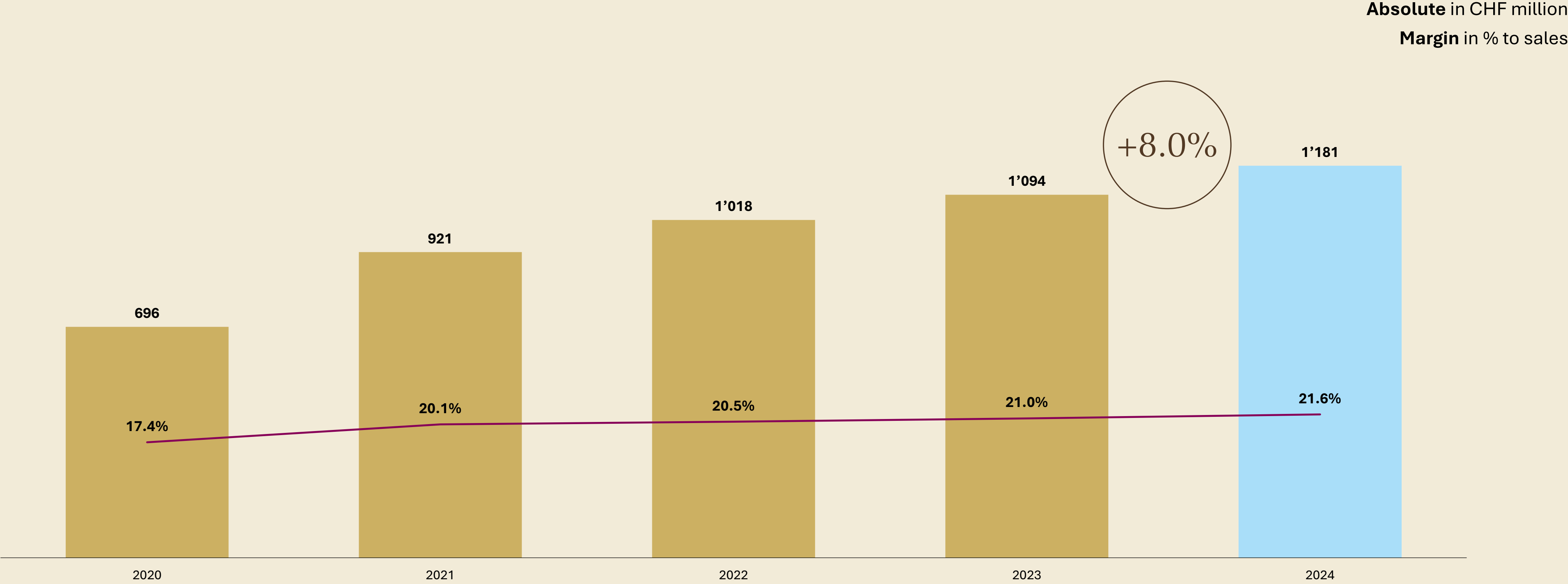
EBIT by Segment

Continuous increase of profitability in North America. Investment for future growth (brand, people) in Rest of the World



