

**Deliveroo plc - Consensus (March 2022)**

Metric		2021	2022	2023	2024	2025
<b>Orders (m)</b>	<b>Group</b>	<b>301</b>	<b>377</b>	<b>464</b>	<b>549</b>	<b>642</b>
Orders (m)	UKI	£148	£187	£227	£264	£300
Orders (m)	International	£153	£190	£235	£279	£331
<b>ATV (£)</b>	<b>Group</b>	<b>£22.1</b>	<b>£22.0</b>	<b>£22.2</b>	<b>£22.3</b>	<b>£22.5</b>
ATV (£)	UKI	£24.2	£23.7	£24.0	£24.2	£24.5
ATV (£)	International	£20.0	£19.9	£20.2	£20.4	£20.7
<b>GTV (£m)</b>	<b>Group</b>	<b>£6,631</b>	<b>£8,312</b>	<b>£10,326</b>	<b>£12,276</b>	<b>£14,449</b>
GTV (£m)	UKI	£3,570	£4,439	£5,455	£6,416	£7,387
GTV (£m)	International	£3,061	£3,872	£4,871	£5,859	£7,061
<b>GTV growth % (reported currency)</b>	<b>Group</b>	<b>67%</b>	<b>25%</b>	<b>25%</b>	<b>20%</b>	<b>18%</b>
GTV growth % (reported currency)	UKI	71%	24%	23%	18%	15%
GTV growth % (reported currency)	International	62%	25%	26%	21%	20%
<b>Net revenue (£m)</b>	<b>Group</b>	<b>£1,818</b>	<b>£2,289</b>	<b>£2,850</b>	<b>£3,421</b>	<b>£4,028</b>
Net revenue (£m)	UKI	£962	£1,208	£1,487	£1,770	£2,038
Net revenue (£m)	International	£857	£1,086	£1,363	£1,637	£1,960
<b>Gross profit (£m)</b>	<b>Group</b>	<b>£509</b>	<b>£646</b>	<b>£829</b>	<b>£1,038</b>	<b>£1,255</b>
Gross profit (£m)	UKI	£322	£403	£509	£620	£732
Gross profit (£m)	International	£187	£245	£320	£416	£519
<b>Marketing &amp; overheads (£m)</b>	<b>Group</b>	<b>(£645)</b>	<b>(£773)</b>	<b>(£871)</b>	<b>(£939)</b>	<b>(£1,023)</b>
Marketing & overheads (£m)	UKI	(£250)	(£302)	(£344)	(£361)	(£381)
Marketing & overheads (£m)	International	(£240)	(£291)	(£328)	(£348)	(£392)
Marketing & overheads (£m)	Other	(£151)	(£176)	(£192)	(£205)	(£214)
<b>Adjusted EBITDA (£m)</b>	<b>Group</b>	<b>(£137)</b>	<b>(£117)</b>	<b>(£32)</b>	<b>£112</b>	<b>£248</b>
Adjusted EBITDA (£m)	UKI	£70	£101	£170	£264	£352
Adjusted EBITDA (£m)	International	(£52)	(£49)	(£11)	£64	£122
Adjusted EBITDA (£m)	Other	(£151)	(£176)	(£192)	(£205)	(£214)
<b>Free cash flow (£m)</b>	<b>Group</b>	<b>(£125)</b>	<b>(£121)</b>	<b>(£48)</b>	<b>£76</b>	<b>£189</b>
<b>Cash &amp; cash equivalents (£m)</b>	<b>Group</b>	<b>£1,334</b>	<b>£1,226</b>	<b>£1,171</b>	<b>£1,228</b>	<b>£1,380</b>

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