

Deliveroo plc - Consensus (12 October 2022)

| Metric | | Q3 2022 | 2022 | 2023 | 2024 | 2025 | 2026 |
|---|---------------|---------------|---------------|---------------|---------------|----------------|----------------|
| Orders (m) | Group | 73 | 318 | 345 | 390 | 436 | 482 |
| Orders (m) | UKI | 36 | 158 | 171 | 192 | 215 | 237 |
| Orders (m) | International | 37 | 159 | 172 | 195 | 213 | 233 |
| GTV per order (£) | Group | £23.0 | £22.5 | £23.2 | £23.6 | £24.1 | £24.4 |
| GTV per order (£) | UKI | £24.8 | £24.3 | £24.9 | £25.3 | £26.0 | £26.4 |
| GTV per order (£) | International | £21.1 | £20.7 | £21.5 | £21.9 | £22.6 | £22.6 |
| GTV (£m) | Group | £1,678 | £7,135 | £7,953 | £9,164 | £10,524 | £11,840 |
| GTV (£m) | UKI | £901 | £3,851 | £4,283 | £4,906 | £5,622 | £6,271 |
| GTV (£m) | International | £776 | £3,287 | £3,694 | £4,282 | £4,892 | £5,391 |
| GTV growth % (reported currency) | Group | 7% | 8% | 11% | 15% | 15% | 13% |
| GTV growth % (reported currency) | UKI | 6% | 8% | 11% | 15% | 15% | 12% |
| GTV growth % (reported currency) | International | 8% | 7% | 12% | 16% | 14% | 10% |
| GTV growth % (constant currency) | Group | 4% | N/A | N/A | N/A | N/A | N/A |
| GTV growth % (constant currency) | UKI | 6% | N/A | N/A | N/A | N/A | N/A |
| GTV growth % (constant currency) | International | 3% | N/A | N/A | N/A | N/A | N/A |
| Net revenue (£m) | Group | N/A | £2,026 | £2,268 | £2,625 | £3,051 | £3,447 |
| Net revenue (£m) | UKI | N/A | £1,090 | £1,216 | £1,401 | £1,611 | £1,809 |
| Net revenue (£m) | International | N/A | £934 | £1,044 | £1,211 | £1,395 | £1,561 |
| Gross profit (£m) | Group | N/A | £608 | £716 | £863 | £1,040 | £1,196 |
| Gross profit margin (% of GTV) | Group | N/A | 8.5% | 9.0% | 9.4% | 9.9% | 10.1% |
| Gross profit (£m) | UKI | N/A | £385 | £439 | £516 | £605 | £679 |
| Gross profit (£m) | International | N/A | £230 | £282 | £348 | £437 | £489 |
| Marketing & overheads (£m) | Group | N/A | (£724) | (£755) | (£806) | (£882) | (£933) |
| Marketing & overheads (£m) | UKI | N/A | (£255) | (£271) | (£291) | (£308) | (£311) |
| Marketing & overheads (£m) | International | N/A | (£239) | (£259) | (£278) | (£313) | (£306) |
| Marketing & overheads (£m) | Other | N/A | (£231) | (£225) | (£238) | (£261) | (£315) |
| Adjusted EBITDA (£m) | Group | N/A | (£115) | (£39) | £60 | £164 | £275 |
| Adjusted EBITDA margin (% of GTV) | Group | N/A | (1.6%) | (0.5%) | 0.7% | 1.6% | 2.3% |
| Adjusted EBITDA (£m) | UKI | N/A | £123 | £170 | £230 | £299 | £361 |
| Adjusted EBITDA (£m) | International | N/A | (£10) | £31 | £79 | £151 | £209 |
| Adjusted EBITDA (£m) | Other | N/A | (£231) | (£225) | (£238) | (£261) | (£315) |
| Cash & cash equivalents (£m) | Group | N/A | £1,021 | £898 | £882 | £934 | £1,115 |
| Change in cash & cash equivalents (£m) | Group | N/A | (£270) | (£123) | (£16) | £72 | £175 |

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