

| | consensus H1 20 | | | | | consensus H2 20 | | | | | consensus FY 2020 | | | | | consensus FY 2021 | | | | | consensus FY 2022 | | | | | |
|-----------------------------|-----------------|--------------|--------------|--------------|-----------|-----------------|--------------|--------------|--------------|-----------|-------------------|--------------|--------------|--------------|-----------|-------------------|--------------|--------------|--------------|-----------|-------------------|--------------|--------------|--------------|-----------|---|
| | Average | Median | High | Low | # of est. | 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 | 1,665 | 1,667 | 1,748 | 1,617 | 10 | 1,735 | 1,732 | 1,797 | 1,691 | 10 | 3,401 | 3,400 | 3,463 | 3,334 | 10 | 3,462 | 3,446 | 3,575 | 3,346 | 10 | 3,551 | 3,538 | 3,669 | 3,413 | 10 | |
| CPG LARMEA | 508 | 508 | 545 | 459 | 10 | 587 | 579 | 655 | 532 | 10 | 1,095 | 1,096 | 1,200 | 1,008 | 10 | 1,150 | 1,161 | 1,272 | 1,055 | 10 | 1,219 | 1,212 | 1,335 | 1,131 | 10 | |
| CPG APAC | 323 | 324 | 330 | 314 | 10 | 388 | 387 | 398 | 379 | 10 | 712 | 709 | 725 | 698 | 10 | 750 | 751 | 776 | 727 | 10 | 791 | 796 | 830 | 763 | 10 | |
| CPG Americas | 345 | 351 | 370 | 270 | 10 | 418 | 425 | 469 | 363 | 10 | 762 | 778 | 813 | 633 | 10 | 893 | 899 | 965 | 823 | 10 | 918 | 924 | 994 | 852 | 10 | |
| Peet's | 435 | 437 | 457 | 411 | 10 | 453 | 450 | 486 | 421 | 10 | 888 | 883 | 932 | 847 | 10 | 946 | 945 | 1,020 | 895 | 10 | 1,008 | 1,001 | 1,097 | 927 | 10 | |
| Other | 13 | 13 | 15 | 10 | 10 | 13 | 13 | 16 | 12 | 10 | 26 | 26 | 27 | 24 | 10 | 27 | 26 | 32 | 25 | 10 | 27 | 26 | 32 | 26 | 10 | |
| JDE Peet's | 3,289 | 3,299 | 3,326 | 3,235 | 10 | 3,594 | 3,588 | 3,671 | 3,534 | 10 | 6,883 | 6,870 | 6,976 | 6,792 | 10 | 7,227 | 7,194 | 7,370 | 7,119 | 10 | 7,514 | 7,500 | 7,683 | 7,370 | 10 | |
| CPG Europe | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Volume/mix | 5.3% | 5.2% | 9.1% | 2.0% | 9 | 4.2% | 4.1% | 6.8% | 1.7% | 9 | 4.7% | 4.3% | 7.0% | 2.2% | 9 | 1.9% | 2.0% | 3.5% | -2.0% | 9 | 2.6% | 2.8% | 3.5% | 1.0% | 9 | |
| Price | -1.2% | -1.3% | 0.0% | -2.0% | 8 | -0.3% | 0.0% | 1.5% | -2.0% | 8 | -0.7% | 0.0% | 0.5% | -2.0% | 9 | 0.0% | 0.0% | 1.0% | -0.8% | 9 | 0.1% | 0.0% | 0.7% | 0.0% | 9 | |
| Like-for-like growth (%) | 5.0% | 4.9% | 11.0% | 1.5% | 9 | 4.0% | 3.8% | 6.8% | 1.8% | 8 | 4.0% | 3.7% | 5.8% | 2.7% | 10 | 2.0% | 2.5% | 3.5% | -2.0% | 10 | 2.7% | 2.9% | 3.5% | 1.0% | 10 | |
| M&A | 0.0% | 0.0% | 0.0% | 0.0% | 7 | 0.0% | 0.0% | 0.0% | 0.0% | 7 | 0.0% | 0.0% | 0.0% | 0.0% | 7 | 0.0% | 0.0% | 0.0% | 0.0% | 7 | 0.0% | 0.0% | 0.0% | 0.0% | 7 | |
