

Deliveroo plc - Consensus (October 2023)

Metric		2023	2023	2023
Number of estimates				11
		High	Low	Mean
Orders (m)	Group	292	285	290
Orders (m)	UKI	163	155	159
Orders (m)	International	133	130	131
GTV per order (£)	Group	£24.9	£24.2	£24.4
GTV per order (£)	UKI	£26.5	£26.0	£26.2
GTV per order (£)	International	£22.8	£21.6	£22.1
GTV (£m)	Group	£7,134	£6,979	£7,074
GTV (£m)	UKI	£4,250	£4,031	£4,171
GTV (£m)	International	£2,982	£2,802	£2,903
GTV growth % (reported currency)	Group	4%	2%	3%
GTV growth % (reported currency)	UKI	9%	4%	7%
GTV growth % (reported currency)	International	1%	-5%	-2%
Net revenue (£m)	Group	£2,094	£2,032	£2,053
Net revenue (£m)	UKI	£1,240	£1,189	£1,219
Net revenue (£m)	International	£865	£812	£835
Gross profit (£m)	Group	£739	£705	£729
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	£267
Marketing & overheads (£m)	Group	(£674)	(£626)	(£651)
Marketing & overheads (£m)	UKI	(£236)	(£197)	(£218)
Marketing & overheads (£m)	International	(£192)	(£156)	(£181)
Marketing & overheads (£m)	Other	(£246)	(£273)	(£252)
Adjusted EBITDA (£m)	Group	£86	£65	£78
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	£86
Adjusted EBITDA (£m)	Other	(£246)	(£273)	(£252)

2024	2025	2026	2027
11	11	10	9
Mean	Mean	Mean	Mean
306	325	342	363
168	178	186	196
138	147	156	167
£25.1	£25.7	£26.4	£27.0
£27.0	£27.7	£28.4	£29.0
£22.8	£23.3	£24.0	£24.6
£7,678	£8,360	£9,035	£9,793
£4,541	£4,927	£5,292	£5,688
£3,137	£3,432	£3,743	£4,105
9%	9%	8%	8%
9%	9%	7%	7%
8%	9%	9%	10%
£2,241	£2,461	£2,682	£2,928
£1,331	£1,456	£1,577	£1,701
£911	£1,005	£1,105	£1,227
£803	£892	£980	£1,081
10.5%	10.7%	10.8%	11.0%
£510	£562	£612	£665
£293	£330	£368	£416
(£670)	(£692)	(£715)	(£747)
(£236)	(£249)	(£265)	(£279)
(£184)	(£193)	(£203)	(£214)
(£250)	(£250)	(£246)	(£254)
£133	£198	£265	£335
1.7%	2.4%	2.9%	3.4%
£274	£312	£349	£387
£109	£138	£166	£202
(£250)	(£250)	(£246)	(£254)

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