

**Q1 24/25 Consensus (pre-Q1)**
**Group**

Sales volume [tsd tonnes]	568	-2.2%	12	556	575
Sales revenue [CHFm]	2,881	28.6%	12	2,433	3,143

**Sales volume by region [tsd tonnes]**

Western Europe	187	-3.7%	10	184	190
Central and Eastern Europe	73	-3.1%	10	69	75
North America	136	-2.9%	10	133	147
Latin America	16	5.1%	10	15	16
Asia Pacific, Middle East and Africa	44	5.2%	10	39	46
Global Chocolate	456	-2.1%	12	447	464
Global Cocoa	112	-2.6%	12	108	114

**Sales revenue by region [CHFm]**

Western Europe	955	29.3%	10	843	1,064
Central and Eastern Europe	343	34.2%	10	299	386
North America	635	23.0%	10	579	671
Latin America	57	14.1%	10	49	68
Asia Pacific, Middle East and Africa	180	28.3%	10	156	212
Global Chocolate	2,120	24.7%	12	1,791	2,369
Global Cocoa	762	41.0%	12	643	855

**Sales volume by product [tsd tonnes]**

Gourmet	83	3.8%	11	78	88
Food Manufacturers	374	-3.1%	11	370	378

**Sales revenue by product [CHFm]**

Gourmet	499	23.0%	9	438	555
Food Manufacturers	1,623	25.3%	9	1,353	1,843

Average	%_yoy	Count	Min	Max
568	-2.2%	12	556	575
2,881	28.6%	12	2,433	3,143
187	-3.7%	10	184	190
73	-3.1%	10	69	75
136	-2.9%	10	133	147
16	5.1%	10	15	16
44	5.2%	10	39	46
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955	29.3%	10	843	1,064
343	34.2%	10	299	386
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2,120	24.7%	12	1,791	2,369
762	41.0%	12	643	855
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374	-3.1%	11	370	378
499	23.0%	9	438	555
1,623	25.3%	9	1,353	1,843

Note: This document is based on estimates and forecasts of various sell-side analysts. Barry Callebaut does not endorse these figures. Certain figures might not completely add due to rounding.

**HI 24/25 Consensus (pre-Q1)****Group**

	Average	% yoy	Count	Min	Max
Sales volume [tsd tonnes]	1,119	-1.7%	10	1,088	1,145
Sales revenue [CHFm]	5,938	27.9%	10	5,330	6,587
EBIT recurring in Local Currency [CHF m]	373	9.8%	4	368	384
EBIT recurring [CHF m]	358	5.5%	9	313	389
EBIT reported [CHF m]	296	66.3%	9	228	347
Net profit recurring in Local Currency [CHF m]	201	-6.7%	2	201	202
Net profit recurring [CHF m]	194	-10.3%	9	160	221
Net profit reported [CHF m]	138	79.2%	9	92	191
Free Cash Flow [CHF m]	(614)	-3.9%	4	(797)	(300)

**Sales volume by region [tsd tonnes]**

Western Europe	359	-2.9%	9	352	365
Central and Eastern Europe	148	-3.0%	9	140	154
North America	265	-1.8%	9	258	292
Latin America	31	2.9%	9	29	32
Asia Pacific, Middle East and Africa	95	6.1%	9	87	103
Global Chocolate	899	-1.4%	10	875	921
Global Cocoa	220	-3.0%	10	210	224

**Sales revenue by region [CHFm]**

Western Europe	1,822	27.8%	9	1,709	2,069
Central and Eastern Europe	707	29.1%	9	599	795
North America	1,247	23.7%	9	1,091	1,371
Latin America	122	16.5%	9	105	144
Asia Pacific, Middle East and Africa	389	31.4%	9	338	467
Global Chocolate	4,248	25.6%	10	3,878	4,842
Global Cocoa	1,692	34.2%	10	1,236	2,004

**Sales revenue by product [CHFm]**

Gourmet	164	4.1%	9	149	172
Food Manufacturers	738	-2.2%	9	724	765

**Sales volume by product [tsd tonnes]**

Gourmet	973	21.3%	8	693	1,083
Food Manufacturers	3,319	28.7%	8	2,863	3,779

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**FY 24/25 Consensus (pre-Q1)**
**Group**

Sales volume [tsd tonnes]	2,268	-0.5%	13	2,229	2,298
Sales revenue [CHFm]	12,155	17.0%	13	10,429	14,242
EBIT recurring in Local Currency [CHF m]	798	13.3%	6	782	816
EBIT recurring [CHF m]	784	11.3%	13	758	813
EBIT reported [CHF m]	659	47.6%	12	589	778
Net profit recurring in Local Currency [CHF m]	440	5.5%	2	438	443
Net profit recurring [CHF m]	450	7.9%	12	404	558
Net profit reported [CHF m]	339	77.8%	13	268	429
Free Cash Flow [CHF m]	(418)	-82.1%	11	(1,606)	224

**Sales volume by region [tsd tonnes]**

Western Europe	714	-1.8%	11	693	728
Central and Eastern Europe	297	0.4%	11	288	305
North America	553	-0.1%	11	532	603
Latin America	62	4.8%	11	61	65
Asia Pacific, Middle East and Africa	190	4.5%	11	179	198
Global Chocolate	1,816	-0.1%	13	1,776	1,855
Global Cocoa	453	-1.9%	13	412	462

**Sales revenue by region [CHFm]**

Western Europe	3,691	17.4%	11	3,314	4,386
Central and Eastern Europe	1,526	19.7%	11	1,338	1,869
North America	2,645	16.6%	11	2,321	3,109
Latin America	235	15.5%	11	191	283
Asia Pacific, Middle East and Africa	799	23.2%	11	711	1,016
Global Chocolate	8,734	15.8%	13	7,583	10,662
Global Cocoa	3,421	20.2%	13	2,846	3,770

**Sales volume by product [tsd tonnes]**

Gourmet	320	3.5%	12	289	332
Food Manufacturers	1,494	-1.0%	12	1,457	1,566

**Sales revenue by product [CHFm]**

Gourmet	1,938	14.9%	11	1,410	2,236
Food Manufacturers	6,861	17.2%	11	5,796	8,409

Average	% yoy	Count	Min	Max
2,268	-0.5%	13	2,229	2,298
12,155	17.0%	13	10,429	14,242
798	13.3%	6	782	816
784	11.3%	13	758	813
659	47.6%	12	589	778
440	5.5%	2	438	443
450	7.9%	12	404	558
339	77.8%	13	268	429
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3,691	17.4%	11	3,314	4,386
1,526	19.7%	11	1,338	1,869
2,645	16.6%	11	2,321	3,109
235	15.5%	11	191	283
799	23.2%	11	711	1,016
8,734	15.8%	13	7,583	10,662
3,421	20.2%	13	2,846	3,770
320	3.5%	12	289	332
1,494	-1.0%	12	1,457	1,566
1,938	14.9%	11	1,410	2,236
6,861	17.2%	11	5,796	8,409

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