| FX | -0.3% | -0.3% | 1.1% | -1.3% | 8 | 0.2% | -0.3% | 3.5% | -0.8% | 7 | -0.1% | -0.4% | 2.4% | -0.8% | 8 | -0.1% | -0.2% | 0.0% | -0.3% | 8 | -0.1% | 0.0% | 0.0% | -0.9% | 8 | |
| Reported sales growth (%) | 4.7% | 4.6% | 9.1% | 1.5% | 9 | 3.8% | 3.8% | 7.2% | 1.4% | 9 | 4.0% | 4.0% | 5.9% | 2.0% | 10 | 1.8% | 2.3% | 3.3% | -2.2% | 10 | 2.6% | 2.7% | 3.5% | 1.0% | 10 | |
| CPG LARMEA | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Volume/mix | 10.5% | 10.7% | 15.0% | 7.0% | 9 | 7.6% | 8.0% | 10.0% | 2.0% | 9 | 8.9% | 8.4% | 12.3% | 5.0% | 9 | 5.9% | 6.0% | 8.0% | 1.5% | 9 | 6.1% | 7.0% | 8.0% | 3.5% | 9 | |
| Price | -0.8% | -0.5% | 2.0% | -3.0% | 8 | 0.6% | 0.3% | 5.7% | -3.0% | 8 | 0.2% | 0.0% | 4.0% | -3.0% | 9 | 1.1% | 0.0% | 5.0% | 0.0% | 9 | 0.5% | 0.0% | 2.0% | 0.0% | 9 | |
| Like-for-like growth (%) | 8.7% | 8.0% | 14.0% | 0.3% | 9 | 8.4% | 8.8% | 13.7% | 2.5% | 8 | 8.9% | 9.1% | 12.2% | 5.0% | 10 | 6.8% | 6.0% | 12.4% | 3.5% | 10 | 6.4% | 6.5% | 9.1% | 4.0% | 10 | |
| M&A | 0.0% | 0.0% | 0.0% | 0.0% | 7 | 0.0% | 0.0% | 0.0% | 0.0% | 7 | 0.0% | 0.0% | 0.0% | 0.0% | 7 | 0.0% | 0.0% | 0.0% | 0.0% | 7 | 0.0% | 0.0% | 0.0% | 0.0% | 7 | |
| FX | -10.8% | -10.2% | -7.8% | -17.7% | 7 | -14.4% | -15.3% | -10.3% | -16.9% | 7 | -11.9% | -13.0% | -4.6% | -14.4% | 8 | -2.3% | -3.1% | 1.7% | -4.1% | 8 | -0.5% | 0.0% | 0.0% | -3.6% | 8 | |
| Reported sales growth (%) | -0.8% | -0.3% | 7.2% | -9.7% | 9 | -3.5% | -5.3% | 8.8% | -11.8% | 9 | -1.4% | -1.4% | 8.0% | -9.2% | 10 | 5.0% | 4.9% | 9.7% | 0.6% | 10 | 6.1% | 5.8% | 9.1% | 4.0% | 10 | |
| CPG APAC | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Volume/mix | 5.9% | 6.0% | 7.9% | 4.1% | 9 | 6.6% | 6.0% | 15.0% | 2.1% | 9 | 6.2% | 6.5% | 10.0% | 3.0% | 9 | 5.3% | 5.0% | 7.0% | 3.5% | 9 | 5.3% | 5.0% | 7.0% | 4.0% | 9 | |
| Price | -1.1% | -0.8% | 0.0% | -3.0% | 8 | 0.0% | 0.3% | 1.5% | -2.4% | 8 | -0.3% | 0.0% | 0.9% | -2.4% | 9 | 0.4% | 0.0% | 2.0% | -0.2% | 9 | 0.5% | 0.0% | 2.0% | 0.0% | 9 | |
| Like-for-like growth (%) | 4.4% | 4.5% | 7.0% | 1.5% | 9 | 6.7% | 5.5% | 16.5% | 2.6% | 8 | 5.8% | 5.5% | 10.5% | 3.0% | 10 | 5.5% | 5.5% | 7.0% | 3.5% | 10 | 5.7% | 6.0% | 7.0% | 4.0% | 10 | |
| M&A | 0.0% | 0.0% | 0.0% | -3.0% | 8 | 0.0% | 0.0% | 0.0% | 0.0% | 7 | 0.0% | 0.0% | 0.0% | 0.0% | 7 | 0.0% | 0.0% | 0.0% | 0.0% | 7 | 0.0% | 0.0% | 0.0% | 0.0% | 7 | |
| FX | -0.8% | -1.0% | 1.1% | -1.5% | 8 | -1.6% | -2.0% | 1.3% | -2.5% | 7 | -1.4% | -1.6% | 0.6% | -2.1% | 8 | -0.2% | -0.1% | 0.2% | -1.1% | 8 | -0.3% | 0.0% | 0.0% | -2.4% | 8 | |
