

Consensus Estimates for FY 2020/21

Estimates: 10 out of 11
collected: till 15 October 2021

Group (in CHF m)	Volume (tonnes)	Revenue	EBITDA	EBIT	Net profit	Free Cashflow
Consensus	2,187.6	7,177.2	808.7	564.7	379.3	292.4
High	2,201.0	7,253.6	889.0	571.0	393.0	336.0
Low	2,176.4	7,079.0	783.0	556.2	371.2	183.3

Region (in CHF m)	Volume (tonnes)	Revenue	EBITDA	EBIT
EMEA	987.7	3,088.4	411.9	330.7
Americas	611.1	1,748.0	242.9	191.8
Asia Pacific	140.4	441.2	67.9	53.8
Global Cocoa	445.9	1,808.8	158.0	87.6

Product (in CHF m)	Volume (tonnes)	Revenue
Gourmet & Specialties	244.8	1,116.2
Food Manufacturer	1,496.8	4,253.6
Global Cocoa	445.9	1,808.8

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