

Deliveroo plc - Consensus (28 October 2022)

Metric		2022	2023	2024	2025	2026
<b>Orders (m)</b>	<b>Group</b>	<b>313</b>	<b>325</b>	<b>364</b>	<b>409</b>	<b>451</b>
Orders (m)	UKI	159	164	184	205	224
Orders (m)	International	154	156	173	193	210
<b>GTV per order (£)</b>	<b>Group</b>	<b>£22.8</b>	<b>£23.7</b>	<b>£24.2</b>	<b>£24.6</b>	<b>£24.9</b>
GTV per order (£)	UKI	£24.5	£25.4	£25.9	£26.4	£26.7
GTV per order (£)	International	£21.1	£22.2	£22.7	£23.1	£23.3
<b>GTV (£m)</b>	<b>Group</b>	<b>£7,133</b>	<b>£7,704</b>	<b>£8,803</b>	<b>£10,074</b>	<b>£11,237</b>
GTV (£m)	UKI	£3,890	£4,179	£4,770	£5,462	£6,064
GTV (£m)	International	£3,242	£3,469	£3,971	£4,569	£5,087
<b>GTV growth % (reported currency)</b>	<b>Group</b>	<b>8%</b>	<b>8%</b>	<b>14%</b>	<b>14%</b>	<b>12%</b>
GTV growth % (reported currency)	UKI	9%	7%	14%	14%	11%
GTV growth % (reported currency)	International	6%	7%	14%	15%	11%
<b>Net revenue (£m)</b>	<b>Group</b>	<b>£2,028</b>	<b>£2,209</b>	<b>£2,539</b>	<b>£2,922</b>	<b>£3,274</b>
Net revenue (£m)	UKI	£1,105	£1,198	£1,375	£1,563	£1,735
Net revenue (£m)	International	£923	£991	£1,141	£1,265	£1,379
<b>Gross profit (£m)</b>	<b>Group</b>	<b>£620</b>	<b>£712</b>	<b>£850</b>	<b>£1,010</b>	<b>£1,147</b>
<b>Gross profit margin (% of GTV)</b>	<b>Group</b>	<b>8.7%</b>	<b>9.2%</b>	<b>9.7%</b>	<b>10.0%</b>	<b>10.2%</b>
Gross profit (£m)	UKI	£390	£438	£516	£600	£672
Gross profit (£m)	International	£234	£273	£332	£397	£428
<b>Marketing &amp; overheads (£m)</b>	<b>Group</b>	<b>(£715)</b>	<b>(£738)</b>	<b>(£790)</b>	<b>(£853)</b>	<b>(£888)</b>
Marketing & overheads (£m)	UKI	(£253)	(£267)	(£290)	(£310)	(£313)
Marketing & overheads (£m)	International	(£232)	(£240)	(£252)	(£250)	(£253)
Marketing & overheads (£m)	Other	(£229)	(£231)	(£248)	(£293)	(£322)
<b>Adjusted EBITDA (£m)</b>	<b>Group</b>	<b>(£94)</b>	<b>(£25)</b>	<b>£63</b>	<b>£164</b>	<b>£270</b>
<b>Adjusted EBITDA margin (% of GTV)</b>	<b>Group</b>	<b>(1.3%)</b>	<b>(0.3%)</b>	<b>0.7%</b>	<b>1.6%</b>	<b>2.4%</b>
Adjusted EBITDA (£m)	UKI	£133	£176	£233	£295	£352
Adjusted EBITDA (£m)	International	(£1)	£43	£94	£181	£188
Adjusted EBITDA (£m)	Other	(£229)	(£231)	(£248)	(£293)	(£322)
<b>Cash &amp; cash equivalents (£m)</b>	<b>Group</b>	<b>£1,022</b>	<b>£905</b>	<b>£888</b>	<b>£967</b>	<b>£1,161</b>
<b>Change in cash &amp; cash equivalents (£m)</b>	<b>Group</b>	<b>(£269)</b>	<b>(£117)</b>	<b>(£17)</b>	<b>£77</b>	<b>£182</b>

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