

	Consensus H2 22				Consensus FY 22				Consensus FY 23				Consensus FY 24			
	Median	High	Low	# of est.	Median	High	Low	# of est.	Median	High	Low	# of est.	Median	High	Low	# of est.
Total JDE Peet's																
Volume/mix	-5.0%	-2.7%	-8.8%	12	-2.8%	-1.6%	-4.7%	12	1.1%	6.0%	-4.2%	12	3.5%	5.0%	2.3%	12
Price	16.7%	19.9%	12.1%	12	16.3%	18.1%	13.8%	12	2.4%	6.0%	-3.0%	12	-0.0%	1.1%	-2.1%	12
Organic growth (%)	10.8%	15.2%	3.3%	12	13.0%	15.4%	9.5%	12	3.5%	7.3%	-1.8%	12	3.3%	5.0%	1.5%	12
CPG Europe	5.7%	12.0%	-2.4%	12	5.5%	8.7%	1.5%	12	2.3%	9.5%	-0.7%	12	2.1%	3.5%	0.0%	12
CPG LARMEA	21.1%	35.0%	-5.2%	12	31.0%	39.2%	20.0%	12	4.7%	6.9%	-22.5%	12	4.5%	8.0%	2.0%	12
CPG APAC	14.2%	25.9%	-3.2%	11	12.0%	18.0%	3.0%	12	4.9%	9.2%	1.5%	12	4.2%	7.0%	3.0%	12
Peet's	9.4%	14.0%	1.8%	12	11.0%	13.5%	7.0%	12	5.0%	7.0%	1.3%	12	5.0%	8.0%	3.0%	12
OOH	14.9%	24.8%	7.8%	12	26.0%	31.5%	22.0%	12	3.7%	9.0%	0.5%	12	3.0%	4.8%	0.0%	12
M&A	0.2%	0.8%	-0.6%	12	0.2%	0.5%	-0.2%	12	0.0%	0.1%	-0.2%	12	0.0%	0.1%	-0.0%	12
FX	5.1%	6.5%	3.3%	12	4.4%	5.2%	3.4%	12	0.7%	2.1%	-0.1%	12	0.0%	0.0%	-0.7%	12
Reported sales growth (%)	16.0%	21.3%	7.9%	12	17.7%	20.6%	13.8%	12	4.0%	7.3%	-0.5%	12	3.3%	5.0%	1.5%	12
Sales (EUR m)	4,348	4,545	4,071	12	8,244	8,441	7,967	12	8,522	9,027	8,201	12	8,795	9,408	8,470	12
COGS	(2,752)	(2,892)	(2,547)	10	(5,184)	(5,324)	(4,979)	10	(5,247)	(5,716)	(5,030)	10	(5,324)	(5,656)	(5,108)	10
Gross Profit	1,549	1,648	1,524	10	3,013	3,112	2,988	10	3,181	3,338	3,001	10	3,389	3,550	3,117	10
Total SG&A	(1,006)	(1,075)	(866)	10	(1,952)	(2,021)	(1,735)	10	(2,037)	(2,146)	(1,815)	10	(2,105)	(2,248)	(1,898)	10
Adjusted EBIT (in EUR m)	632	676	541	12	1,263	1,307	1,172	12	1,308	1,457	1,174	12	1,420	1,549	1,213	12
Organic adjusted EBIT growth (%)	-12.1%	-3.7%	-14.4%	7	-5.1%	-2.4%	-9.3%	9	4.3%	10.7%	-2.7%	9	5.3%	7.5%	0.0%	9
Adjusted EBITDA (in EUR m)	813	867	744	10	1,589	1,651	1,475	12	1,668	1,820	1,505	12	1,795	1,921	1,546	12
Operating Profit / EBIT (in EUR m)	533	596	501	11	1,054	1,116	1,019	12	1,149	1,243	990	12	1,246	1,457	1,131	12
Net financial income / (expense)	(66)	(179)	(24)	12	1	(64)	107	12	(73)	(92)	(35)	12	(56)	(90)	(30)	12
Share of net profit of associates	0	(1)	148	12	0	(1)	148	12	0	(1)	0	12	0	(1)	0	12
Income tax expenses	(113)	(166)	(77)	12	(257)	(310)	(221)	12	(264)	(314)	(223)	12	(291)	(345)	(250)	12
Underlying tax rate	25.1%	28.8%	21.0%	11	24.5%	25.5%	22.8%	12	25.0%	25.5%	22.5%	12	25.0%	25.5%	22.5%	12
Non-controlling interest	0	(11)	20	11	(3)	(17)	4	12	(2)	(17)	4	12	(2)	(18)	5	12
Profit attr. to the owners	335	452	258	10	833	931	766	11	813	894	737	11	864	1,064	802	11
Underlying profit attr. to the owners	414	483	368	12	916	1,006	891	12	944	1,050	854	12	1,019	1,141	887	12
Free cash flow	419	467	316	4	1,107	1,284	970	10	1,112	1,342	754	10	1,133	1,342	951	10
Basic earnings per share (in EUR)	0.72	0.76	0.54	4	1.68	1.90	1.56	11	1.65	1.85	1.51	11	1.77	2.12	1.64	11
Underlying earnings per share (in EUR)	0.95	1.05	0.75	5	1.85	2.04	1.81	12	1.91	2.09	1.77	12	2.09	2.27	1.84	12
Dividend per share (in EUR)	N/A	N/A	N/A	0	0.74	0.96	0.70	12	0.78	0.90	0.70	12	0.82	1.00	0.70	12
Weighted avg nr of shares (in m)	481.38	481.38	481.38	1	490.79	496.96	489.17	15	485.24	507.75	483.26	15	485.24	507.75	483.26	15

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