

Consensus 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	adj. Free cash flow
Consensus	1,072.5	3,533.2	372.5	275.9	190.0	
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
Reported	1,071.6	3,481.5	405.8	296.7	205.6	162.9
Beat (+)/Miss (-)	0%	-1%	+9%	+8%	+8%	

By Product (in CHF m)	Volume (tonnes)	Reported	Beat (+) / Miss (-)	Revenue	Reported	Beat (+) / Miss (-)
Gourmet & Specialties	123.0	122.0	-1%	549.5	548.0	-0%
Food Manufacturer	729.4	730.5	+0%	2,048.2	2,039.8	-0%
Global Cocoa	221.1	219.2	-1%	879.4	893.7	+2%

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

Consensus Estimates for HY 2020/21

Estimates: 9 out of 11
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By Region (in CHF m)	Volume (tonnes)	Revenue	EBITDA	EBIT reported
EMEA	478.8	1,483.6	192.4	158.8
Reported Beat(+)/Miss(-)	481.9 +1%	1,496.0 +1%	218.0 +13%	178.3 +12%
Americas	304.0	898.1	122.6	94.2
Reported Beat(+)/Miss(-)	299.3 -2%	870.7 -3%	115.3 -6%	89.7 -5%
Asia-Pacific	69.7	213.2	33.9	27.2
Reported Beat(+)/Miss(-)	71.3 +2%	221.1 +4%	35.1 +4%	28.2 +4%
Global Cocoa	221.1	879.4	81.7	46.1
Reported Beat(+)/Miss(-)	219.2 -1%	893.7 +2%	82.1 +0%	47.7 +3%
unallocated			-44.7	-49.1

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