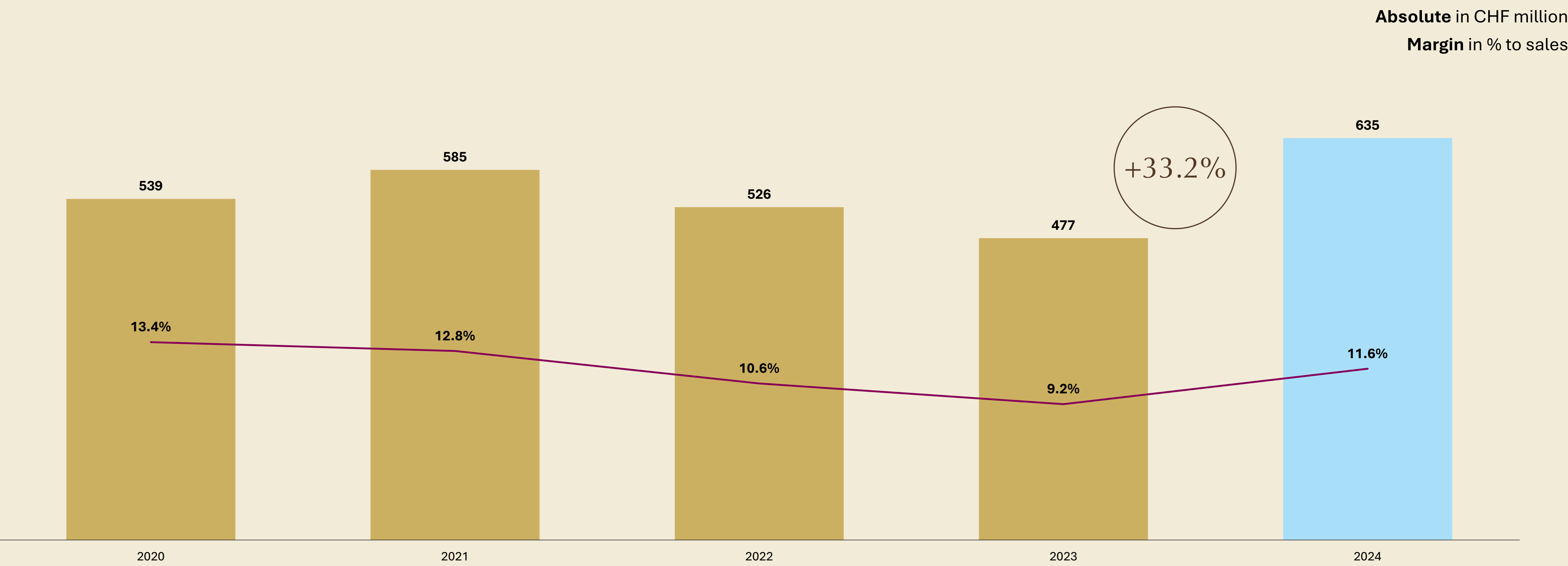
EBITDA

Achieving record levels



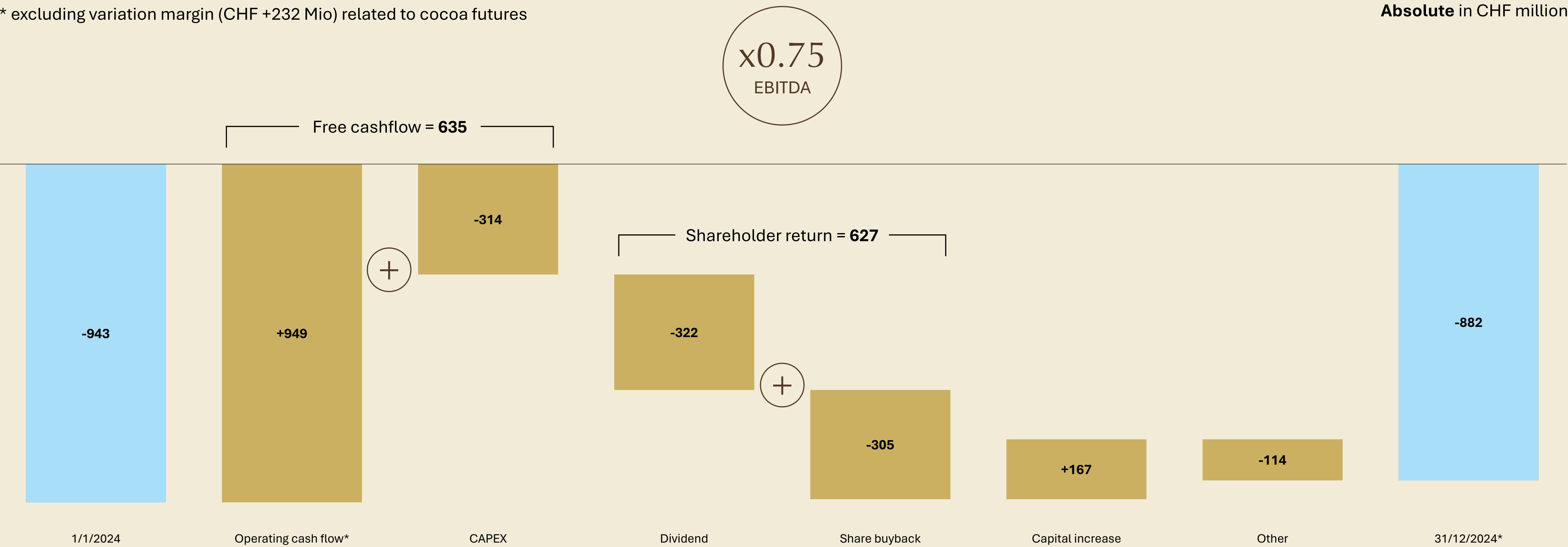
Free Cash Flow

Strong Free Cash Flow development by good Net Working Capital management



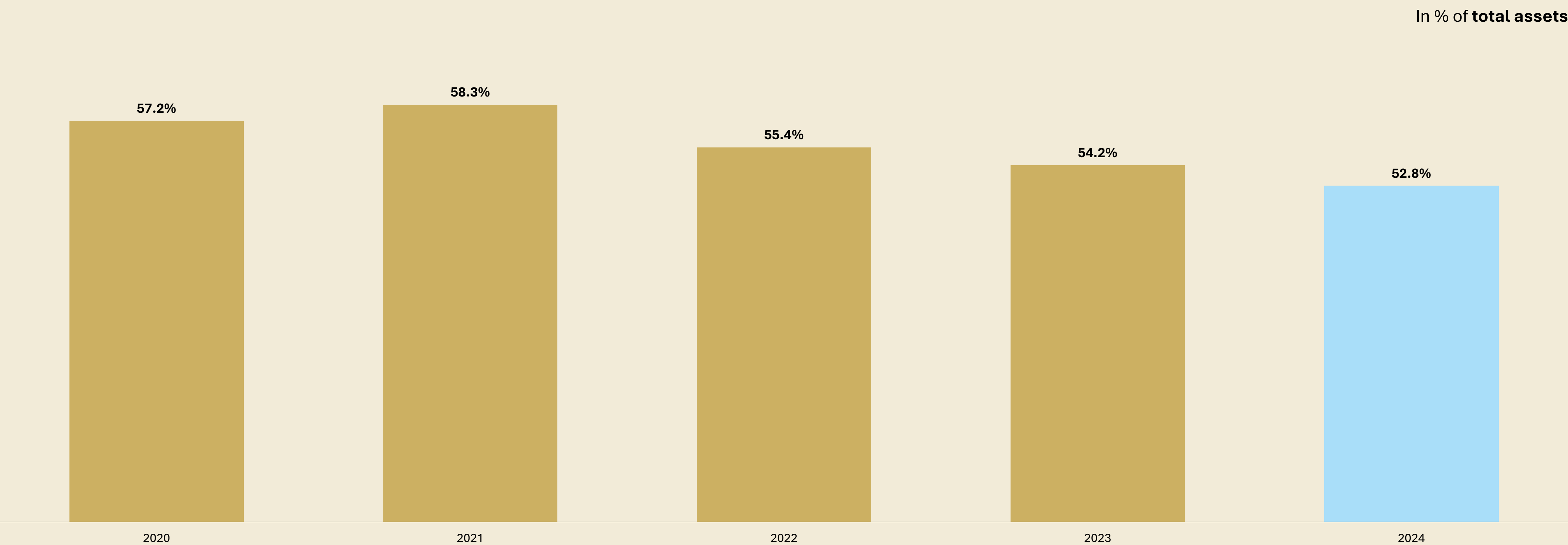
Net Financial Position

Decrease in Net Debt Position driven by strong Free Cash Flow



Equity Ratio

Balance sheet remains strong





LINDT & SPRÜNGLI

09 Sustainability



LINDT & SPRÜNGLI



Lindt & Sprüngli

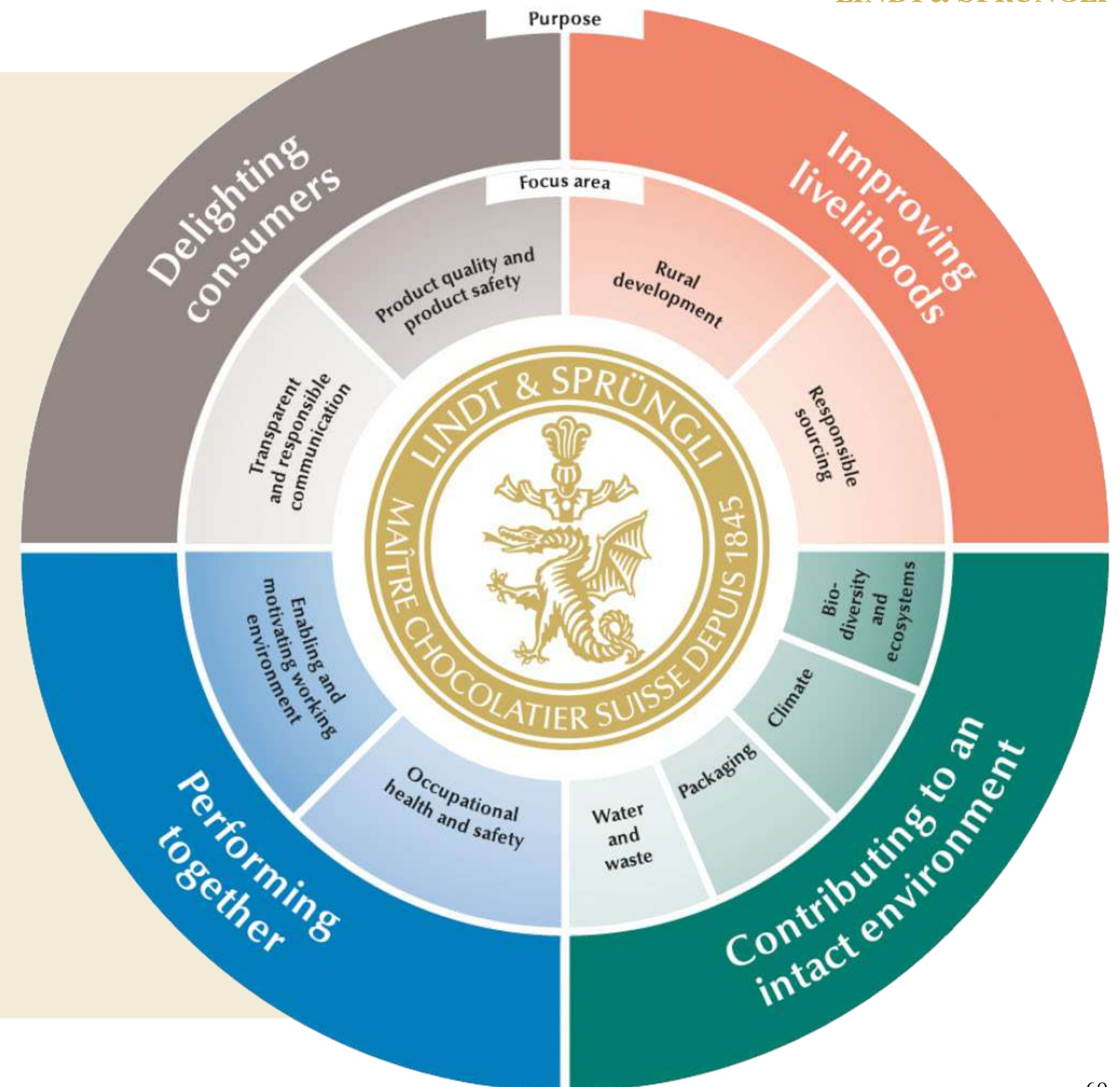
Our sustainability strategy is a core component of our business strategy with which we aim to contribute to a more sustainable future.

