

Consensus FY 2021/22: Estimates vs Actuals

Estimates: 11 out of 13
collected: September 2022

Group (in CHF m)	Volume (tsd tonnes)	Revenue	EBIT reported	EBIT recurring	Net profit reported	Net profit recurring	Free cash flow
Consensus	2,302	7,862	586.5	611.3	392.3	413.6	286
High	2,331	8,035	607.0	620.0	404.0	428.0	319
Low	2,267	7,327	545.8	599.0	361.6	392.2	251
ACTUAL Beat (+) / Miss (-)	2,307 +0%	8,092 +3%	553.5 -6%	624.7 +2%	360.9 -6%	416.0 +1%	266 -7%

By Product (in CHF m)	Volume (tsd tonnes)	ACTUAL	Beat (+) / Miss (-)	Revenue	ACTUAL	Beat (+) / Miss (-)
Gourmet & Specialties	302	299.7	-1%	1,398	1,395	-0%
Food Manufacturer	1,545	1,550	+0%	4,594	4,684	+2%
Global Cocoa	459	457	-1%	1,935	2,013	+4%

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

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By Region (in CHF m)	Volume (tonnes)	Revenue	EBIT recurring
EMEA	1,039	3,313	335.4
ACTUAL Beat (+) / Miss (-)	1,040 +0%	3,341 +1%	351.9 +5%
Americas	647	2,146	218.1
ACTUAL Beat (+) / Miss (-)	649 +0%	2,190 +2%	221.0 +1%
Asia-Pacific	159	547	65.1
ACTUAL Beat (+) / Miss (-)	160 +1%	548 +0%	59.1 -9%
Global Cocoa	459	1,935	90.2
ACTUAL Beat (+) / Miss (-)	457 -1%	2,103 +4%	91.5 +1%

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