

Deliveroo plc - Consensus (28 November 2022)

Metric		2022	2023	2024	2025	2026
Orders (m)	Group	313	323	362	407	448
Orders (m)	UKI	159	164	184	204	223
Orders (m)	International	154	155	174	194	213
GTV per order (£)	Group	£22.8	£23.7	£24.2	£24.6	£24.9
GTV per order (£)	UKI	£24.5	£25.4	£25.8	£26.4	£26.7
GTV per order (£)	International	£21.0	£22.2	£22.6	£22.9	£23.2
GTV (£m)	Group	£7,128	£7,667	£8,763	£10,014	£11,177
GTV (£m)	UKI	£3,886	£4,173	£4,760	£5,441	£6,044
GTV (£m)	International	£3,241	£3,452	£3,960	£4,549	£5,086
GTV growth % (reported currency)	Group	7%	8%	14%	14%	12%
GTV growth % (reported currency)	UKI	9%	7%	14%	14%	11%
GTV growth % (reported currency)	International	6%	7%	15%	15%	12%
Net revenue (£m)	Group	£2,027	£2,200	£2,529	£2,906	£3,258
Net revenue (£m)	UKI	£1,104	£1,197	£1,373	£1,559	£1,733
Net revenue (£m)	International	£923	£989	£1,140	£1,271	£1,406
Gross profit (£m)	Group	£619	£707	£842	£997	£1,131
Gross profit margin (% of GTV)	Group	8.7%	9.2%	9.6%	10.0%	10.1%
Gross profit (£m)	UKI	£389	£436	£514	£595	£666
Gross profit (£m)	International	£233	£269	£326	£385	£418
Marketing & overheads (£m)	Group	(£714)	(£729)	(£779)	(£837)	(£869)
Marketing & overheads (£m)	UKI	(£251)	(£264)	(£286)	(£303)	(£307)
Marketing & overheads (£m)	International	(£231)	(£234)	(£245)	(£247)	(£256)
Marketing & overheads (£m)	Other	(£231)	(£230)	(£247)	(£288)	(£307)
Adjusted EBITDA (£m)	Group	(£94)	(£21)	£67	£165	£272
Adjusted EBITDA margin (% of GTV)	Group	(1.3%)	(0.3%)	0.8%	1.7%	2.4%
Adjusted EBITDA (£m)	UKI	£134	£176	£233	£293	£350
Adjusted EBITDA (£m)	International	(£1)	£44	£94	£161	£175
Adjusted EBITDA (£m)	Other	(£231)	(£230)	(£247)	(£288)	(£307)
Cash & cash equivalents (£m)	Group	£1,023	£907	£892	£974	£1,167
Change in cash & cash equivalents (£m)	Group	(£268)	(£116)	(£15)	£79	£182

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