The Lindt & Sprüngli Sustainability Plan

Our Sustainability Plan centers around Lindt & Sprüngli's priority focus areas, grouped under four purpose pillars:

- **Improving the livelihoods** of people in our supply chain
- **Contributing to an intact environment**
- Fostering **successful collaboration within the company**
- **Delighting our consumers**

Upholding **business ethics and integrity and respecting human rights** are critical aspects that extend across all elements of our value chain and Sustainability Plan.

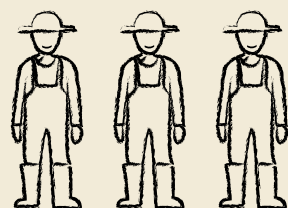


Sustainability progress 2024 at a glance



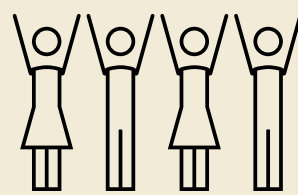
84.2% (+11.9pp)

of cocoa products sourced through Farming Program or other responsible sourcing programs



82.2% (+24.1pp)

of the sourced volumes of raw and packaging materials covered by a responsible sourcing program



People first

Development and approval of new people strategy



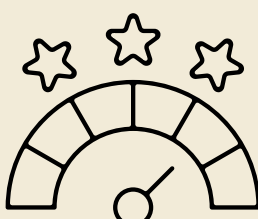
91.4% (+1.7pp)

of our packaging was designed to be recyclable



Top 1%

Awarded with EcoVadis Silver Medal. Top 1% for sustainable procurement within our industry



