March Marc	DDE Peets			Historical Results				
File	JUE TECIS	H1 18	H2 18	H1 19	H2 19	FY 17	FY 18	FY 19
Tel (AMARA) 48 550 508 603 1,144 1,034 1,134 1,034 1,134 1,034 1,134 1,034 1,	Sales (EUR m)	1.540	1 657	1 502	1 676	3 101	3 197	3 269
One 411 481 480 480 481 977 323 978 1250 1250 1250 1250 1250 1250 1250 1250	CPG LARMEA	484	550	508	603	1,124	1,034	1,111
certs: 366 430 427 431 731 772 177 177 177 177 177 177 177 177 17								684
28 Feet 1,173 3,482 3,331 3,612 5,70 6,566 6,500 6,500	Peet's							878
Section Sect	Other DE Peet's							26 6,945
Dilument		3,173	3,432	3,333	3,012	0,330	0,004	0,343
Accordance growth (c) 2.8% -1.6% 2.7% 0.3% 0.5	/olume/mix							4.49
Section Color Co								-3.09 1.49
Second color growth (h) 2.5% 3.5% 3.4% 3.2% 3.	M&A							
Section Company Comp	X Reported sales growth (%)							0.9% 2.3 %
First	CPG LARMEA							
Act	/olume/mix							8.29
128 128	ike-for-like growth (%)							1.29
### PG APAC ### PG APAC PG APAC	л&A							6.89
Journal 28% 100% 5.7% 7.74% 7.2% 5.6% 1.1% 1.2%	X Reported sales growth (%)							-0.69 7.4 9
Journal 28% 100% 5.7% 7.74% 7.2% 5.6% 1.1% 1.2%	CPG APAC							
Re-for-like growth (%) Re-for	/olume/mix							-6.89
18.6	rice ike-for-like growth (%)							-1.39 - 8.1 9
1.23% 3.1% 1.2% 2.4% 3.4% 2.4% 2.8% 2.4% 2.8% 2.2%	лке-тог-шке growtn (%) л&А				-3.4%			- 8.1 7
Other Columner Column	EX.	-12.3%	3.1%	1.8%			-3.4%	2.49
Johnstein John		30.2%	26.9%	3.3%	-7.0%		28.3%	-2.69
1.7% 2.3% 1.8% 0.6% 2.0% 1.4% 2.8% 4.0% 2.8% 4.0% 4.6% 4.1% 4.6% 4.1%	OOH /olume/mix	-0.9%	-0.7%	-1.1%	2.1%		-0.8%	0.79
18.A 11.15 8.4% 7.2% 6.1% 9.7% 6.2% 1.2% 1.2% 1.2% 1.2% 1.2% 1.2% 1.2% 1	Price	-1.7%	-2.3%	-1.8%	-0.6%		-2.0%	-1.49
Section Sect	ike-for-like growth (%)							-0.79
See	л&A X							-0.79
Dilume/mix	Reported sales growth (%)	9.9%	2.3%	3.9%	6.5%		5.9%	5.29
rice	eet's	E 69/	9 29/	7 70/	7.09/		7.09/	7.40
1.3% 0.3% 0.4% 0.3% 0.4% 0.0%	Price							0.39
Section Sect	ike-for-like growth (%)	5.7%	9.5%				7.6%	7.79
trial DE Peet's trial Market Feet's trial Market	Л&A X	-11.3%	1.3%				-5.0%	
Author Size Auth	Reported sales growth (%)							13.99
rice	Total JDE Peet's	5.40/	4.00/	2.50/	2.00/		5.00/	2.55
New Fort New Property New Prop	Price							-2.89
A	.ike-for-like growth (%)	1.9%	0.8%	1.2%	0.5%	3.7%	1.4%	0.89
1,908 2,027 3,925 3,808 3,93 3,9	M&A EX							2.39
ross Profit 1,425 1,855 2,605 2,856 3,01 42,8% 43,9% 42,9% 43,3% 39,9% 42,9% 43,3% 39,9% 42,9% 43,3% 39,9% 42,9% 43,3% 39,9% 42,9% 43,3% 39,9% 42,9% 43,3% 39,9% 42,9% 43,3% 39,9% 42,9% 43,3% 39,9% 42,9% 43,3% 39,9% 41,013 1,898 1,947 1,96 4,96 4,000 4,	Reported sales growth (%)					10.1%		4.29
A2.8% A3.9% A2.9% A3.3% A3.9% A2.9% A3.3% A3.9% A2.9% A3.3% A3.9% A3.3% A3.9% A3.3% A3.3	COGS			1,908	2,027	3,925	3,808	3,935
