

	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.	
<b>Sales (EUR m)</b>																										
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	694	10	750	751	776	727	10	791	796	830	763	10	
Peet's	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	
Other	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	
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	
<b>CPG Europe</b>																										
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%	-1.0%	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%	9.7%	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	
<b>CPG LARMEA</b>																										
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%	8	-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%	7	-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	
<b>CPG APAC</b>																										
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	-0.4%	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	
<b>OOH</b>																										
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	-0.4%	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%	-28.4%	-22.9%	-43.7%	9	-13.7%	-13.0%	-5.5%	-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%	0.3%	0.0%	7	0.0%	0.0%	0.8%	0.0%	7	0.2%	0.0%	0.8%	0.0%	7	0.3%	0.0%	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	
<b>Peet's</b>																										
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%	-6.5%	8	1.5%	0.9%	3.6%	0.0%	8	1.3%	0.5%	3.6%	0.0%	9	0.7%	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	2.2%	2.7%	8.1%	-2.0%	8	1.0%	0.9%	5.9%	-8.8%	10	7.8%	8.3%	10.4%	4.5%	10	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	
<b>Total JDE Peet's</b>																										
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	
<b>COGS</b>																										
Gross Profit	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 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	
<b>Total SG&amp;A</b>																										
Adjusted EBITDA	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	2,644	7	
Depreciation & Amortization	180	180	138	225	6	178	177	145	210	7	378	406	292	427	10	387	411	298	439	10	394	413	310	451	10	
<b>Adjusted EBIT (in EUR m)</b>																										
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	10	1,078	1,083	1,129	1,012	10	
CPG LARMEA	98	101	111	78	10	121	122	140	105	10	210	221	243	183	10	230	229	261	195	10	247	246	279	217	10	
CPG APAC	59	60	68	43	10	81	81	95	73	10	140	141	155	121	10	150	149	165	133	10	160	157	186	146		