

	Consensus H1 21					Consensus FY 21					Consensus FY 22					Consensus FY 23				
	Average	Median	High	Low	# of est.	Average	Median	High	Low	# of est.	Average	Median	High	Low	# of est.	Average	Median	High	Low	# of est.
Sales (EUR m)																				
CPG Europe	1,723	1,731	1,757	1,675	11	3,571	3,575	3,667	3,475	12	3,644	3,618	3,760	3,551	12	3,725	3,725	3,854	3,586	12
CPG LARMEA	428	432	458	389	11	932	933	985	858	12	985	992	1,034	951	12	1,042	1,049	1,096	986	12
CPG APAC	308	311	318	281	11	676	676	698	644	12	713	707	747	692	12	751	750	799	707	12
OOH	358	359	396	328	11	750	749	841	705	12	828	818	963	741	12	865	865	992	748	12
Peet's	420	419	427	414	11	848	854	879	782	12	912	911	981	841	12	968	965	1,055	872	12
Other	13	13	14	13	11	28	28	29	26	12	28	28	30	26	12	28	28	31	26	12
JDE Peet's	3,250	3,262	3,311	3,169	11	6,806	6,815	6,895	6,716	12	7,110	7,106	7,271	6,987	12	7,379	7,373	7,613	7,205	12
CPG Europe																				
Volume/mix	3.6%	3.9%	5.0%	1.3%	10	1.9%	2.0%	4.0%	0.1%	10	1.6%	1.5%	3.0%	0.0%	11	2.0%	2.0%	3.0%	1.0%	11
Price	0.8%	0.8%	1.5%	0.3%	10	0.8%	0.9%	1.3%	-0.0%	10	0.3%	0.2%	1.0%	0.0%	11	0.2%	0.0%	1.0%	0.0%	11
Organic growth (%)	4.2%	4.4%	6.1%	1.9%	11	2.5%	2.5%	5.2%	-0.0%	8	2.0%	2.4%	3.5%	0.0%	12	2.2%	2.3%	3.5%	1.0%	12
M&A	0.0%	0.0%	0.0%	0.0%	9	0.0%	0.0%	0.0%	0.0%	8	0.0%	0.0%	0.0%	0.0%	8	0.0%	0.0%	0.0%	0.0%	8
FX	0.1%	0.2%	0.8%	-0.6%	10	0.3%	0.4%	0.7%	-0.3%	9	0.0%	0.0%	0.0%	0.0%	8	0.0%	0.0%	0.0%	0.0%	8
Reported sales growth (%)	4.2%	4.9%	6.4%	1.4%	10	3.0%	2.9%	5.5%	1.4%	10	1.9%	2.3%	3.3%	0.0%	10	2.1%	2.3%	3.5%	1.0%	10
CPG LARMEA																				
Volume/mix	0.9%	1.4%	4.0%	-2.5%	10	2.1%	2.5%	4.0%	-1.0%	10	5.1%	5.0%	9.0%	3.0%	11	5.4%	5.0%	9.0%	3.5%	11
Price	1.8%	1.9%	3.0%	0.8%	10	1.6%	1.4%	3.5%	0.6%	10	1.0%	1.0%	3.0%	0.0%	11	0.7%	0.0%	2.0%	0.0%	11
Organic growth (%)	2.7%	3.0%	5.0%	0.0%	11	3.8%	3.7%	5.0%	2.5%	11	6.0%	5.2%	11.0%	3.8%	12	6.1%	5.8%	11.0%	4.0%	12
M&A	0.0%	0.0%	0.0%	0.0%	9	0.0%	0.0%	0.0%	0.0%	8	0.0%	0.0%	0.0%	0.0%	8	0.0%	0.0%	0.0%	0.0%	8
FX	-15.9%	-15.2%	-10.0%	-23.0%	10	-8.8%	-8.7%	-5.8%	-11.5%	9	-0.4%	0.0%	0.2%	-3.3%	8	-0.5%	0.0%	0.0%	-3.3%	8
Reported sales growth (%)	-13.3%	-13.3%	-7.0%	-20.9%	10	-6.0%	-5.9%	-1.8%	-12.9%	10	5.7%	5.1%	11.0%	1.7%	10	5.6%	5.0%	11.0%	1.7%	10
CPG APAC																				