djusted EBITDA 636 757 727 824 1,292 1,393 1,55 epreciation & Amortization djusted EBIT (in EUR m) PG Europe 426 475 482 472 840 901 95 PG LARMEA 75 107 87 120 185 182 20 PG APAC 51 85 42 74 92 136 11 OH 85 91 89 90 167 176 17 eet's 41 35 39 39 83 76 7 ther (146) (154) (151) (128) (302) (300) (27 EPeet's 531 640 588 667 1,065 1,171 1,25 djusted EBIT margin (in %) PG Europe 27,6% 28,7% 30,3% 28,2% 26,3% 28,2% 29,2 GLARMEA 15,6% 19,4% 17,1% 19,9% 16,5% 16,7% 18,6 PG APAC 16,7% 21,4% 13,5% 19,9% 16,8% 19,4% 17,0 OH 18,3% 19,6% 18,6% 18,1% 19,0% 18,9% 18,3 EP eet's 11,11% 8,7% 9,11% 8,7% 11,11% 9,9% 8,9 EP eet's 16,7% 18,3% 17,6% 18,5% 16,3% 17,6% 18,1 djusting items (in EUR m) (118) (94) (358) (262) (21 perating Profit / EBIT (in EUR m) 470 573 707 909 1,04 et financial income / (expense) have of net profit of associates (1) - (1) - (1) crome tax expenses (86) (170) (79) (52) (25 crome tax expenses (86) (170)	Gross Profit Gross Profit Margin							3,010 43.3 9
### appreciation & Amortization ### appreciation ### appr	otal SG&A			954	1,013	1,898	1,947	1,967
Applicated EBIT (in EUR m) PG Europe 426	Adjusted EBITDA	636	757	727	824	1,292	1,393	1,551
PG Europe	Depreciation & Amortization			210	209	357	339	419
PG Europe	Adjusted EBIT (in EUR m)							
PG APAC 51 85 42 74 92 136 11 OH 85 91 89 90 167 176 17 eth's 41 35 39 39 39 83 76 7 ther (146) (154) (151) (128) (302) (300) (27 DE Peet's 531 640 588 667 1,065 1,171 1,25 djusted EBIT margin (in %) PG Europe 27.6% 28.7% 30.3% 28.2% 26.3% 28.2% 29.2 PG LARMEA 15.6% 19.4% 17.1% 19.9% 16.5% 16.7% 18.6 OH 18.3% 19.6% 18.6% 18.1% 19.9% 16.8% 19.4% 17.0 OH 18.3% 19.6% 18.6% 18.1% 19.9% 16.8% 19.4% 17.0 DE Peet's 11.1% 8.7% 9.1% 8.7% 11.1% 9.9% 8.9 DE Peet's 16.7% 18.3% 17.6% 18.5% 16.3% 17.6% 18.1 djusting items (in EUR m) (118) (94) (358) (262) (21 perating Profit / EBIT (in EUR m) 470 573 707 909 1,04 et financial income / (expense) have of net profit of associates (1) - (1) - (2) have et serves (66) (170) (79) (52) (25 on-controlling interest (67) (94) (114) (190) (16 et Result attr to the Owners	PG Europe							954
OH	PG LARMEA							207
eet's 41 35 39 39 39 83 76 77 ther (146) (154) (151) (128) (302) (300) (27 DE Peet's 531 640 588 667 1,065 1,171 1,25 djusted EBIT margin (in %)	OOH							179
DE Peet's 531 640 588 667 1,065 1,171 1,25	eet's	41	35	39	39	83	76	7
PG Europe 27.6% 28.7% 30.3% 28.2% 26.3% 28.2% 29.2 PG LARMEA 15.6% 19.4% 17.1% 19.9% 16.5% 16.7% 18.6 PG LARMEA 15.6% 21.4% 13.5% 19.9% 16.8% 19.4% 17.0 PG APAC 16.7% 18.6 PG APAC 16.7% 18.6 PG APAC 18.3% 19.6% 18.6% 18.1% 19.0% 18.9% 18.3 PE Peet's 11.1% 8.7% 9.1% 8.7% 11.1% 9.9% 8.9 PE Peet's 16.7% 18.3% 17.6% 18.5% 16.3% 17.6% 18.1 Perating Profit / EBIT (in EUR m) (118) (94) (358) (262) (21) Perating Profit / EBIT (in EUR m) (133) (68) (195) (194) (20) Arace of net profit of associates (1) - (1)	Other DE Peet's							(279 1,25 9