CDP score: B

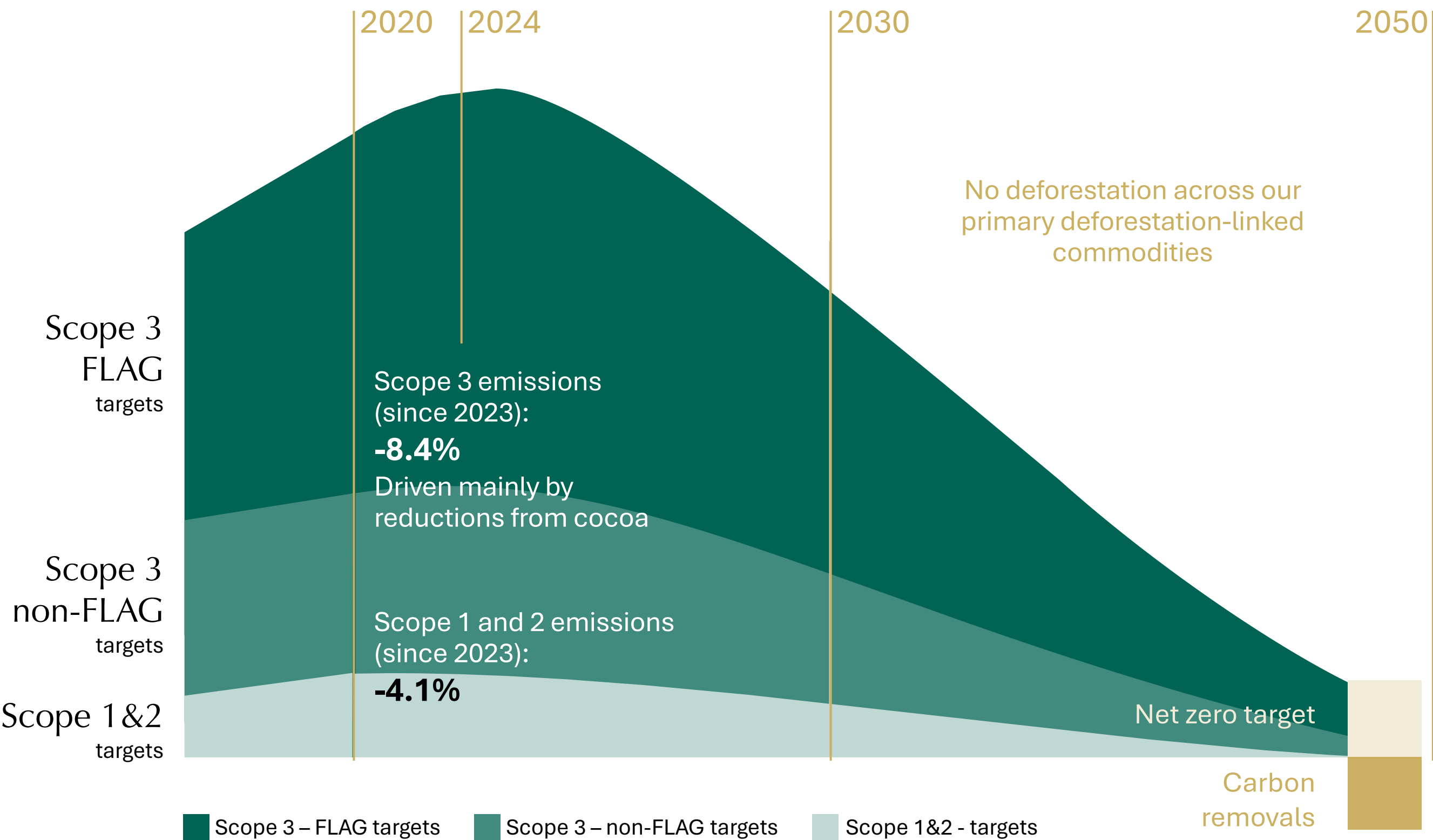
For climate (up from D)





Our Roadmap to Net-zero

Lindt & Sprüngli has science-based climate targets approved by the Science Based Targets initiative (SBTi), with the ultimate goal of net zero emissions by 2050.



This graphic is illustrative only, not to scale and not representative of the actual historical trend. For more information, please refer to our Roadmap to net-zero.



Responsible Cocoa Sourcing

Strategic progress in 2024



Joined the International Cocoa Initiative (ICI)
& reviewed our suppliers' Child Labor Monitoring
and Remediation System implementation



Improved traceability systems
in preparation for the EU Deforestation Regulation (EUDR)



Introduced Rainforest Alliance Certification in addition
to our Farming Program and external verification scheme for all cocoa
sourced



Started design of a living income pilot program
to start in West Africa during 2025



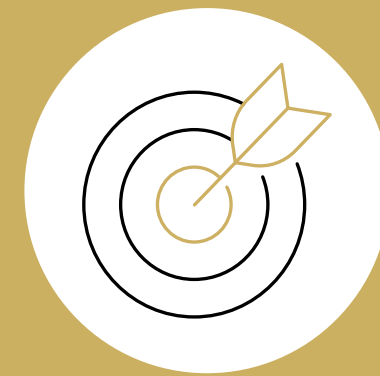
Initiated an agroforestry program in Côte d'Ivoire
and created a 2030 decarbonization plan for cocoa

Lindt & Sprüngli Farming Program for Cocoa



Vision

The Farming Program aims to contribute to the **creation of decent and resilient livelihoods for cocoa farmers and their families** and to encourage more **sustainable farming practices**.



