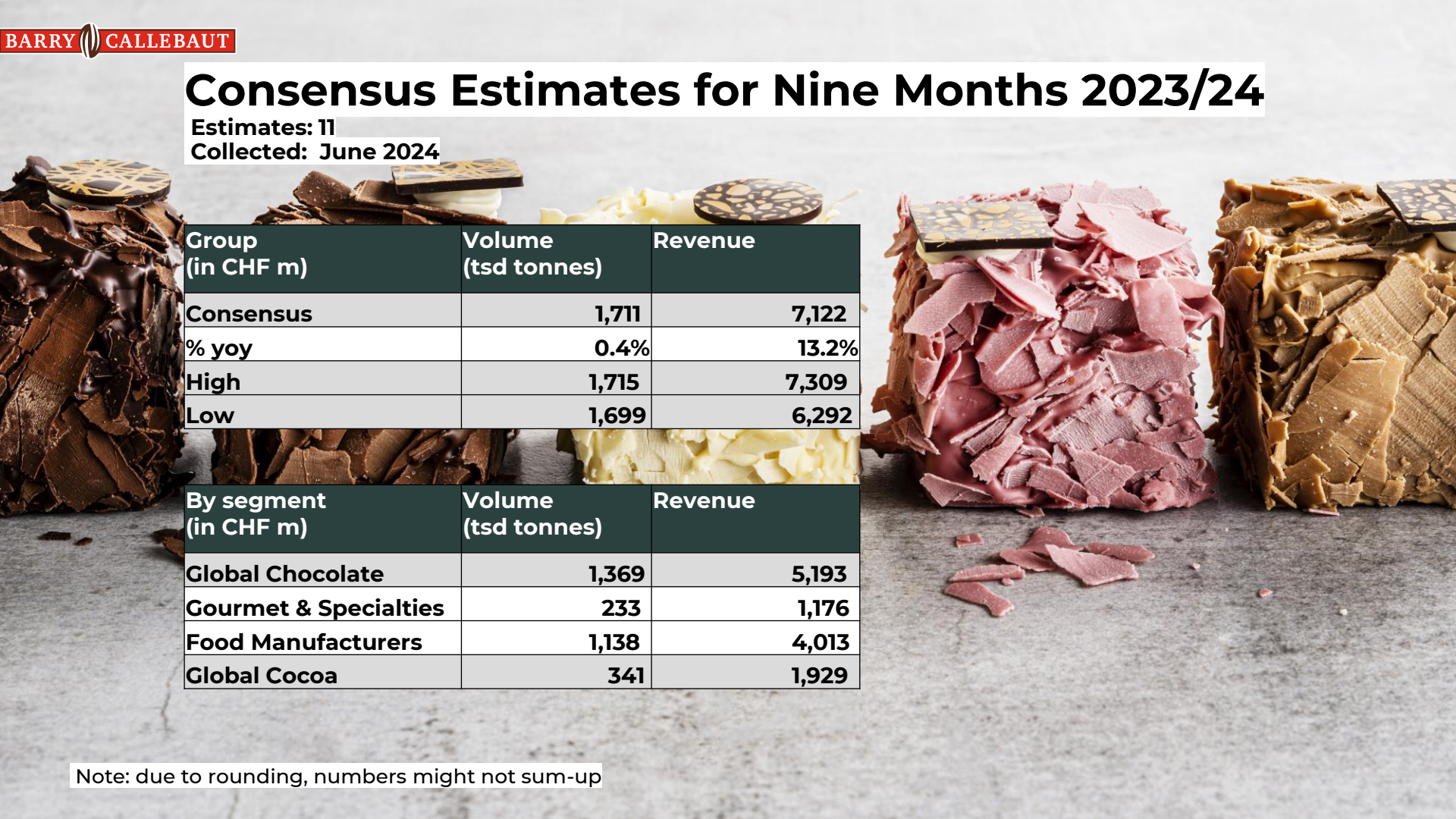


Consensus Estimates for Nine Months 2023/24

Estimates: 11

Collected: June 2024



| Group (in CHF m) | Volume (tsd tonnes) | Revenue |
|---------------------|------------------------|---------|
| Consensus | 1,711 | 7,122 |
| % yoy | 0.4% | 13.2% |
| High | 1,715 | 7,309 |
| Low | 1,699 | 6,292 |

| By segment (in CHF m) | Volume (tsd tonnes) | Revenue |
|--------------------------|------------------------|---------|
| Global Chocolate | 1,369 | 5,193 |
| Gourmet & Specialties | 233 | 1,176 |
| Food Manufacturers | 1,138 | 4,013 |
| Global Cocoa | 341 | 1,929 |

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

Consensus Estimates for Full-year 2023/24

Estimates: 11

Collected: June 2024

| Group (in CHF m) | Volume (tsd tonnes) | Revenue | EBIT recurring | EBIT reported | Net profit recurring | Net profit reported | Free cash flow |
|---------------------|------------------------|---------|-------------------|------------------|-------------------------|------------------------|----------------|
| Consensus | 2,286 | 9,803 | 650 | 447 | 388 | 220 | (1,425) |
| % yoy | 0.2% | 15.7% | -1.4% | -32.2% | -12.3% | -50.3% | - |
| High | 2,315 | 10,179 | 700 | 529 | 418 | 298 | (1,068) |
| Low | 2,258 | 9,448 | 580 | 348 | 325 | 92 | (1,638) |

| By segment (in CHF m) | Volume (tsd tonnes) | Revenue |
|--------------------------|------------------------|---------|
| Global Chocolate | 1,826 | 7,011 |
| Gourmet & Specialties | 301 | 1,535 |
| Food Manufacturers | 1,528 | 5,513 |
| Global Cocoa | 461 | 2,792 |

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