

Deliveroo plc - Consensus (February 2024)

Metric		2023		2024	2024	2024	2024	2025	2026	2027
Number of estimates		16		16	16	16	16	16	14	12
		Mean		High	Low	Median	Mean	Mean	Mean	Mean
Orders (m)	Group	290	**	313	292	304	302	321	341	359
Orders (m)	UKI	159	**	170	162	167	166	176	186	195
Orders (m)	International	131	**	142	125	136	136	145	155	164
GTV per order (£)	Group	24.3	**	25.7	24.4	25.2	25.1	25.7	26.5	27.0
GTV per order (£)	UKI	26.3	**	27.6	26.3	27.1	27.1	27.9	28.6	29.3
GTV per order (£)	International	22.0	**	23.5	21.7	22.5	22.6	23.2	23.8	24.4
GTV (£m)	Group	7,062	**	7,863	7,327	7,585	7,583	8,279	9,030	9,700
GTV (£m)	UKI	4,181	**	4,659	4,392	4,491	4,511	4,910	5,332	5,715
GTV (£m)	International	2,881	**	3,204	2,882	3,099	3,069	3,362	3,685	3,984
GTV growth % (reported currency)	Group	3%	**	11%	4%	7%	7%	9%	9%	7%
GTV growth % (reported currency)	UKI	8%	**	11%	5%	7%	8%	9%	9%	7%
GTV growth % (reported currency)	International	-3%	**	11%	0%	8%	7%	10%	10%	8%
Net revenue (£m)	Group	2,030	**	2,295	2,104	2,176	2,185	2,400	2,641	2,870
Net revenue (£m)	UKI	1,209	**			1,311	1,304	1,430	1,565	1,696
Net revenue (£m)	International	821	**			869	877	966	1,071	1,174
Gross profit (£m)	Group	727		834	765	786	789	878	976	1,054
Gross profit margin (% of GTV)	Group	10.3%		10.6%	10.0%	10.4%	10.4%	10.6%	10.8%	10.9%
Gross profit (£m)	UKI	463				501	502	556	616	665
Gross profit (£m)	International	266				286	287	322	361	395
Adjusted EBITDA (£m)	Group	81		160	104	123	128	197	270	318
Adjusted EBITDA margin (% of GTV)	Group	1.2%		2.0%	1.4%	1.6%	1.7%	2.4%	3.0%	3.3%
Adjusted EBITDA (£m)	UKI	247				276	275	318	363	394
Adjusted EBITDA (£m)	International	84				103	102	129	157	176
Adjusted EBITDA (£m)	Other	(249)				(256)	(250)	(249)	(250)	(252)

\*\* Reported figures per Q4 2023 trading update

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