



Leverandør til Det Kgl. Danske Hof

**Toms Gruppen A/S**

## Press release

*Ballerup, 22 March 2019*

## Annual report 2018

### **The Toms Group won market shares in a challenging 2018**

The Toms Group's 2018 annual report shows a total operating profit of DKK 50 million, which, like the revenue, is in line with the 2017 results. Seen in a historical perspective, these are reasonable results, but according to CEO Carsten Lyngsø Thomsen, it doesn't quite meet the Group's expectations for 2018:

"We're gaining ground and growing our position in tough, competitive markets such as Denmark, Sweden and Germany because our strategy and commercial focus are right. We're showing that we're on the right track and that our organisation is delivering on our strategic aims. And so the financial results for 2018 could have been better."

#### **Summer and the Swedish exchange rate**

Two external factors particularly influenced the 2018 results. First, the extraordinarily long and hot summer in Denmark and Northern Europe in general affected candy and chocolate sales throughout the industry, which fell by up to five per cent. Second, an unusual drop in the value of the Swedish krona in 2018 also affected the results.

"A historically long and hot summer like the one we had in 2018 naturally leads to a drop in sales of chocolate. The weather can be hard to guard against, as can fluctuating exchange rates. This is the same for all businesses. Because the Toms Group has a big presence in Sweden, if the exchange rate drops as drastically as it did last year, it will affect our overall results," says Carsten Lyngsø Thomsen.

#### **The Toms Group follows its investment plan**

The Toms Group continued to make significant investments in both Denmark and Poland in 2018, and continues to follow its investment plan, which is designed to ensure a stable and competitive supply chain and create a solid platform for future growth.

In recent years, the Group has invested hundreds of millions of kroner in its two Danish candy and chocolate factories in Ballerup and Hvidovre, Denmark. In 2018 work was also begun on a modern new factory in Nowa Sól, Poland, close to the existing packing facilities in Leszno.





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### **A strong platform for growth in Denmark and abroad**

Today, the Toms Group is an international player with Danish roots. Its investments in Denmark and abroad allow the Group to continue to seek growth in new markets.

“Denmark will always be an important market for the Toms Group. But if we’re to hold our own in the intensifying international competition, it’s important that we also grow beyond the country’s borders,” says Carsten Lyngsø Thomsen.

One of the company’s product ranges that has become very popular internationally in recent years is the iconic bottle-shaped liqueur filled chocolates from Anthon Berg. Sales of this product have seen double-digit growth in recent years, and 2018 showed that the positive growth is continuing.

### **The annual report is available on the Toms Group website:**

<https://tomsgroup.com/en/about-toms-group/toms-annual-reports/>

The Toms Group’s non-financial annual report (“Our Responsibility 2018”) can also be downloaded via this link.

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