PG Europe 27.6% 28.7% 30.3% 28.2% 26.3% 28.2% 29.2 PG LARMEA 15.6% 19.4% 17.1% 19.9% 16.5% 16.7% 18.6 PG LARMEA 15.6% 21.4% 13.5% 19.9% 16.8% 19.4% 17.0 PG APAC 16.7% 18.6 PG APAC 16.7% 18.6 PG APAC 18.3% 19.6% 18.6% 18.1% 19.0% 18.9% 18.3 PE Peet's 11.1% 8.7% 9.1% 8.7% 11.1% 9.9% 8.9 PE Peet's 16.7% 18.3% 17.6% 18.5% 16.3% 17.6% 18.1 Perating Profit / EBIT (in EUR m) (118) (94) (358) (262) (21) Perating Profit / EBIT (in EUR m) (133) (68) (195) (194) (20) Arace of net profit of associates (1) - (1)	Adjusted EBIT margin (in %)							
PG APAC 16.7% 21.4% 13.5% 19.9% 16.8% 19.4% 17.0 OH 18.3% 19.6% 18.6% 18.1% 19.0% 18.9% 18.3 eet's 11.1% 8.7% 9.1% 8.7% 11.1% 9.9% 8.9 DE Peet's 16.7% 18.3% 17.6% 18.5% 16.3% 17.6% 18.1 17.6% 18.5% 16.3% 17.6% 18.1 17.6% 18.5% 16.3% 17.6% 18.1 17.6% 18.	CPG Europe							29.29
OH 18.3% 19.6% 18.6% 18.1% 19.0% 18.9% 18.3 2E Peet's 11.1% 8.7% 9.1% 8.7% 11.1% 9.9% 8.9 DE Peet's 16.7% 18.3% 17.6% 18.5% 16.3% 17.6% 18.1 16.3% 17.6% 18.1 16.3% 17.6% 18.1 16.3% 17.6% 18.1 16.3% 17.6% 18.1 16.3% 17.6% 18.1 16.3% 17.6% 18.1	CPG LARMEA CPG APAC							18.6° 17.0°
DE Peet's 16.7% 18.3% 17.6% 18.5% 16.3% 17.6% 18.1	00Н	18.3%	19.6%	18.6%	18.1%	19.0%	18.9%	18.3
djusting items (in EUR m) (118) (94) (358) (262) (21) perating Profit / EBIT (in EUR m) 470 573 707 909 1,04 et financial income / (expense)	eet's D E Peet's							8.9 18.1
perating Profit / EBIT (in EUR m) 470 573 707 909 1,04 et financial income / (expense) (133) (68) (195) (194) (20 hare of net profit of associates (1) - (1) - (5) (79) (52) (25) come tax expenses (86) (170) (79) (52) (52) (52) on-controlling interest (67) (94) (114) (190) (16 et Result attr to the Owners 183 241 318 473 42 apex 114 167 236 282 28								(21)
tet financial income / (expense) (133) (68) (195) (194) (20 (195) (194) (20 (195) (194) (20 (195) (194) (195) (194) (195) (194) (195								
hare of net profit of associates (1) - (1) - (2) (25 (25 (25 (25 (27 (27 (27 (27 (27 (27 (27 (27 (27 (27								
Accome tax expenses (86) (170) (79) (52) (25) On-Controlling interest (67) (94) (114) (190) (16) Let Result attr to the Owners 183 241 318 473 42 Appex 114 167 236 282 28					(68)		(194)	(20:
let Result attr to the Owners 183 241 318 473 42 apex 114 167 236 282 28	ncome tax expenses				(170)		(52)	(256
apex 114 167 236 282 28	Ion-controlling interest							(161
	iet Result attr to the Owners			183	241	318	473	424
	Capex Free cash flow			114 428	167 750	236 685	282 1,031	28: 1,178