

	Consensus H1 21				Consensus FY 21				Consensus FY 22				Consensus FY 23			
	Median	High	Low	# of est.	Median	High	Low	# of est.	Median	High	Low	# of est.	Median	High	Low	# of est.
Sales (EUR m)																
CPG Europe	1,740	1,766	1,688	14	3,603	3,778	3,522	14	3,685	4,118	3,606	14	3,771	4,241	3,643	14
CPG LARMEA	442	478	399	14	967	1,049	907	14	1,031	1,175	951	14	1,083	1,233	986	14
CPG APAC	313	321	278	14	685	725	633	14	713	797	683	14	747	853	707	14
OOH	354	387	326	14	736	789	704	14	816	868	741	14	845	917	749	14
Peet's	417	434	396	14	854	872	825	14	914	955	867	14	970	1,027	938	14
Other	13	36	13	14	28	32	26	14	28	32	26	14	36	35	26	14
JDE Peet's	3,278	3,335	3,199	14	6,869	7,144	6,743	14	7,204	7,832	7,001	14	7,467	8,103	7,257	14
CPG Europe																
Volume/mix	4.0%	5.5%	1.3%	13	2.0%	3.0%	0.1%	13	1.9%	3.0%	-1.5%	13	2.1%	3.2%	-0.5%	13
Price	1.0%	4.5%	0.0%	13	1.0%	6.0%	0.0%	13	1.0%	6.0%	0.0%	13	0.0%	1.0%	0.0%	13
Organic growth (%)	5.0%	6.6%	1.9%	14	3.1%	8.0%	1.4%	14	2.7%	9.0%	0.5%	14	2.5%	3.5%	0.0%	14
M&A	0.0%	0.0%	0.0%	13	0.0%	0.0%	0.0%	13	0.0%	0.0%	0.0%	13	0.0%	0.0%	0.0%	13
FX	0.3%	2.0%	-0.5%	13	0.6%	2.0%	-0.2%	13	0.0%	0.1%	0.0%	13	0.0%	0.0%	0.0%	13
Reported sales growth (%)	5.4%	6.9%	2.2%	14	3.7%	8.7%	1.4%	14	2.7%	9.0%	0.6%	14	2.5%	3.5%	1.0%	14
CPG LARMEA																
Volume/mix	2.0%	4.0%	-1.0%	13	2.2%	5.0%	0.5%	13	4.8%	8.0%	1.5%	13	5.0%	8.0%	1.5%	13
Price	2.0%	5.5%	0.9%	13	1.5%	6.0%	0.6%	13	1.5%	6.0%	0.0%	13	0.0%	3.0%	0.0%	13
Organic growth (%)	4.0%	6.0%	0.0%	14	4.0%	11.0%	2.5%	14	6.4%	14.0%	3.8%	14	6.0%	8.0%	4.0%	14
M&A	0.0%	0.0%	0.0%	13	0.0%	0.0%	0.0%	13	0.0%	0.0%	0.0%	13	0.0%	0.0%	0.0%	13
FX	-13.6%	-8.9%	-23.0%	13	-7.0%	-3.2%	-11.5%	13	0.0%	2.5%	-3.3%	13	0.0%	0.0%	-3.3%	13
Reported sales growth (%)	-10.2%	-2.9%	-19.0%	14	-1.8%	6.5%	-7.9%	14	6.8%	14.0%	1.7%	14	6.0%	8.0%	1.7%	14
CPG APAC																
Volume/mix	2.0%	5.0%	-5.0%	13	2.8%	6.0%	0.3%	13	4.4%	7.0%	1.0%	13	4.5%	7.0%	2.0%	13
Price	0.8%	2.0%	-0.2%	13	1.0%	6.0%	0.0%	13	1.0%	6.0%	0.0%	13	0.0%	2.0%	0.0%	13
Organic growth (%)	2.9%	7.0%	-4.0%	14	4.1%	7.4%	1.3%	14	4.9%	10.0%	3.5%	14	5.0%	7.0%	2.0%	14
M&A	0.0%	0.0%	0.0%	13	0.0%	0.0%	0.0%	13	0.0%	0.0%	0.0%	13	0.0%	0.0%	0.0%	13
FX	-0.9%	0.3%	-5.9%	13	-0.1%	0.9%	-5.4%	13	-0.1%	0.1%	-1.2%	13	0.0%	0.1%	-1.2%	13
