

# Consensus Estimates for 1Q 2020/21

Estimates: 9 out of 11  
collected: January 2021

ESTIMATED	Sales volume (tonnes)	Sales revenue (CHF m)
<b>Group</b>	<b>563,698</b>	<b>1,889.9</b>
High	574.0	1,996.0
Low	549.2	1,840.5
<b>By Region</b>		
EMEA	254.125	792.5
Americas	154.441	485.3
Asia-Pacific	33.007	106.6
Global Cocoa	120.574	504.7
<b>By Product</b>		
Food Manufacturer	384.977	1,114.0
Gourmet & Specialties	58.161	269.8

REPORTED	Sales volume (tonnes)	Sales revenue (CHF m)
<b>Group</b>	<b>560,354</b>	<b>1,777.5</b>
<b>Miss (-)/Beat (+)</b>	<b>-0.6%</b>	<b>-5.9%</b>
<b>By Region Miss (-)/Beat (+)</b>		
EMEA	251,554 <b>(-1%)</b>	775.1 <b>(-2%)</b>
Americas	162,070 <b>(+5%)</b>	471.5 <b>(-3%)</b>
Asia-Pacific	34,080 <b>(+3%)</b>	106.9 <b>(0%)</b>
Global Cocoa	112,650 <b>(-7%)</b>	424.0 <b>(-16%)</b>
<b>By Product Miss (-)/Beat (+)</b>		
Food Manufacturer	384,753 <b>(0%)</b>	1,072.4 <b>(-4%)</b>
Gourmet & Specialties	62,951 <b>(+8%)</b>	281.1 <b>(+4%)</b>

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