

# Consensus Estimates for FY 2022/23

Estimates: 12 out of 13  
collected: October 2023

Group (in CHF m)	Volume (tsd tonnes)	Revenue	EBIT recurring	Net profit recurring	Free cash flow
<b>Consensus</b>	<b>2,283</b> -1.0%	<b>8,397</b> +3.8%	<b>651</b> +4.3%	<b>440</b> +2.7%	<b>249</b>
High	2,295	8,575	696.9	547.5	368
Low	2,270	8,092	633.5	417	31
<b>ACTUAL</b> <b>Beat (+) / Miss (-)</b>	<b>2,281</b> <b>-0.1%</b>	<b>8471</b> <b>+0.9%</b>	<b>659.4</b> <b>+1.3%</b>	<b>443.1</b> <b>+0.7%</b>	<b>113</b> <b>-54.6%</b>

By Product (in CHF m)	Volume (tsd tonnes)	Actual Result	Beat (+) / Miss (-)	Revenue	Actual Result	Beat (+) / Miss (-)
<b>Gourmet &amp; Specialties</b>	285	<b>283</b>	<b>-0.7%</b>	1,465	<b>1,401</b>	<b>-4.4%</b>
<b>Food Manufacturer</b>	1,532	<b>1,530</b>	<b>-0.1%</b>	4,778	<b>5,055</b>	<b>+5.8%</b>
<b>Global Cocoa</b>	466	<b>468</b>	<b>+0.4%</b>	1,961	<b>2,014</b>	<b>+2.7%</b>

Note: due to rounding, numbers might not sum-up

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Estimates: 12 out of 13  
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By Region (in CHF m)	Volume (tsd tonnes)	Revenue	EBIT recurring
<b>EMEA estimate</b>	1035	3,643	377.1
<b>EMEA actual (+/-)</b>	<b>1,036 flat</b>	<b>3,696 +1.5%</b>	<b>408.5 +8.3%</b>
<b>Americas</b>	627	2,281	221.0
<b>Americas actual (+/-)</b>	<b>620 -1.1%</b>	<b>2,237 -1.9%</b>	<b>220.0 flat</b>
<b>Asia-Pacific</b>	160	536	58.8
<b>Asia-Pacific actual (+/-)</b>	<b>157 -1.9%</b>	<b>523.2 -2.4%</b>	<b>46 -21.8%</b>
<b>Global Cocoa</b>	466	1,961	102.6
<b>Global Cocoa actual (+/-)</b>	<b>468 +0.4%</b>	<b>2,014 +2.7%</b>	<b>107.1 +4.4%</b>

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