

# Consensus Estimates for HY 2020/21

Estimates: 9 out of 11  
collected: March 2021

Group (in CHF m)	Volume (tonnes)	Revenue	EBITDA	EBIT reported	Net profit reported	Free Cashflow
<b>Consensus</b>	<b>1,072.5</b>	<b>3,533.2</b>	<b>372.5</b>	<b>275.9</b>	<b>190.0</b>	
High	1,084.0	3,990.0	429.0	308.0	212.0	145.0
Low	1,055.0	3,437.8	287.0	257.0	172.0	-230.0

By Region (in CHF m)	Volume (tonnes)	Revenue	EBITDA	EBIT reported	By Product (in CHF m)	Volume (tonnes)	Revenue
<b>EMEA</b>	478.8	1,483.6	192.4	158.8	<b>Gourmet &amp; Specialties</b>	123.0	549.5
<b>Americas</b>	304.0	898.1	122.6	94.2	<b>Food Manufacturer</b>	729.4	2,048.2
<b>Asia-Pacific</b>	69.7	213.2	33.9	27.2	<b>Global Cocoa</b>	221.1	879.4
<b>Global Cocoa</b>	221.1	879.4	81.7	46.1			
unallocated			-44.7	-49.1			

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