Reported sales growth (%)	1.7%	4.2%	-9.9%	14	3.9%	10.0%	-4.0%	14	4.8%	10.0%	2.3%	14	5.0%	7.0%	2.0%	14
OOH																
Volume/mix	4.0%	11.7%	-3.0%	13	9.0%	17.7%	0.0%	13	10.0%	15.0%	1.0%	13	3.5%	12.5%	0.0%	13
Price	1.0%	2.0%	-2.0%	13	1.0%	6.0%	0.0%	13	0.5%	6.0%	0.0%	13	0.0%	1.0%	0.0%	13
Organic growth (%)	5.0%	13.7%	-2.0%	14	10.2%	19.2%	6.0%	14	11.0%	17.0%	2.0%	14	3.8%	12.5%	0.0%	14
M&A	0.0%	0.7%	-4.0%	13	0.0%	0.0%	-2.0%	13	0.0%	0.0%	0.0%	13	0.0%	0.0%	0.0%	13
FX	0.0%	2.0%	-2.0%	13	0.1%	2.0%	-1.0%	13	0.0%	0.1%	-0.0%	13	0.0%	0.0%	0.0%	13
Reported sales growth (%)	5.3%	15.0%	-3.0%	14	10.4%	18.5%	5.7%	14	11.0%	17.0%	2.0%	14	3.8%	12.5%	0.0%	14
Peet's																
Volume/mix	3.0%	5.0%	-2.9%	13	5.0%	7.6%	1.0%	13	6.2%	9.6%	3.0%	13	6.0%	7.0%	4.0%	13
Price	1.5%	5.0%	0.0%	13	1.5%	6.0%	-1.0%	13	1.0%	6.0%	0.0%	13	1.0%	1.0%	0.0%	13
Organic growth (%)	4.1%	6.0%	0.1%	14	6.5%	8.6%	4.0%	14	7.9%	11.6%	4.5%	14	6.3%	8.0%	4.0%	14
M&A	0.0%	0.0%	-2.7%	13	0.0%	0.0%	-1.4%	13	0.0%	0.0%	0.0%	13	0.0%	0.0%	0.0%	13
FX	-8.3%	-6.0%	-9.0%	13	-4.7%	-3.0%	-5.9%	13	0.0%	0.9%	-0.6%	13	0.0%	0.0%	0.0%	13
Reported sales growth (%)	-4.2%	-0.3%	-8.9%	14	1.9%	4.0%	-1.5%	14	7.7%	11.6%	5.0%	14	6.3%	8.0%	4.0%	14
Total JDE Peet's																
Volume/mix	3.3%	4.3%	1.4%	14	3.2%	4.1%	2.0%	14	3.8%	4.5%	2.4%	14	3.5%	4.7%	1.8%	14
Price	0.9%	2.9%	0.4%	14	1.3%	6.0%	1.0%	14	0.9%	6.0%	0.0%	14	0.3%	3.2%	-0.0%	14
Organic growth (%)	4.4%	5.2%	2.9%	14	4.5%	8.0%	3.4%	14	4.6%	9.6%	3.8%	14	3.9%	4.7%	2.8%	14
M&A	0.0%	0.1%	-0.8%	14	0.0%	0.0%	-0.4%	14	0.0%	0.0%	0.0%	14	0.0%	0.0%	0.0%	14
FX	-3.2%	-2.0%	-5.0%	14	-1.3%	-0.6%	-2.4%	14	0.0%	0.5%	-0.6%	14	0.0%	0.0%	-0.6%	14
Reported sales growth (%)	1.3%	3.1%	-1.1%	14	3.3%	7.4%	1.3%	14	4.7%	9.6%	3.3%	14	3.9%	4.7%	2.8%	14
COGS	(1,914)	(1,932)	(1,842)	10	(3,928)	(4,101)	(3,857)	10	(4,105)	(4,496)	(3,997)	10	(4,262)	(4,652)	(4,137)	10
Gross Profit	1,361	1,420	1,333	10	2,934	3,043	2,885	10	3,089	3,336	3,003	10	3,245	3,452	3,121	10
Gross Profit Margin	41.6%	43.0%	41.2%	10	42.7%	43.4%	42.2%	10	42.9%	43.9%	42.2%	10	43.0%	44.4%	42.4%	10
A&P	(196)	(225)	(166)	8	(425)	(454)	(393)	9	(460)	(509)	(434)	9	(483)	(527)	(450)	9
Total SG&A	(863)	(1,077)	(737)	9	(1,865)	(1,946)	(1,635)	10	(1,954)	(2,137)	(1,736)	10	(2,006)	(2,175)	(1,808)	10
Adjusted EBITDA	741	907	719	8	1,575	1,792	1,537	13	1,674	1,876	1,583	13	1,754	1,955	1,606	13
