

Deliveroo plc - Consensus (December 2023)

Metric		2023	2023	2023
Number of estimates				15
		High	Low	Mean
Orders (m)	Group	292	281	290
Orders (m)	UKI	161	157	160
Orders (m)	International	132	124	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	£22.9	£21.9	£22.2
GTV (£m)	Group	£7,134	£7,010	£7,068
GTV (£m)	UKI	£4,219	£4,121	£4,182
GTV (£m)	International	£2,952	£2,836	£2,887
GTV growth % (reported currency)	Group	4%	2%	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	£2,045
Net revenue (£m)	UKI	£1,230	£1,195	£1,218
Net revenue (£m)	International	£865	£812	£827
Gross profit (£m)	Group	£739	£705	£726
Gross profit margin (% of GTV)	Group	10.5%	9.9%	10.3%
Gross profit (£m)	UKI	£470	£452	£462
Gross profit (£m)	International	£277	£245	£267
Marketing & overheads (£m)	Group	(£674)	(£626)	(£649)
Marketing & overheads (£m)	UKI	(£236)	(£197)	(£217)
Marketing & overheads (£m)	International	(£189)	(£156)	(£181)
Marketing & overheads (£m)	Other	(£249)	(£273)	(£251)
Adjusted EBITDA (£m)	Group	£82	£65	£77
Adjusted EBITDA margin (% of GTV)	Group	1.2%	0.9%	1.1%
Adjusted EBITDA (£m)	UKI	£257	£225	£244
Adjusted EBITDA (£m)	International	£90	£78	£84
Adjusted EBITDA (£m)	Other	(£249)	(£273)	(£251)

2024	2025	2026	2027
15	15	13	12
Mean	Mean	Mean	Mean
304	323	341	362
168	178	187	198
136	145	154	164
£25.1	£25.8	£26.4	£27.0
£27.0	£27.7	£28.4	£29.0
£22.8	£23.4	£24.1	£24.6
£7,647	£8,330	£9,039	£9,751
£4,543	£4,934	£5,322	£5,721
£3,107	£3,392	£3,704	£4,033
8%	9%	9%	8%
9%	9%	8%	8%
8%	9%	9%	9%
£2,224	£2,439	£2,664	£2,889
£1,326	£1,452	£1,576	£1,698
£897	£986	£1,085	£1,192
£798	£885	£975	£1,061
10.4%	10.6%	10.8%	10.9%
£508	£559	£611	£662
£292	£327	£365	£406
(£667)	(£690)	(£715)	(£747)
(£231)	(£245)	(£260)	(£275)
(£187)	(£196)	(£205)	(£217)
(£249)	(£249)	(£251)	(£254)
£131	£195	£259	£315
1.7%	2.3%	2.9%	3.2%
£278	£316	£352	£386
£106	£132	£160	£190
(£249)	(£249)	(£251)	(£254)

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