

Deliveroo plc - Consensus (June 2023)

Metric		2023	2023	2023
Number of estimates				12
		High	Low	Mean
Orders (m)	Group	302	283	290
Orders (m)	UKI	165	155	158
Orders (m)	International	142	127	131
GTV per order (£)	Group	£25.0	£23.8	£24.5
GTV per order (£)	UKI	£26.8	£25.4	£26.1
GTV per order (£)	International	£23.0	£21.5	£22.4
GTV (£m)	Group	£7,243	£6,987	£7,106
GTV (£m)	UKI	£4,280	£4,063	£4,134
GTV (£m)	International	£3,117	£2,808	£2,941
GTV growth % (reported currency)	Group	6%	2%	4%
GTV growth % (reported currency)	UKI	10%	4%	6%
GTV growth % (reported currency)	International	5%	-5%	-1%
Net revenue (£m)	Group	£2,129	£2,033	£2,086
Net revenue (£m)	UKI	£1,258	£1,161	£1,212
Net revenue (£m)	International	£915	£814	£864
Gross profit (£m)	Group	£758	£661	£724
Gross profit margin (% of GTV)	Group	10.5%	9.3%	10.2%
Gross profit (£m)	UKI	£496	£433	£461
Gross profit (£m)	International	£286	£223	£258
Marketing & overheads (£m)	Group	(£713)	(£612)	(£678)
Marketing & overheads (£m)	UKI	(£268)	(£235)	(£248)
Marketing & overheads (£m)	International	(£187)	(£154)	(£166)
Marketing & overheads (£m)	Other	(£258)	(£223)	(£264)
Adjusted EBITDA (£m)	Group	£72	£28	£48
Adjusted EBITDA margin (% of GTV)	Group	1.0%	0.4%	0.7%
Adjusted EBITDA (£m)	UKI	£228	£189	£213
Adjusted EBITDA (£m)	International	£113	£70	£93
Adjusted EBITDA (£m)	Other	(£258)	(£223)	(£264)
Net cash (£m)	Group	£977	£857	£903
Change in net cash (£m)	Group	(£22)	(£143)	(£97)

2024	2025	2026	2027
12	12	10	9
Mean	Mean	Mean	Mean
309	335	357	377
169	183	195	205
140	153	162	174
£25.1	£25.7	£26.3	£26.9
£26.8	£27.4	£28.0	£28.5
£23.4	£23.5	£24.3	£25.3
£7,767	£8,582	£9,374	£10,126
£4,526	£5,005	£5,466	£5,846
£3,260	£3,609	£3,939	£4,391
9%	10%	9%	8%
9%	11%	9%	7%
11%	11%	9%	11%
£2,294	£2,549	£2,795	£3,041
£1,335	£1,481	£1,624	£1,749
£949	£1,066	£1,165	£1,313
£813	£920	£1,015	£1,117
10.5%	10.7%	10.8%	11.0%
£516	£579	£636	£694
£292	£337	£364	£407
(£710)	(£753)	(£785)	(£840)
(£262)	(£283)	(£291)	(£317)
(£173)	(£186)	(£176)	(£168)
(£275)	(£284)	(£317)	(£355)
£108	£174	£243	£297
1.4%	2.0%	2.6%	2.9%
£256	£300	£345	£374
£125	£155	£174	£204
(£275)	(£284)	(£317)	(£355)
£923	£998	£1,141	£1,333
£20	£75	£142	£192

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