Depreciation & Amortization	(211)	(250)	(200)	9	(429)	(467)	(398)	13	(439)	(478)	(405)	13	(447)	(469)	(402)	13
Adjusted EBIT (in EUR m)																
CPG Europe	533	570	492	13	1,072	1,109	1,033	13	1,104	1,143	1,035	13	1,133	1,180	1,038	13
CPG LARMEA	90	113	80	13	199	230	183	13	211	244	195	13	223	267	203	13
CPG APAC	64	71	59	13	147	167	133	13	153	175	138	13	161	188	145	13
OOH	16	31	10	13	63	82	24	13	103	129	59	13	127	171	63	13
Peet's	46	50	39	13	95	100	87	13	103	111	87	13	115	128	96	13
Other	(139)	(152)	(132)	13	(294)	(304)	(272)	13	(299)	(315)	(277)	13	(305)	(330)	(277)	13
JDE Peet's	610	669	570	14	1,280	1,325	1,244	14	1,360	1,470	1,280	14	1,445	1,544	1,302	14
Adjusted EBIT growth (%)																
CPG Europe	-4.4%	2.2%	-11.9%	13	-2.2%	1.2%	-5.7%	13	2.4%	5.1%	-2.0%	13	2.5%	5.3%	-0.7%	13
CPG LARMEA	-17.7%	3.9%	-26.8%	13	-9.3%	4.9%	-16.6%	13	6.4%	19.7%	2.6%	13	6.5%	11.0%	1.7%	13
CPG APAC	-7.6%	2.3%	-14.5%	13	-5.0%	7.6%	-14.0%	13	4.2%	7.4%	-1.4%	13	4.0%	7.4%	2.1%	13
OOH	N.M.	N.M.	N.M.	13	1484.8%	1953%	500%	13	72.3%	144.3%	33.0%	13	22.5%	42.3%	0.0%	13
Peet's	-8.3%	0.6%	-22.0%	13	-2.9%	1.7%	-10.7%	13	8.9%	21.6%	-12.6%	13	10.5%	17.8%	5.1%	13
JDE Peet's	-4.9%	4.2%	-11.2%	14	0.1%	3.7%	-2.7%	14	6.3%	12.4%	2.9%	14	5.7%	8.2%	1.7%	14
Organic adjusted EBIT growth (%)																
CPG Europe	-5.6%	2.1%	-11.4%	8	-2.7%	1.0%	-5.5%	8	2.5%	5.1%	-2.1%	8	2.5%	3.2%	-0.7%	8
CPG LARMEA	-3.0%	7.9%	-12.8%	8	-1.9%	4.9%	-10.0%	8	5.8%	19.7%	2.6%	8	7.1%	11.0%	5.5%	8
CPG APAC	-4.1%	2.5%	-10.7%	8	-1.8%	7.6%	-9.8%	8	4.4%	7.2%	-1.4%	8	6.8%	7.5%	2.1%	8
OOH	N.M.	N.M.	N.M.	4	1420.3%	1786%	500%	7	74.9%	144.3%	32.8%	8	24.1%	46.6%	8.2%	8
Peet's	-0.0%	6.1%	-14.9%	8	1.0%	5.7%	-7.0%	8	10.1%	21.2%	-12.6%	8	10.6%	17.8%	5.1%	8
JDE Peet's	-3.1%	6.9%	-7.3%	10	1.9%	3.4%	1.1%	10	6.1%	12.4%	3.8%	10	5.7%	8.2%	3.4%	10
Adjusting items (in EUR m)	(106)	(187)	(36)	14	(211)	(323)	(75)	14	(208)	(308)	(66)	14	(206)	(303)	(30)	14
Operating Profit / EBIT (in EUR m)	497	589	425	14	1,076	1,204	939	14	1,165	1,307	1,036	14	1,246	1,391	1,095	14
Net financial income / (expense)	(70)	(95)	(56)	13	(140)	(185)	(98)	14	(129)	(172)	(85)	14	(115)	(153)	(73)	14
Share of net profit of associates	0	0	0	12	0	(1)	0	14	0	(1)	0	14	0	(1)	0	14
Income tax expenses	(109)	(132)	(93)	13	(234)	(270)	(206)	14	(257							