

Consensus Estimates for Full-year 2023/24

Estimates: 13

Collected: September 2024

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Group	Volum e	Revenue	EBIT	EBIT	Net profit	Net profit	Free cash flow	1
(in CHF m)	(tsd tonnes)		recurring	reported	recurring	reported		Z
Consensus	2,283	10,075	656	447	392	213	(1,733)	
% yoy	0.1%	18.9%	-0.5%	-32.2%	-11.5%	-52.0%	-	
High	2,315	11,0 11	692	541	435	282	(1,456)	The same
Low	2,262	9,448	612	380	348	131	(2,098)	*

By segment	Volum e		
(in CHF m)	(tsd tonnes)		
Global Chocolate	1,825		
Gourmet & Specialties	306		
Food Manufacturers	1,519		
Global Cocoa	458		

By region	Volum e		
(in CHF m)	(tsd tonnes)		
W estern Europe	729		
Central & Eastern Europ	298		
North America	559		
Latin America	59		
Asia Pacific, Middle East	180		

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



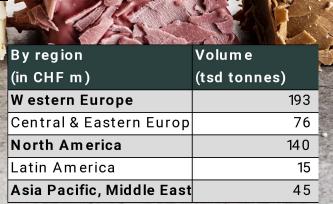
Consensus Estimates for Three Months 2024/25

Estimates: 13

Collected: September 2024

Group	Volum e	Revenue
(in CHF m)	(tsd tonnes)	
Consensus	582	2,890
% yoy	0.2%	29.0%
High	620	3,525
Low	573	2,455

By segment	Volum e			
(in CHF m)	(tsd tonnes)			
Global Chocolate	470			
Gourmet & Specialties	83			
Food Manufacturers	387			
Global Cocoa	114			



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



Consensus Estimates for Full-year 2024/25

Estimates: 13

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Group (in CHF m)	Volume (tsd tonnes)	Revenue			Net profit recurring	-	Free cash flow
Consensus	2,284	11,625	739	601	454	324	329
% yoy	0.1%	15.4%	12.7%	34.5%	15.8%	52.6%	-
High	2,397	14,095	785	689	512	382	833
Low	2,232	9,637	661	508	396	220	(663)

By segment	Volum e		
(in CHF m)	(tsd tonnes)		
Global Chocolate	1,836		
Gourmet & Specialties	320		
Food Manufacturers	1,514		
Global Cocoa	452		

By region	Volum e		
(in CHF m)	(tsd tonnes)		
W estern Europe	716		
Central & Eastern Europ	300		
North America	568		
Latin America	61		
Asia Pacific, Middle East	191		

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