

Deliveroo plc - Consensus (September 2023)

Metric		2023	2023	2023
Number of estimates				11
		High	Low	Mean
Orders (m)	Group	295	285	291
Orders (m)	UKI	163	155	159
Orders (m)	International	134	129	131
GTV per order (£)	Group	£24.9	£24.1	£24.3
GTV per order (£)	UKI	£26.5	£25.9	£26.1
GTV per order (£)	International	£22.8	£21.5	£22.1
GTV (£m)	Group	£7,167	£6,979	£7,076
GTV (£m)	UKI	£4,250	£4,031	£4,166
GTV (£m)	International	£2,982	£2,802	£2,901
GTV growth % (reported currency)	Group	5%	2%	3%
GTV growth % (reported currency)	UKI	9%	4%	7%
GTV growth % (reported currency)	International	1%	-5%	-2%
Net revenue (£m)	Group	£2,108	£2,043	£2,066
Net revenue (£m)	UKI	£1,240	£1,189	£1,222
Net revenue (£m)	International	£871	£812	£844
Gross profit (£m)	Group	£744	£705	£731
Gross profit margin (% of GTV)	Group	10.5%	9.9%	10.3%
Gross profit (£m)	UKI	£467	£453	£462
Gross profit (£m)	International	£278	£245	£269
Marketing & overheads (£m)	Group	(£675)	(£626)	(£654)
Marketing & overheads (£m)	UKI	(£236)	(£197)	(£218)
Marketing & overheads (£m)	International	(£194)	(£156)	(£182)
Marketing & overheads (£m)	Other	(£245)	(£274)	(£253)
Adjusted EBITDA (£m)	Group	£85	£65	£77
Adjusted EBITDA margin (% of GTV)	Group	1.2%	0.9%	1.1%
Adjusted EBITDA (£m)	UKI	£257	£225	£243
Adjusted EBITDA (£m)	International	£93	£73	£87
Adjusted EBITDA (£m)	Other	(£245)	(£274)	(£253)

2024	2025	2026	2027
11	11	10	10
Mean	Mean	Mean	Mean
309	331	351	373
169	181	189	199
140	151	162	174
£25.0	£25.6	£26.3	£26.8
£26.9	£27.6	£28.4	£29.1
£22.7	£23.2	£23.8	£24.3
£7,730	£8,473	£9,209	£10,003
£4,562	£4,975	£5,363	£5,782
£3,167	£3,499	£3,846	£4,220
9%	10%	9%	9%
10%	9%	8%	8%
9%	10%	10%	10%
£2,272	£2,508	£2,744	£2,996
£1,343	£1,476	£1,601	£1,732
£928	£1,032	£1,143	£1,264
£810	£908	£1,003	£1,110
10.5%	10.7%	10.9%	11.1%
£511	£567	£619	£676
£299	£341	£384	£433
(£682)	(£711)	(£735)	(£773)
(£238)	(£249)	(£263)	(£274)
(£188)	(£201)	(£212)	(£221)
(£256)	(£261)	(£261)	(£278)
£128	£197	£267	£337
1.7%	2.3%	2.9%	3.4%
£271	£313	£350	£390
£110	£140	£172	£209
(£256)	(£261)	(£261)	(£278)

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