| Reported sales growth (%) | 3.4% | 3.5% | 5.8% | 0.7% | 9 | 4.2% | 3.9% | 7.2% | 2.0% | 9 | 4.0% | 3.7% | 6.0% | 1.4% | 10 | 5.4% | 5.4% | 7.0% | 3.4% | 10 | 5.5% | 5.5% | 7.0% | 4.0% | 10 | |
| OOH | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Volume/mix | -25.7% | -25.0% | -22.4% | -29.0% | 9 | -12.9% | -13.2% | -4.8% | -25.2% | 9 | -19.2% | -18.3% | -16.2% | -25.0% | 9 | 15.8% | 15.0% | 25.0% | 10.0% | 9 | 2.4% | 2.0% | 4.0% | 0.5% | 9 | |
| Price | -1.1% | -0.5% | 0.0% | -5.0% | 8 | 0.2% | 0.3% | 1.5% | -1.0% | 8 | 0.3% | 0.4% | 0.0% | 0.5% | -2.0% | 9 | 0.3% | 0.0% | 1.0% | -0.2% | 9 | 0.2% | 0.0% | 1.0% | 0.0% | 9 |
| Like-for-like growth (%) | -28.4% | -26.4% | -22.9% | -43.7% | 9 | -13.7% | -13.0% | -1.5% | -25.2% | 8 | -21.1% | -19.5% | -16.2% | -35.2% | 10 | 17.4% | 15.0% | 30.0% | 10.7% | 10 | 2.9% | 2.8% | 5.0% | 0.5% | 10 | |
| M&A | 0.5% | 0.6% | 0.0% | -0.5% | 7 | 0.2% | 0.0% | 0.8% | 0.0% | 7 | 0.2% | 0.3% | 0.8% | 0.0% | 7 | 0.0% | 0.3% | 0.0% | 0.0% | 7 | 0.0% | 0.0% | 0.0% | 0.0% | 7 | |
| FX | -0.5% | -0.6% | 0.0% | -0.9% | 7 | -0.4% | -0.3% | 0.5% | -1.9% | 7 | -0.5% | -0.6% | 0.1% | -1.3% | 8 | 0.0% | 0.0% | 0.1% | -0.4% | 8 | 0.0% | 0.0% | 0.0% | 0.0% | 8 | |
| Reported sales growth (%) | -28.2% | -26.7% | -22.9% | -43.7% | 9 | -17.1% | -14.2% | -12.1% | -27.2% | 9 | -22.0% | -20.3% | -16.8% | -35.2% | 10 | 17.5% | 14.9% | 30.0% | 10.7% | 10 | 2.9% | 2.8% | 5.0% | 0.5% | 10 | |
| Peet's | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Volume/mix | -1.4% | -1.4% | 4.0% | -9.8% | 9 | 1.6% | 2.0% | 6.4% | -5.1% | 9 | 0.2% | 1.0% | 4.0% | -7.4% | 9 | 7.6% | 8.0% | 10.0% | 4.5% | 9 | 6.3% | 6.0% | 8.0% | 4.8% | 9 | |
| Price | 1.2% | 0.5% | 3.6% | -0.5% | 8 | 1.2% | 0.9% | 3.6% | 0.0% | 8 | 1.1% | 0.5% | 3.6% | 0.0% | 9 | 0.2% | 0.0% | 1.0% | 0.0% | 9 | 0.3% | 0.0% | 1.0% | 0.0% | 9 | |
| Like-for-like growth (%) | -0.2% | -0.4% | 4.5% | -6.2% | 9 | 2.3% | 2.7% | 8.1% | -2.0% | 8 | 1.0% | 0.9% | 5.9% | -3.8% | 7 | 7.8% | 8.2% | 10.4% | 4.5% | 7 | 6.7% | 6.8% | 8.5% | 4.8% | 10 | |
| M&A | 0.0% | 0.0% | 0.0% | 0.0% | 7 | 0.0% | 0.0% | 0.0% | 0.0% | 6 | 0.0% | 0.0% | 0.0% | 0.0% | 7 | 0.0% | 0.0% | 0.0% | 0.0% | 7 | 0.0% | 0.0% | 0.0% | 0.0% | 7 | |
| FX | 2.1% | 2.4% | 4.3% | -1.7% | 8 | -0.5% | -1.2% | 2.5% | -1.7% | 6 | 0.6% | 0.4% | 2.0% | 0.1% | 8 | -1.3% | -1.1% | 0.0% | -3.1% | 8 | -0.2% | 0.0% | 0.0% | -1.4% | 8 | |
| Reported sales growth (%) | 1.9% | 2.1% | 7.0% | -3.8% | 9 | 0.1% | -1.4% | 7.8% | -6.8% | 9 | 1.1% | 0.6% | 6.2% | -3.5% | 10 | 6.6% | 7.5% | 9.4% | 1.9% | 10 | 6.5% | 6.8% | 8.3% | 3.6% | 10 | |
