

Deliveroo plc - Consensus (August 2023)

Metric		2023	2023	2023	2024	2025	2026	2027
<i>Number of estimates</i>				12	12	12	11	11
		<i>High</i>	<i>Low</i>	<i>Mean</i>	<i>Mean</i>	<i>Mean</i>	<i>Mean</i>	<i>Mean</i>
Orders (m)	Group	298	283	289	308	332	354	377
Orders (m)	UKI	165	154	158	168	181	192	203
Orders (m)	International	139	127	131	140	153	165	177
GTV per order (£)	Group	£25.1	£24.1	£24.5	£25.1	£25.7	£26.3	£26.9
GTV per order (£)	UKI	£26.9	£25.5	£26.2	£26.8	£27.4	£28.1	£28.7
GTV per order (£)	International	£23.1	£21.9	£22.6	£23.0	£23.5	£24.0	£24.6
GTV (£m)	Group	£7,243	£6,955	£7,102	£7,749	£8,526	£9,315	£10,112
GTV (£m)	UKI	£4,280	£4,066	£4,140	£4,504	£4,966	£5,390	£5,816
GTV (£m)	International	£3,098	£2,857	£2,960	£3,232	£3,583	£3,963	£4,345
GTV growth % (reported currency)	Group	6%	2%	4%	9%	10%	9%	9%
GTV growth % (reported currency)	UKI	10%	5%	6%	9%	10%	9%	8%
GTV growth % (reported currency)	International	5%	-3%	0%	9%	11%	11%	10%
Net revenue (£m)	Group	£2,129	£2,021	£2,084	£2,287	£2,529	£2,774	£3,023
Net revenue (£m)	UKI	£1,258	£1,184	£1,215	£1,327	£1,471	£1,602	£1,733
Net revenue (£m)	International	£913	£829	£869	£954	£1,059	£1,176	£1,294
Gross profit (£m)	Group	£758	£661	£724	£812	£915	£1,013	£1,118
Gross profit margin (% of GTV)	Group	10.5%	9.3%	10.2%	10.5%	10.7%	10.9%	11.1%
Gross profit (£m)	UKI	£496	£433	£462	£512	£576	£630	£688
Gross profit (£m)	International	£277	£223	£260	£293	£336	£379	£428
Marketing & overheads (£m)	Group	(£713)	(£612)	(£675)	(£704)	(£740)	(£776)	(£821)
Marketing & overheads (£m)	UKI	(£268)	(£231)	(£247)	(£260)	(£276)	(£286)	(£305)
Marketing & overheads (£m)	International	(£194)	(£154)	(£172)	(£181)	(£196)	(£213)	(£227)
Marketing & overheads (£m)	Other	(£251)	(£227)	(£255)	(£263)	(£268)	(£277)	(£289)
Adjusted EBITDA (£m)	Group	£80	£35	£51	£112	£180	£248	£311
Adjusted EBITDA margin (% of GTV)	Group	1.1%	0.5%	0.7%	1.4%	2.1%	2.7%	3.1%
Adjusted EBITDA (£m)	UKI	£233	£189	£215	£257	£301	£341	£378
Adjusted EBITDA (£m)	International	£113	£68	£89	£116	£142	£169	£202
Adjusted EBITDA (£m)	Other	(£251)	(£227)	(£255)	(£263)	(£268)	(£277)	(£289)
Net cash (£m)	Group	£954	£870	£900	£914	£981	£1,111	£1,301
Change in net cash (£m)	Group	(£46)	(£130)	(£99)	£13	£67	£131	£189

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