

Deliveroo plc - Consensus (March 2024)

Metric		Q1 2024	Q1 2024	2024	2024	2024	2024	2025	2026	2027
Number of estimates		14	14	16	16	16	16	16	15	12
		Median	Mean	High	Low	Median	Mean	Mean	Mean	Mean
Orders (m)	Group	73.3	73.7	307	292	301	300	318	339	358
Orders (m)	UKI	40.4	40.4	168	161	165	165	175	186	196
Orders (m)	International	33.1	33.3	139	125	135	135	144	154	163
GTV per order (£)	Group	24.7	24.7	25.7	24.7	25.1	25.1	25.8	26.5	26.9
GTV per order (£)	UKI	26.7	26.7	27.6	26.8	27.2	27.2	28.0	28.7	29.3
GTV per order (£)	International	22.2	22.3	23.4	21.7	22.5	22.5	23.2	23.7	24.2
GTV (£m)	Group	1,809	1,825	7,686	7,349	7,549	7,527	8,226	8,983	9,653
GTV (£m)	UKI	1,079	1,081	4,556	4,383	4,491	4,484	4,883	5,317	5,718
GTV (£m)	International	735	744	3,144	2,898	3,039	3,037	3,332	3,651	3,936
GTV growth % (reported currency)	Group	3.6%	4.5%	9%	4%	7%	7%	9%	9%	7%
GTV growth % (reported currency)	UKI	6%	6%	9%	5%	7%	7%	9%	9%	8%
GTV growth % (reported currency)	International	1%	2%	9%	1%	5%	5%	10%	10%	8%
Net revenue (£m)	Group	514	517	2,295	2,096	2,137	2,158	2,371	2,607	2,835
Net revenue (£m)	UKI	309	308			1,282	1,289	1,412	1,548	1,683
Net revenue (£m)	International	205	209			858	864	953	1,053	1,152
Gross profit (£m)	Group			810	755	784	781	871	969	1,054
Gross profit margin (% of GTV)	Group			10.7%	10.0%	10.4%	10.4%	10.6%	10.8%	10.9%
Gross profit (£m)	UKI					498	495	550	611	668
Gross profit (£m)	International					285	284	319	357	391
Adjusted EBITDA (£m)	Group			155	104	122	125	193	262	312
Adjusted EBITDA margin (% of GTV)	Group			2.0%	1.4%	1.6%	1.7%	2.3%	2.9%	3.2%
Adjusted EBITDA (£m)	UKI					277	276	315	361	395
Adjusted EBITDA (£m)	International					95	96	122	150	170
Adjusted EBITDA (£m)	Other					(250)	(246)	(244)	(249)	(253)

The above consensus figures for Deliveroo plc ("Deliveroo") and its consolidated subsidiaries (the "Deliveroo Group") were compiled on 9 April 2024. They have been submitted to and collated by Deliveroo Investor Relations using analysts' estimates included within Visible Alpha (*see full Visible Alpha disclaimer below), as well as analyst notes and models shared with Deliveroo Investor Relations. The consensus figures contain estimates from the following 16 analysts covering the Deliveroo Group, who have published numbers since the Q3 2023 trading update on 19 October 2023: Bank of America, Barclays, Bernstein, Bryan Garnier, Citi, Deutsche Bank, Exane, Goldman Sachs, HSBC, Jefferies, JPMorgan, Morgan Stanley, Panmure Gordon, Santander, Shore Capital and UBS (together the "Analysts"). These Analysts were not selected based on their opinions, forecasts, estimates, projections, predictions and recommendations ("Analysts' Output") and the actual number of analysts covering the Deliveroo Group may exceed the Analysts identified above. The estimates provided to Deliveroo have not been altered or adjusted in any material way by Deliveroo or Visible Alpha save for minor adjustments to ensure standardisation for collation purposes or to correct any manifest error. Segment numbers and Group numbers may not always reconcile as not all analysts provide forecasts on a segment basis.

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