Objectives

Increasing the resilience of farming households

Reducing the risk of child labor

Conservation of biodiversity and natural ecosystems



Principles

Long-term supplier partnerships

Our own responsible sourcing program

Traceable & transparent supply chains

Continuously improving based on monitoring and external verification

Working in partnerships and engaging in collective action through multi-stakeholder initiatives

Farming Program Highlights 2024



61.3%

of cocoa beans equivalent were sourced through our Farming Program

84.2% of cocoa beans equivalent were sourced through responsible sourcing programs



CHF 33.6 million

Invested in the responsible sourcing of cocoa



260

drinking water systems and boreholes built and functioning since the start of the Farming Program



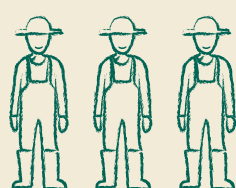
75

schools built or renovated since the start of the Farming Program



11,700

individuals trained in additional **Income Generating Activities (IGA)**



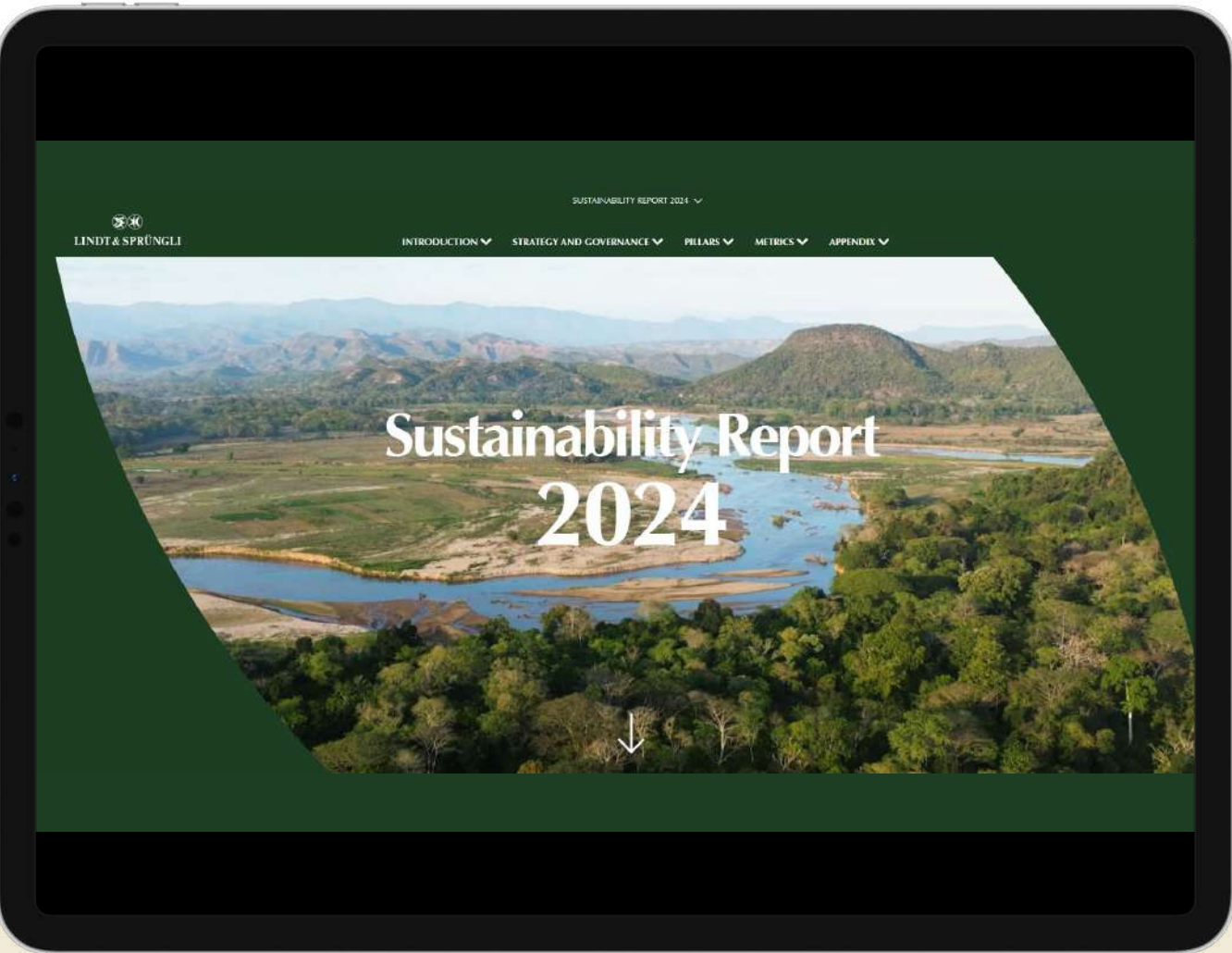
118,000

farmers in seven origin countries **participate in the Farming Program**

ESG Reporting

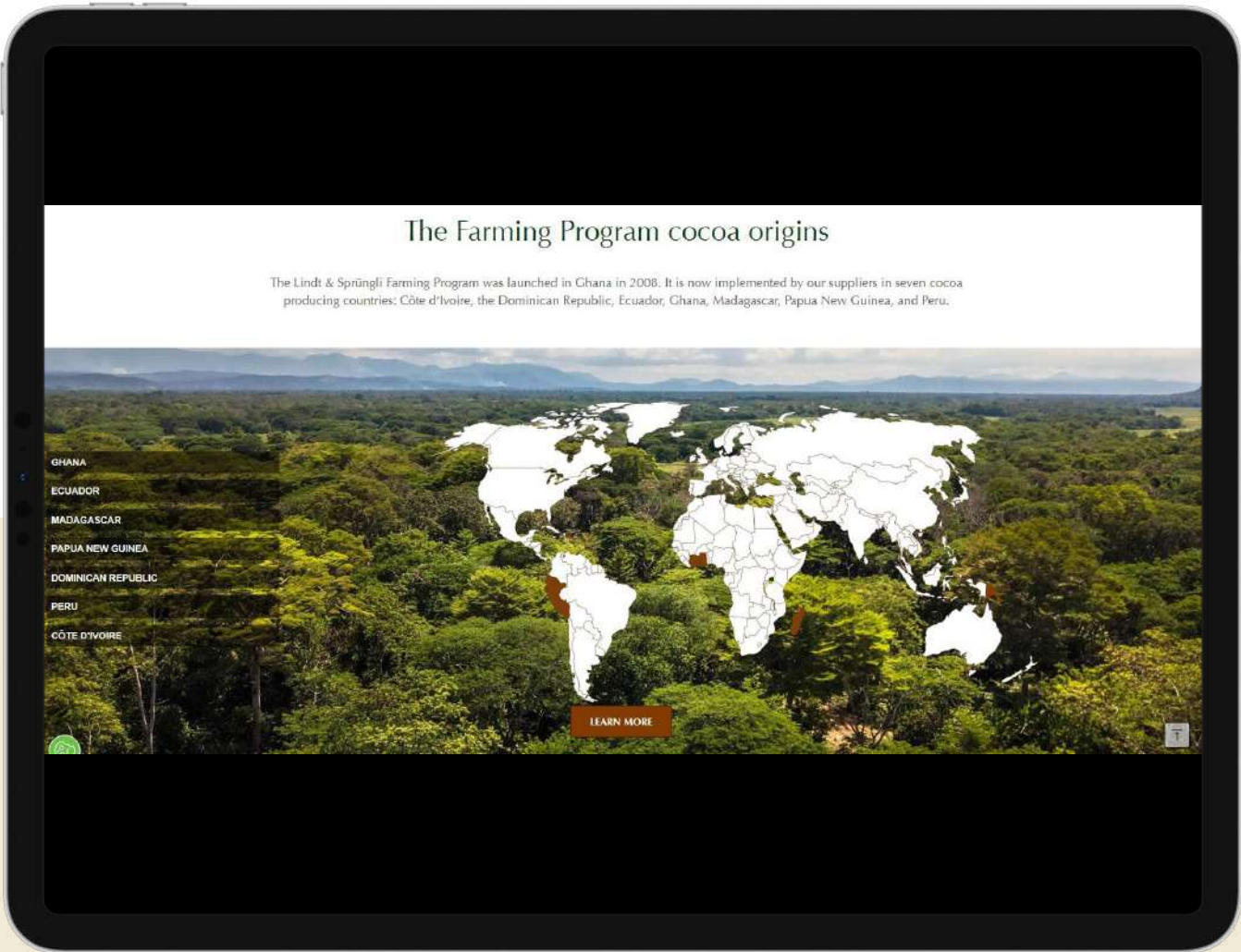


The Lindt & Sprüngli Sustainability Report is our annual communication on our ESG performance



