

Deliveroo plc - Consensus (23 December 2022)

Metric		2022	2023	2024	2025	2026
Orders (m)	Group	313	322	359	401	441
Orders (m)	UKI	159	165	183	203	221
Orders (m)	International	154	154	170	186	204
GTV per order (£)	Group	£22.8	£23.6	£24.1	£24.5	£24.9
GTV per order (£)	UKI	£24.5	£25.3	£25.7	£26.2	£26.6
GTV per order (£)	International	£21.0	£22.0	£22.4	£22.7	£23.0
GTV (£m)	Group	£7,127	£7,620	£8,655	£9,839	£10,971
GTV (£m)	UKI	£3,887	£4,162	£4,723	£5,372	£5,949
GTV (£m)	International	£3,239	£3,393	£3,841	£4,356	£4,872
GTV growth % (reported currency)	Group	7%	7%	14%	14%	12%
GTV growth % (reported currency)	UKI	9%	7%	13%	14%	11%
GTV growth % (reported currency)	International	6%	5%	13%	13%	12%
Net revenue (£m)	Group	£2,026	£2,185	£2,495	£2,851	£3,194
Net revenue (£m)	UKI	£1,104	£1,193	£1,361	£1,537	£1,703
Net revenue (£m)	International	£922	£971	£1,104	£1,211	£1,343
Gross profit (£m)	Group	£619	£703	£832	£978	£1,109
Gross profit margin (% of GTV)	Group	8.7%	9.2%	9.6%	9.9%	10.1%
Gross profit (£m)	UKI	£389	£434	£509	£586	£656
Gross profit (£m)	International	£232	£266	£316	£365	£400
Marketing & overheads (£m)	Group	(£713)	(£723)	(£768)	(£823)	(£856)
Marketing & overheads (£m)	UKI	(£252)	(£262)	(£281)	(£295)	(£298)
Marketing & overheads (£m)	International	(£231)	(£233)	(£241)	(£241)	(£259)
Marketing & overheads (£m)	Other	(£230)	(£228)	(£246)	(£287)	(£298)
Adjusted EBITDA (£m)	Group	(£94)	(£19)	£66	£161	£264
Adjusted EBITDA margin (% of GTV)	Group	(1.3%)	(0.3%)	0.8%	1.6%	2.4%
Adjusted EBITDA (£m)	UKI	£134	£175	£231	£289	£346
Adjusted EBITDA (£m)	International	(£1)	£42	£89	£142	£151
Adjusted EBITDA (£m)	Other	(£230)	(£228)	(£246)	(£287)	(£298)
Cash & cash equivalents (£m)	Group	£1,029	£918	£906	£987	£1,175
Change in cash & cash equivalents (£m)	Group	(£262)	(£111)	(£12)	£77	£178

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