Volume/mix	0.8%	1.3%	4.3%	-5.0%	10	2.5%	2.2%	4.5%	0.3%	10	4.6%	5.0%	7.0%	2.0%	11	4.7%	5.0%	7.0%	3.0%	11
Price	1.1%	0.9%	3.3%	0.3%	10	0.8%	0.9%	1.3%	0.3%	10	0.8%	1.0%	2.0%	0.0%	11	0.6%	0.0%	2.0%	0.0%	11
Organic growth (%)	2.1%	2.6%	4.6%	-4.0%	11	3.6%	3.3%	6.0%	1.3%	11	5.5%	5.2%	8.0%	3.5%	12	5.4%	5.4%	7.0%	3.5%	12
M&A	-0.2%	0.0%	0.0%	-1.8%	9	0.0%	0.0%	0.0%	0.0%	8	0.0%	0.0%	0.0%	0.0%	8	0.0%	0.0%	0.0%	0.0%	8
FX	-0.2%	-0.5%	0.7%	-8.0%	10	-0.5%	0.5%	1.7%	-3.6%	9	-0.2%	0.0%	0.1%	-1.2%	8	-0.2%	0.0%	0.0%	-1.2%	8
Reported sales growth (%)	-0.2%	0.7%	3.3%	-8.0%	10	2.7%	2.6%	5.8%	-2.3%	10	5.2%	4.9%	8.0%	2.3%	10	5.1%	5.0%	7.0%	2.3%	10
OOH																				
Volume/mix	6.1%	5.3%	17.0%	-3.0%	10	10.6%	10.8%	17.7%	6.3%	10	10.6%	12.0%	15.0%	1.0%	11	4.6%	4.5%	12.5%	0.0%	11
Price	1.3%	1.6%	2.0%	0.0%	10	1.1%	1.1%	2.0%	0.0%	10	0.4%	0.5%	1.0%	0.0%	11	0.3%	0.0%	1.0%	0.0%	11
Organic growth (%)	6.8%	6.7%	17.2%	-2.0%	11	11.7%	12.0%	19.2%	6.8%	11	10.7%	11.5%	16.0%	2.0%	12	4.6%	4.5%	12.5%	0.0%	12
M&A	-0.4%	0.0%	0.7%	-4.0%	9	-0.5%	0.0%	0.0%	-2.0%	8	-0.2%	0.0%	0.0%	-1.7%	8	-0.2%	0.0%	0.0%	-1.7%	8
FX	-0.1%	0.2%	1.2%	-2.0%	10	0.1%	0.1%	1.4%	-1.0%	9	0.0%	0.0%	0.1%	0.0%	8	0.0%	0.0%	0.0%	0.0%	8
Reported sales growth (%)	6.5%	7.1%	18.0%	-2.5%	10	12.7%	12.4%	26.3%	5.8%	10	11.1%	12.3%	16.0%	2.0%	10	4.8%	5.0%	12.5%	-1.7%	10
Peet's																				
Volume/mix	3.6%	3.0%	8.0%	2.1%	10	5.3%	5.2%	7.9%	4.0%	10	6.5%	6.6%	9.6%	5.0%	11	5.6%	6.0%	7.0%	3.2%	11
Price	1.3%	1.1%	2.4%	0.0%	10	1.2%	1.0%	3.0%	-1.0%	10	0.8%	0.8%	2.0%	0.0%	11	0.4%	0.4%	1.0%	0.0%	11
Organic growth (%)	5.0%	4.1%	8.2%	4.0%	11	6.6%	6.3%	10.0%	4.5%	11	7.4%	7.4%	11.6%	5.0%	12	6.0%	6.4%	8.0%	3.7%	12
M&A	-0.6%	0.0%	0.0%	-2.7%	9	-0.3%	0.0%	0.0%	-1.4%	8	0.0%	0.0%	0.0%	0.0%	8	0.0%	0.0%	0.0%	0.0%	8
FX	-8.0%	-7.8%	-6.0%	-11.3%	10	-4.2%	-4.1%	-3.0%	-6.0%	9	0.2%	0.0%	0.7%	-0.0%	8	0.0%	0.0%	0.0%	0.0%	8
Reported sales growth (%)	-3.4%	-3.7%	-1.9%	-4.8%	10	1.3%	1.9%	4.8%	-6.7%	10	7.5%	7.4%	11.6%	5.0%	10	5.9%	5.5%	8.0%	3.7%	10
Total JDE Peet's																				
Volume/mix	3.0%	2.9%	4.3%	1.0%	11	3.4%	3.5%	4.5%	2.2%	11	4.0%	4.0%	4.9%	2.9%	12	3.5%	3.5%	4.6%	2.8%	12
Price	1.0%	0.9%	1.7%	0.0%	11	0.9%	0.9%	1.8%	0.0%	11	0.5%	0.5%	1.5%	0.0%	12	0.3%	0.2%	1.2%	0.0%	12
Organic growth (%)	4.0%	4.4%	5.2%	2.0%	11	4.3%	4.4%	5.6%	3.4%	11	4.5%	4.5%	5.5%	3.1%	12	3.9%	3.8%	4.7%	2.8%	12
