

9M 24/25 Consensus (pre-9M)

Group

Sales volume [tsd tonnes]	1,620	-5.2%
Sales revenue [CHFm]	10,907	49.0%

Sales volume by region [tsd tonnes]

Western Europe	509	-7.5%
Central and Eastern Europe	214	-6.3%
North America	399	-3.1%
Latin America	47	6.4%
Asia Pacific, Middle East and Africa	135	-0.1%
Global Chocolate	1,304	-4.8%
Global Cocoa	317	-6.9%

Sales revenue by region [CHFm]

Western Europe	3,040	36.9%
Central and Eastern Europe	1,387	53.5%
North America	2,150	32.9%
Latin America	193	25.3%
Asia Pacific, Middle East and Africa	642	39.2%
Global Chocolate	7,355	37.3%
Global Cocoa	3,444	75.5%

Sales volume by product [tsd tonnes]

Gourmet	240	-0.2%
Food Manufacturers	1,065	-5.9%

Sales revenue by product [CHFm]

Gourmet	1,676	33.1%
Food Manufacturers	5,727	39.8%

Average	% yoy	Count	Min	Max
1,620	-5.2%	14	1,600	1,628
10,907	49.0%	14	10,182	11,530
509	-7.5%	11	506	516
214	-6.3%	11	209	218
399	-3.1%	11	396	404
47	6.4%	11	46	48
135	-0.1%	11	132	136
1,304	-4.8%	13	1,289	1,310
317	-6.9%	13	311	320
3,040	36.9%	11	2,850	3,288
1,387	53.5%	11	1,279	1,518
2,150	32.9%	11	1,993	2,367
193	25.3%	11	180	216
642	39.2%	11	599	684
7,355	37.3%	13	6,374	7,976
3,444	75.5%	13	3,180	3,867
240	-0.2%	13	232	245
1,065	-5.9%	13	1,057	1,070
1,676	33.1%	12	1,480	1,818
5,727	39.8%	12	4,894	6,319

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.

FY 24/25 Consensus (pre-9M)
Group

Sales volume [tsd tonnes]	2,164	-5.1%	14	2,134	2,179
Sales revenue [CHFm]	14,706	41.6%	14	13,458	15,938
EBIT recurring in Local Currency [CHF m]	778	10.5%	6	745	812
EBIT recurring [CHF m]	741	5.2%	14	712	804
EBIT reported [CHF m]	649	45.6%	13	579	757
Net profit recurring in Local Currency [CHF m]	270	-35.3%	1	270	270
Net profit recurring [CHF m]	256	-38.8%	12	200	326
Net profit reported [CHF m]	177	-7.5%	14	136	237
Free Cash Flow [CHF m]	(1,798)	-22.9%	12	(2,240)	(1,494)
Net Debt [CHF m]	5,766	51.0%	14	5,058	6,282
Net Debt / EBITDA	5.8	113.8%	14	4.3	6.6

Sales volume by region [tsd tonnes]

Western Europe	676	-7.1%	10	673	682
Central and Eastern Europe	279	-5.7%	10	272	286
North America	537	-3.1%	10	528	545
Latin America	62	4.4%	10	58	64
Asia Pacific, Middle East and Africa	180	-0.6%	10	170	188
Global Chocolate	1,733	-4.7%	13	1,718	1,745
Global Cocoa	431	-6.7%	13	416	443

Sales revenue by region [CHFm]

Western Europe	4,203	33.7%	10	3,810	4,738
Central and Eastern Europe	1,822	42.9%	10	1,634	2,039
North America	2,935	29.3%	10	2,644	3,397
Sales revenue by product [CHFm]	255	25.2%	10	231	304
Asia Pacific, Middle East and Africa	874	34.8%	10	791	932
Global Chocolate	10,103	34.0%	13	9,233	11,288
Global Cocoa	4,530	59.2%	13	4,084	4,937

Sales volume by product [tsd tonnes]

Gourmet	311	0.4%	11	300	317
Food Manufacturers	1,425	-5.6%	11	1,418	1,441

Sales revenue by product [CHFm]

Gourmet	2,231	32.3%	9	2,070	2,312
Food Manufacturers	8,020	37.0%	9	7,519	9,106

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