

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
512	-9.4%	11	500	526
3,133	-9.2%	11	2,531	3,967
169	-5.6%	8	163	174
69	-3.6%	8	67	71
116	-15.5%	8	111	124
17	-1.6%	8	15	18
44	-0.8%	8	43	47
416	-7.6%	11	408	424
96	-16.5%	11	92	101
928	-8.5%	8	809	1,046
410	-4.7%	8	360	471
518	-20.7%	8	416	620
59	-6.1%	8	51	71
184	-11.4%	8	154	208
2,182	-7.9%	11	1,791	2,779
951	-11.9%	11	740	1,189
74	-5.5%	8	71	79
342	-8.0%	8	337	349
488	-9.4%	7	423	545
1,635	-10.7%	7	1,274	1,906

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.

HY 25/26 Consensus**Group**

Sales volume [tsd tonnes]	1,000	-7.8%	9	990	1,009
Sales revenue [CHFm]	6,307	-13.5%	9	5,440	7,229

EBIT recurring in Local Currency [CHF m]	339	2.8%	4	333	348
EBIT recurring [CHF m]	317	-3.7%	8	295	336
EBIT reported [CHF m]	293	-0.9%	8	265	312

Profit Before Tax recurring in Local Currency [CHF m]	169	26.9%	1	169	169
Profit Before Tax recurring [CHF m]	153	14.9%	4	147	158
Profit Before Tax reported [CHF m]	136	36.8%	6	117	151

Net profit recurring [CHF m]	125	96.5%	5	113	131
Net profit reported [CHF m]	108	252.2%	6	90	124

Free Cash Flow [CHF m]	(686)		2	(988)	(383)
Net Debt [CHF m]	5,066	-17.1%	2	4,685	5,448
Net Debt / EBITDA	5.3	-19.0%	2	4.8	5.8

Sales volume by region [tsd tonnes]

Western Europe	325	-4.9%	7	320	332
Central and Eastern Europe	137	-3.7%	7	133	139
North America	229	-13.2%	7	222	243
Latin America	32	-0.9%	7	30	33
Asia Pacific, Middle East and Africa	90	-1.3%	7	85	92
Global Chocolate	815	-6.5%	9	802	827
Global Cocoa	185	-13.2%	9	182	189

Sales revenue by region [CHFm]

Western Europe	1,805	-10.8%	7	1,613	2,004
Central and Eastern Europe	835	-8.0%	7	760	927
North America	1,080	-22.4%	7	917	1,270
Latin America	119	-7.5%	7	103	134
Asia Pacific, Middle East and Africa	371	-13.9%	7	323	416
Global Chocolate	4,320	-11.5%	9	3,732	5,179
Global Cocoa	1,987	-17.4%	9	1,708	2,261

Sales volume by product [tsd tonnes]

Gourmet	152	-4.4%	6	142	161
Food Manufacturers	663	-7.0%	6	648	672

Sales revenue by region [CHFm]

Gourmet	991	-10.7%	5	887	1,140
Food Manufacturers	3,159	-16.3%	5	2,592	3,651

Average % yoy

Count

Min Max

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FY 25/26 Consensus**Group**

Sales volume [tsd tonnes]	2,027	-4.6%	11	2,016	2,055
Sales revenue [CHFm]	12,497	-15.5%	11	10,909	13,744

EBIT recurring in Local Currency [CHF m]	735	4.4%	4	727	744
EBIT recurring [CHF m]	718	2.0%	11	705	744
EBIT reported [CHF m]	669	5.3%	11	646	707

Profit Before Tax recurring in Local Currency [CHF m]	411	25.9%	2	399	423
Profit Before Tax recurring [CHF m]	396	21.2%	9	372	417
Profit Before Tax reported [CHF m]	345	33.7%	11	312	417

Net profit recurring [CHF m]	308	23.3%	10	290	336
Net profit reported [CHF m]	269	42.8%	11	243	336

Free Cash Flow [CHF m]	1,217		11	920	1,747
Net Debt [CHF m]	3,279	-23.8%	11	2,714	3,848
Net Debt / EBITDA	3.5	-23.5%	11	2.8	4.0

Sales volume by region [tsd tonnes]

Western Europe	658	-3.2%	8	644	668
Central and Eastern Europe	278	-1.6%	8	270	288
North America	474	-8.3%	8	464	493
Latin America	64	1.1%	8	60	67
Asia Pacific, Middle East and Africa	183	1.1%	7	180	186
Global Chocolate	1,658	-3.7%	11	1,644	1,689
Global Cocoa	368	-8.5%	11	362	372

Sales revenue by region [CHFm]

Western Europe	3,679	-12.0%	8	3,180	4,026
Central and Eastern Europe	1,680	-10.6%	8	1,535	1,879
North America	2,430	-19.0%	8	2,013	2,711
Latin America	236	-6.7%	8	214	263
Asia Pacific, Middle East and Africa	743	-11.7%	8	617	858
Global Chocolate	8,768	-13.7%	11	7,576	9,607
Global Cocoa	3,729	-19.5%	11	3,244	4,197

Sales volume by product [tsd tonnes]

Gourmet	301	0.2%	8	286	315
Food Manufacturers	1,353	-4.8%	8	1,337	1,369

Sales revenue by region [CHFm]

Gourmet	1,989	-7.0%	7	1,619	2,262
Food Manufacturers	3,159	-16.8%	7	5,950	7,425

Average % yoy

Count

Min Max

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