| Total JDE Peet's | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Volume/mix | 1.1% | 0.7% | 2.7% | 0.2% | 9 | 2.2% | 2.0% | 3.8% | 0.5% | 9 | 1.6% | 1.6% | 3.2% | 0.6% | 9 | 5.2% | 5.0% | 7.4% | 3.7% | 9 | 3.8% | 3.9% | 4.6% | 3.2% | 9 | |
| Price | -0.9% | -0.8% | -0.2% | -1.6% | 9 | 0.1% | 0.5% | 1.5% | -1.6% | 9 | -0.4% | -0.3% | 0.6% | -1.5% | 9 | 0.2% | 0.0% | 1.0% | -0.4% | 9 | 0.3% | 0.0% | 0.9% | 0.0% | 9 | |
| Like-for-like growth (%) | 0.5% | 0.4% | 2.7% | -0.5% | 10 | 2.2% | 2.1% | 4.5% | -0.1% | 9 | 1.0% | 1.1% | 2.9% | -1.1% | 10 | 5.5% | 5.0% | 7.0% | 4.3% | 10 | 4.1% | 4.2% | 4.6% | 3.3% | 10 | |
| M&A | 0.1% | 0.1% | 0.2% | 0.0% | 8 | 0.0% | 0.0% | 0.2% | 0.0% | 8 | 0.1% | 0.0% | 0.2% | 0.0% | 8 | 0.0% | 0.0% | 0.2% | 0.0% | 8 | 0.0% | 0.0% | 0.2% | 0.0% | 8 | |
| FX | -2.0% | -1.6% | -0.7% | -5.0% | 9 | -2.6% | -3.3% | -0.1% | -3.5% | 8 | -2.0% | -2.3% | -0.4% | -2.6% | 9 | -0.8% | -0.7% | 0.0% | -1.9% | 9 | -0.4% | 0.0% | 0.0% | -1.9% | 9 | |
| Reported sales growth (%) | -1.3% | -1.0% | 0.3% | -2.5% | 10 | -0.4% | -0.7% | 1.6% | -2.2% | 10 | -0.9% | -1.0% | 0.5% | -2.2% | 10 | 4.9% | 4.7% | 6.6% | 3.3% | 10 | 3.8% | 4.1% | 4.3% | 2.6% | 10 | |
| COGS | 1,796 | 1,860 | 1,533 | 1,885 | 5 | 1,934 | 1,999 | 1,677 | 2,031 | 5 | 3,761 | 3,885 | 3,209 | 3,909 | 6 | 3,951 | 4,052 | 3,423 | 4,113 | 6 | 4,105 | 4,212 | 3,530 | 4,280 | 6 | |
| Gross Profit | 1,489 | 1,438 | 1,763 | 1,417 | 6 | 1,639 | 1,590 | 1,928 | 1,541 | 6 | | | | | | | | | | | | | | | | |
| Gross Profit Margin | 45.2% | 43.7% | 53.5% | 42.9% | 6 | 45.6% | 44.2% | 53.5% | 43.3% | 6 | 45.5% | 44.1% | 53.5% | 43.5% | 6 | 45.7% | 44.1% | 53.5% | 43.7% | 6 | 45.8% | 44.2% | 53.5% | 43.9% | 6 | |
| Total SG&A | 1,019 | 969 | 929 | 1,287 | 6 | 1,073 | 1,018 | 963 | 1,355 | 6 | 2,074 | 1,995 | 1,919 | 2,642 | 7 | 2,076 | 1,999 | 1,822 | 2,643 | 7 | 2,121 | 2,052 | 1,872 | 2,664 | 7 | |
| Adjusted EBITDA | 756 | 743 | 807 | 733 | 7 | 804 | 802 | 842 | 771 | 7 | 1,565 | 1,569 | 1,648 | 1,504 | 10 | 1,692 | 1,691 | 1,775 | 1,616 | 10 | 1,789 | 1,795 | 1,855 | 1,686 | 10 | |
| Depreciation & Amortization | 180 | 180 | 138 | 225 | 6 | 178 | 177 | 145 | 210 | 6 | 378 | 406 | 292 | 427 | 10 | 387 | 411 | 298 | 439 | 10 | 394 | 413 | 310 | 451 | 10 | |
| Adjusted EBIT (in EUR m) | | | | | | | | | | | | | | | | | | | | | | | | | | |
| CPG Europe | 527 | 524 | 564 | 494 | 10 | 500 | 504 | 548 | 458 | 10 | 1,028 | 1,022 | 1,067 | 994 | 10 | 1,044 | 1,048 | 1,093 | 1,002 | | | | | | | |