

HI 24/25 Consensus (pre-HI)
Group

Sales volume [tsd tonnes]	1,107	-2.8%	11	1,100	1,120
Sales revenue [CHFm]	7,100	52.9%	11	6,740	7,520
EBIT recurring in Local Currency [CHF m]	361	6.3%	4	355	368
EBIT recurring [CHF m]	354	4.3%	10	337	374
EBIT reported [CHF m]	284	59.4%	10	245	318
Net profit recurring in Local Currency [CHF m]	182	-15.7%	1	182	182
Net profit recurring [CHF m]	166	-22.9%	9	100	195
Net profit reported [CHF m]	118	54.2%	11	18	192
Free Cash Flow [CHF m]	(1,747)	173.6%	6	(2,043)	(1,330)

Sales volume by region [tsd tonnes]

Western Europe	347	-6.1%	9	343	350
Central and Eastern Europe	145	-5.0%	9	142	148
North America	263	-2.8%	9	258	270
Latin America	33	7.4%	9	32	34
Asia Pacific, Middle East and Africa	95	5.7%	9	93	97
Global Chocolate	882	-3.3%	9	874	893
Global Cocoa	225	-0.6%	10	221	227

Sales revenue by region [CHFm]

Western Europe	2,011	41.0%	9	1,858	2,047
Central and Eastern Europe	873	59.3%	9	797	941
North America	1,317	30.6%	9	1,243	1,393
Latin America	133	28.0%	9	116	139
Asia Pacific, Middle East and Africa	441	48.8%	9	423	456
Global Chocolate	4,776	41.2%	9	4,487	4,921
Global Cocoa	2,344	86.0%	10	1,997	2,650

Sales revenue by product [CHFm]

Gourmet	159	0.6%	9	157	163
Food Manufacturers	724	-4.0%	9	717	731

Sales volume by product [tsd tonnes]

Gourmet	1,083	35.0%	8	937	1,157
Food Manufacturers	3,678	42.6%	8	3,550	3,817

Average	% yoy	Count	Min	Max
1,107	-2.8%	11	1,100	1,120
7,100	52.9%	11	6,740	7,520
361	6.3%	4	355	368
354	4.3%	10	337	374
284	59.4%	10	245	318
182	-15.7%	1	182	182
166	-22.9%	9	100	195
118	54.2%	11	18	192
(1,747)	173.6%	6	(2,043)	(1,330)
347	-6.1%	9	343	350
145	-5.0%	9	142	148
263	-2.8%	9	258	270
33	7.4%	9	32	34
95	5.7%	9	93	97
882	-3.3%	9	874	893
225	-0.6%	10	221	227
2,011	41.0%	9	1,858	2,047
873	59.3%	9	797	941
1,317	30.6%	9	1,243	1,393
133	28.0%	9	116	139
441	48.8%	9	423	456
4,776	41.2%	9	4,487	4,921
2,344	86.0%	10	1,997	2,650
159	0.6%	9	157	163
724	-4.0%	9	717	731
1,083	35.0%	8	937	1,157
3,678	42.6%	8	3,550	3,817

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-H1)
Group

Sales volume [tsd tonnes]
Sales revenue [CHFm]
EBIT recurring in Local Currency [CHF m]
EBIT recurring [CHF m]
EBIT reported [CHF m]
Net profit recurring in Local Currency [CHF m]
Net profit recurring [CHF m]
Net profit reported [CHF m]
Free Cash Flow [CHF m]

Average	%_yoy
2,230	-2.2%
14,149	36.2%
806	14.5%
781	10.9%
645	44.5%
427	2.2%
418	0.0%
300	57.3%
(1,611)	-30.9%

Count
11
11
4
11
11
2
10
11
11

Min	Max
2,210	2,263
12,100	15,375
796	820
752	804
596	690
408	445
396	493
253	345
(2,500)	(1,062)

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

697	-4.3%
286	-3.1%
539	-2.7%
63	5.9%
190	4.6%
1,775	-2.4%
457	-1.1%

9
9
9
9
9
9
10

684	717
283	297
526	569
60	67
184	196
1,752	1,799
443	464

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

4,084	29.9%
1,737	36.3%
2,846	25.4%
252	23.9%
896	38.1%
9,816	30.2%
4,504	58.3%

9
9
9
9
9
9
10

3,611	4,288
1,590	1,875
2,589	3,240
213	284
831	978
8,870	10,503
3,850	4,992

Sales volume by product [tsd tonnes]

Gourmet
Food Manufacturers

316	2.2%
1,459	-3.3%

9
9

312	330
1,440	1,470

Sales revenue by product [CHFm]

Gourmet
Food Manufacturers

2,132	26.5%
7,766	32.7%

8
8

1,727	2,323
7,143	8,150

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.