

Deliveroo plc - Consensus (November 2023)

Metric		2023	2023	2023
Number of estimates				13
		High	Low	Mean
Orders (m)	Group	292	287	290
Orders (m)	UKI	161	158	160
Orders (m)	International	132	129	130
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	£21.9	£22.2
GTV (£m)	Group	£7,158	£7,030	£7,078
GTV (£m)	UKI	£4,226	£4,121	£4,188
GTV (£m)	International	£2,952	£2,841	£2,891
GTV growth % (reported currency)	Group	5%	3%	3%
GTV growth % (reported currency)	UKI	9%	6%	8%
GTV growth % (reported currency)	International	0%	-4%	-2%
Net revenue (£m)	Group	£2,094	£2,032	£2,046
Net revenue (£m)	UKI	£1,236	£1,195	£1,219
Net revenue (£m)	International	£865	£812	£827
Gross profit (£m)	Group	£739	£705	£727
Gross profit margin (% of GTV)	Group	10.5%	9.9%	10.3%
Gross profit (£m)	UKI	£473	£452	£462
Gross profit (£m)	International	£277	£245	£266
Marketing & overheads (£m)	Group	(£674)	£659	(£548)
Marketing & overheads (£m)	UKI	(£236)	£214	(£178)
Marketing & overheads (£m)	International	(£193)	£189	(£147)
Marketing & overheads (£m)	Other	(£245)	£256	(£222)
Adjusted EBITDA (£m)	Group	£82	£65	£78
Adjusted EBITDA margin (% of GTV)	Group	1.2%	0.9%	1.1%
Adjusted EBITDA (£m)	UKI	£257	£225	£245
Adjusted EBITDA (£m)	International	£90	£77	£84
Adjusted EBITDA (£m)	Other	(£245)	£256	(£222)

2024	2025	2026	2027
13	13	12	11
Mean	Mean	Mean	Mean
306	324	341	360
169	178	187	196
137	145	154	164
£25.1	£25.8	£26.5	£27.0
£27.0	£27.8	£28.5	£29.1
£22.8	£23.4	£24.0	£24.6
£7,686	£8,355	£9,019	£9,727
£4,562	£4,954	£5,320	£5,708
£3,124	£3,401	£3,699	£4,022
9%	9%	8%	8%
9%	9%	7%	7%
8%	9%	9%	9%
£2,233	£2,446	£2,661	£2,886
£1,332	£1,458	£1,577	£1,697
£901	£988	£1,084	£1,190
£803	£889	£973	£1,063
10.4%	10.6%	10.8%	10.9%
£511	£563	£612	£662
£294	£329	£365	£408
(£563)	(£580)	(£587)	(£603)
(£190)	(£202)	(£208)	(£216)
(£152)	(£159)	(£162)	(£168)
(£221)	(£220)	(£217)	(£219)
£133	£197	£260	£317
1.7%	2.4%	2.9%	3.3%
£279	£317	£353	£386
£106	£133	£160	£190
(£221)	(£220)	(£217)	(£219)

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