

FY 24/25 Consensus
Group

Sales volume [tsd tonnes]	2,122	-6.9%	11	2,111	2,129
Sales revenue [CHFm]	14,765	42.2%	11	14,378	15,311
EBIT recurring in Local Currency [CHF m]	761	8.1%	4	741	794
EBIT recurring [CHF m]	712	1.1%	11	686	759
EBIT reported [CHF m]	618	38.6%	9	539	668
Net profit recurring [CHF m]	214	-48.8%	8	187	248
Net profit reported [CHF m]	154	-19.2%	10	78	255
Free Cash Flow [CHF m]	(1,562)	-33.0%	11	(1,853)	(1,266)
Net Debt [CHF m]	5,613	47.0%	10	5,276	6,154
Net Debt / EBITDA	6.0	124.0%	11	5.5	7.0

Sales volume by region [tsd tonnes]

Western Europe	676	-7.2%	7	656	684
Central and Eastern Europe	280	-5.2%	7	278	283
North America	518	-6.6%	7	513	521
Latin America	64	7.3%	7	63	64
Asia Pacific, Middle East and Africa	181	-0.2%	7	180	183
Global Chocolate	1,718	-5.5%	10	1,701	1,729
Global Cocoa	404	-12.5%	10	392	429

Sales revenue by region [CHFm]

Western Europe	4,267	35.7%	7	4,083	4,449
Central and Eastern Europe	1,905	49.5%	7	1,803	1,999
North America	2,988	31.6%	7	2,915	3,045
Latin America	254	24.7%	7	231	265
Asia Pacific, Middle East and Africa	885	36.5%	7	870	912
Global Chocolate	10,257	36.0%	10	9,962	10,603
Global Cocoa	4,537	59.4%	10	4,169	4,829

Sales volume by product [tsd tonnes]

Gourmet	308	-0.6%	9	302	326
Food Manufacturers	1,412	-6.4%	9	1,388	1,423

Sales revenue by product [CHFm]

Gourmet	2,189	29.8%	8	2,127	2,345
Food Manufacturers	8,065	37.8%	8	7,830	8,451

Average % yoy
Count
Min Max

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.

Q1 25/26 Consensus
Group

Sales volume [tsd tonnes]

Sales revenue [CHFm]

Sales volume by region [tsd tonnes]

Western Europe

Central and Eastern Europe

North America

Latin America

Asia Pacific, Middle East and Africa

Global Chocolate

Global Cocoa

Sales revenue by region [CHFm]

Western Europe

Central and Eastern Europe

North America

Latin America

Asia Pacific, Middle East and Africa

Global Chocolate

Global Cocoa

Sales volume by product [tsd tonnes]

Gourmet

Food Manufacturers

Sales revenue by region [CHFm]

Gourmet

Food Manufacturers

Average	% yoy	Count	Min	Max
542	-4.1%	8	517	586
3,292	-4.6%	6	2,719	3,522
179	0.2%	5	172	184
71	-0.8%	5	68	75
132	-3.7%	5	126	144
17	-0.5%	5	16	18
45	0.6%	5	43	48
441	-2.0%	8	427	468
102	-12.0%	8	90	118
1,036	2.1%	5	873	1,142
434	0.8%	5	375	460
614	-6.0%	5	516	716
63	0.1%	5	49	71
201	-3.0%	5	165	225
2,350	-0.8%	6	1,978	2,571
943	-12.7%	6	741	1,071
79	1.2%	6	74	85
361	-2.8%	6	351	384
568	5.4%	3	535	588
1,707	-6.8%	3	1,390	1,989

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