M&A	-0.1%	0.0%	0.1%	-0.8%	10	-0.1%	0.0%	0.0%	-0.4%	10	-0.0%	0.0%	0.0%	-0.2%	11	-0.0%	0.0%	0.0%	-0.2%	11
FX	-3.6%	-3.3%	-2.8%	-5.0%	10	-1.9%	-1.6%	-1.2%	-3.5%	10	-0.0%	0.0%	0.1%	-0.6%	11	-0.1%	0.0%	0.0%	-0.6%	11
Reported sales growth (%)	0.3%	0.8%	2.3%	-2.1%	10	2.3%	2.2%	3.7%	1.0%	11	4.5%	4.3%	5.5%	3.1%	11	3.8%	3.7%	4.7%	2.8%	11
COGS	(1,884)	(1,892)	(1,931)	(1,826)	6	(3,876)	(3,884)	(3,928)	(3,816)	8	(4,028)	(4,027)	(4,094)	(3,964)	8	(4,171)	(4,156)	(4,271)	(4,120)	8
Gross Profit	1,369	1,376	1,381	1,343	6	2,933	2,929	3,006	2,885	8	3,074	3,074	3,177	2,986	8	3,200	3,188	3,342	3,079	8
Gross Profit Margin	42.1%	42.1%	43.0%	41.2%	6	43.1%	43.0%	44.0%	42.6%	8	43.3%	43.2%	44.0%	42.6%	8	43.4%	43.3%	44.1%	42.7%	8
A&P	(191)	(196)	(210)	(166)	6	(425)	(431)	(443)	(393)	8	(455)	(453)	(498)	(421)	8	(472)	(471)	(522)	(433)	8
Total SG&A	(866)	(870)	(910)	(809)	6	(1,878)	(1,893)	(1,958)	(1,785)	8	(1,937)	(1,940)	(2,041)	(1,834)	8	(1,987)	(1,980)	(2,113)	(1,839)	8
Adjusted EBITDA	746	733	807	720	5	1,580	1,581	1,639	1,554	11	1,668	1,672	1,745	1,591	10	1,747	1,741	1,826	1,652	10
Depreciation & Amortization	(209)	(202)	(250)	(183)	4	(429)	(431)	(457)	(399)	10	(438)	(438)	(473)	(406)	10	(441)	(445)	(466)	(402)	10
Adjusted EBIT (in EUR m)																				
CPG Europe	523	530	541	487	9	1,067	1,068	1,094	1,031	11	1,082	1,098	1,116	978	11	1,105	1,131	1,140	988	11
CPG LARMEA	89	89	98	81	9	194	197	208	178	11	203	204	220	187	11	214	212	232	195	11
CPG APAC	65	65	71	59	9	146	148	164	133	11	151	155	176	134	11	160	164	188	140	11
OOH	16	16	19	12	9	68	64	119	57	11	113	108	158	88	11	135	132	171	81	11
Peet's	46	46	50	42	9	95	95	107	84	11	105	104	116	87	11	117	114	135	96	11
Other	(138)	(136)	(152)	(132)	9	(290)	(288)	(304)	(274)	11	(300)	(295)	(315)	(277)	11	(306)	(305)	(330)	(277)	11
JDE Peet's	601	605	623	565	11	1,280	1,278	1,298	1,256	12	1,354	1,359	1,390	1,278	12	1,423	1,432	1,496	1,330	12
Adjusted EBIT growth (%)																				
CPG Europe	-6.3%	-5.1%	-3.1%	-12.7%	9	-2.7%	-2.6%	-0.2%	-5.9%	11	1.4%	1.8%	4.1%	-5.2%	11	2.1%	2.5%	3.5%	-0.7%	11
CPG LARMEA	-18.3%	-18.6%	-10.3%	-25.9%	9	-11.2%	-10.0%	-4.8%	-18.8%	11	4.3%	4.7%	6.5%	-0.3%	11	5.7%	5.5%	8.0%	1.7%	11
CPG APAC	-5.3%	-5.5%	3.2%	-14.5%	9	-5.9%	-4.4%	6.0%	-14.0%	11	3.7%	4.5%	7.4%	-3.2%	11	5.6%	6.0%	7.0%	4.2%	11
OOH	N.M.	N.M.	N.M.	N.M.	9	1608%	1512%	2886%	1313%											