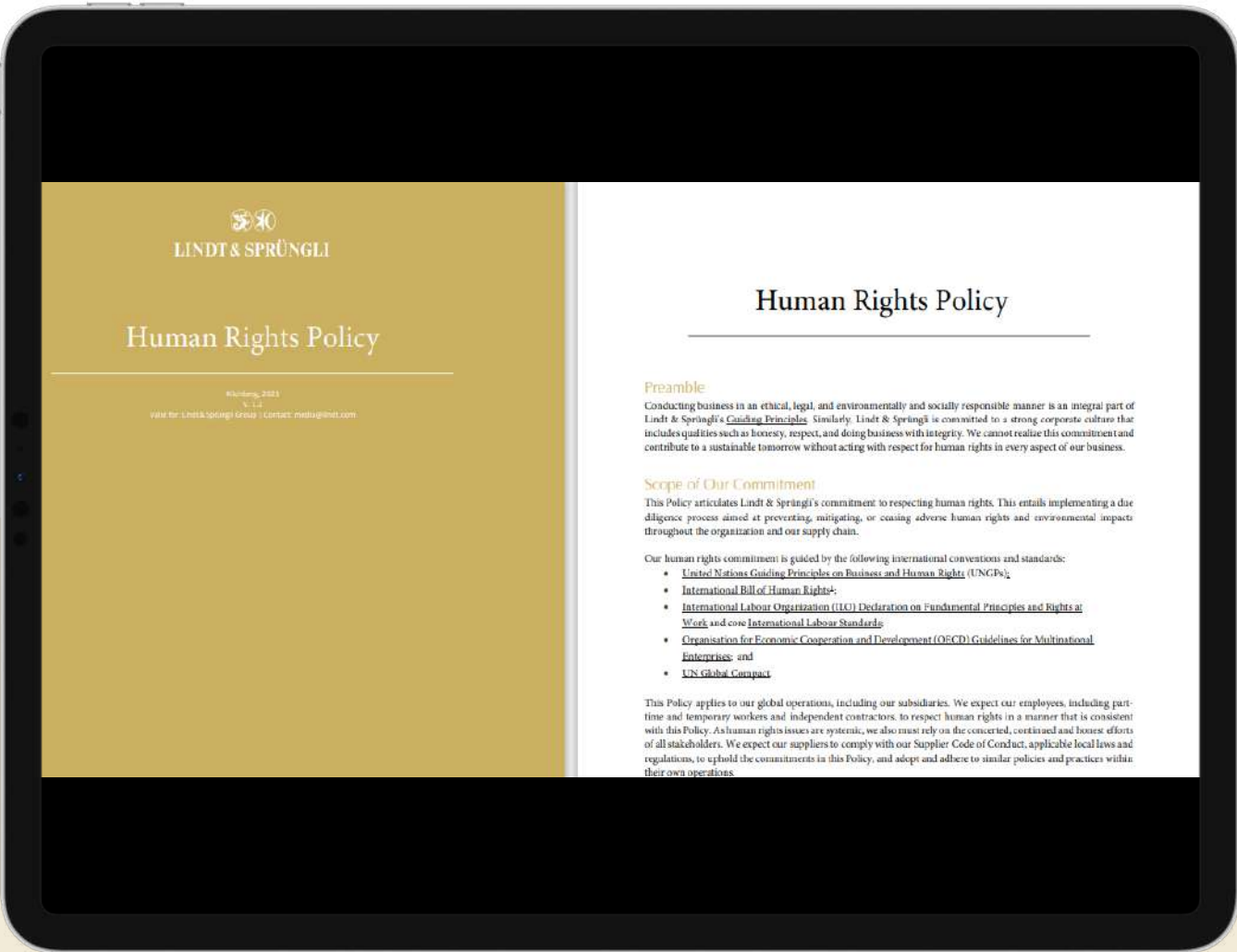
Sustainability Report 2024
on the Lindt & Sprüngli website

<https://www.lindt-spruengli.com/sustainability>



Lindt & Sprüngli
Farming Program

www.farming-program.com



Sustainability
Policies

<https://www.lindt-spruengli.com/sustainability/governance-documents>