

Lindt & Sprüngli delivers strong organic growth in a volatile environment

Media Release: Sales Results 2025 | Ad hoc announcement pursuant to Article 53 LR

- Organic growth of 12.4% to CHF 5.92 billion, driven by the ongoing trend towards premiumization, successful innovations, and price increases
- Strong growth across all regions, accelerated double-digit growth in North America in the second half of the year
- Successful product innovations contribute to growth
- Record growth in Global Retail through organic growth and network expansion

The financial year 2025 was shaped by geopolitical and economic uncertainty, cautious consumer behavior, and unprecedented high cocoa costs, resulting in double digit price increases and lower volumes across the industry. Despite these headwinds, the Lindt & Sprüngli Group remained resilient and leveraged its premium positioning and was again able to grow above market average and hence increase its market share. Globally, consumers continued to trade up for quality, reinforcing the trend toward premiumization.

"Consumers still long for quality, moments of bliss, a small, special treat – and as a premium brand we meet that demand. People are striving for high-quality chocolate that delivers an exceptional experience."

Adalbert Lechner, Group CEO of Lindt & Sprüngli

In 2025, Lindt & Sprüngli grew organically by 12.4% to CHF 5.92 billion (previous year: CHF 5.47 billion). Sales growth in Swiss Francs was 8.2%, mainly influenced by a negative currency effect of -3.9%. The organic growth is driven by groupwide price increases of 19%. In Global Retail, sales in the around 620 own stores and 21 e-shops (previous year: 568 own stores) grew substantially across all markets with an overall 20.8% growth, driven by strong organic growth as well as expansion.

Growth momentum across regions

Europe achieved strong organic sales growth of 15.3% to CHF 2.96 billion. All European subsidiaries achieved double-digit growth, with the strongest organic growth of more than 20% in Benelux, Central Eastern Europe, the Nordics, as well as Spain and Portugal. Across all markets, the key growth drivers were Excellence dark tablets, Lindor, the seasonal heroes Gold Bunny and Teddy and the launch of Lindt Dubai Style Chocolate.

Despite economic uncertainties, inflation, and weak consumer sentiment, North America grew organically by 8.9% to CHF 2.18 billion in the full year. The region accelerated its growth momentum in the second half of the year with organic growth of 11.9%, driven primarily by strong performances from Lindor and Excellence and the successful rollout of Lindt Dubai Style Chocolate across retail and wholesale, as well as the baking category at Ghirardelli.

The Rest of the World delivered organic growth of 11.7% for the full year, reaching CHF 0.78 billion, with double-digit gains in key markets such as Japan, Brazil, South Africa, China, and Chile. In the reporting year, Lindt & Sprüngli opened its first six stores in the newly established Chilean subsidiary.

Driving innovation and portfolio expansion

In 2025, Lindt & Sprüngli accelerated innovation across brands and formats. The standout was the global rollout of Lindt Dubai Style chocolate, the biggest innovation of the year. Beyond the initial Lindt Dubai Style tablet, Lindt & Sprüngli has expanded the range with pralines, countlines, and line extensions in dark and white chocolate. In North America, Ghirardelli and Russell Stover also launched their own Dubai Style products. The Group also broadened its core product range with the global rollout of Excellence Pistachio, and launched new Lindor flavors, such as Shortbread and Golden Caramel.

Outlook

For the financial year 2025, Lindt & Sprüngli is confident that it will achieve an operating profit margin (EBIT) increase at the lower end of 20–40 basis points (previous year: 16.2%).

For 2026 and the years thereafter, the Group continues to reiterate its strategic medium- to long-term organic sales growth targets of 6–8% with an improvement in the operating profit margin of 20–40 basis points per year.

More details on the full-year results for 2025 will follow at 7:00 a.m. on Tuesday, March 10, 2026.

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