



	Historical Results						
	H1 18	H2 18	H1 19	H2 19	FY 17	FY 18	FY 19
Sales (EUR m)							
CPG Europe	1,540	1,657	1,593	1,676	3,191	3,197	3,269
CPG LARMEA	484	550	508	603	1,124	1,034	1,111
CPG APAC	302	400	312	372	547	702	684
OOH	461	468	480	498	877	929	977
Peet's	366	405	427	451	751	771	878
Other	19	12	14	12	40	31	26
JDE Peet's	3,173	3,492	3,333	3,612	6,530	6,664	6,945
CPG Europe							
Volume/mix	6.4%	3.1%	5.2%	3.8%		4.7%	4.4%
Price	-3.5%	-4.7%	-2.5%	-3.5%		-4.2%	-3.0%
Like-for-like growth (%)	2.8%	-1.6%	2.7%	0.3%		0.5%	1.4%
M&A							
FX	-0.4%	-0.3%	0.7%	0.9%		-0.3%	0.9%
Reported sales growth (%)	2.5%	-1.9%	3.4%	1.2%		0.2%	2.3%
CPG LARMEA							
Volume/mix	7.7%	9.8%	6.3%	10.3%		8.8%	8.2%
Price	-6.6%	-7.1%	-5.8%	-8.4%		-6.9%	-7.0%
Like-for-like growth (%)	1.0%	2.8%	0.5%	1.9%		1.9%	1.2%
M&A	3.3%	2.1%	9.2%	4.7%		2.7%	6.8%
FX	-13.8%	-11.6%	-4.8%	3.0%		-12.5%	-0.6%
Reported sales growth (%)	-9.5%	-6.7%	4.9%	9.6%		-8.0%	7.4%
CPG APAC							
Volume/mix	2.8%	10.6%	-5.7%	-7.4%		7.2%	-6.8%
Price	-2.3%	-2.9%	-0.1%	-2.1%		-2.6%	-1.3%
Like-for-like growth (%)	0.6%	7.6%	-5.8%	-9.4%		4.6%	-8.1%
M&A	42.0%	16.2%	7.3%	-		27.1%	3.1%
FX	-12.3%	3.1%	1.8%	2.4%		-3.4%	2.4%
Reported sales growth (%)	30.2%	26.9%	3.3%	-7.0%		28.3%	-2.6%
OOH							
Volume/mix	-0.9%	-0.7%	-1.1%	2.1%		-0.8%	0.7%
Price	-1.7%	-2.3%	-1.8%	-0.6%		-2.0%	-1.4%
Like-for-like growth (%)	-2.6%	-3.0%	-2.9%	1.5%		-2.8%	-0.7%
M&A	11.1%	8.4%	7.2%	6.1%		9.7%	6.7%
FX	1.4%	-3.1%	-0.3%	-1.2%		-1.0%	-0.7%
Reported sales growth (%)	9.9%	2.3%	3.9%	6.5%		5.9%	5.2%
Peet's							
Volume/mix	5.6%	8.2%	7.7%	7.0%		7.0%	7.4%
Price	0.1%	1.3%	0.7%	-0.1%		0.6%	0.3%
Like-for-like growth (%)	5.7%	9.5%	8.5%	6.9%		7.6%	7.7%
M&A			0.3%	0.4%			0.3%
FX	-11.3%	1.3%	7.8%	4.0%		-5.0%	5.8%
Reported sales growth (%)	-5.5%	10.8%	16.6%	11.3%		2.6%	13.9%
Total JDE Peet's							
Volume/mix	5.1%	4.8%	3.5%	3.8%		5.0%	3.6%
Price	-3.2%	-4.0%	-2.3%	-3.3%		-3.6%	-2.8%
Like-for-like growth (%)	1.9%	0.8%	1.2%	0.5%	3.7%	1.4%	0.8%
M&A	5.2%	3.0%	3.2%	1.6%		4.0%	2.3%
FX	-4.7%	-2.1%	0.6%	1.4%		-3.3%	1.0%
Reported sales growth (%)	2.4%	1.7%	5.0%	3.5%	10.1%	2.1%	4.2%
COGS			1,908	2,027	3,925	3,808	3,935
Gross Profit			1,425	1,585	2,605	2,856	3,010
Gross Profit Margin			42.8%	43.9%	39.9%	42.9%	43.3%
Total SG&A			954	1,013	1,898	1,947	1,967
Adjusted EBITDA	636	757	727	824	1,292	1,393	1,551
Depreciation & Amortization			210	209	357	339	419
Adjusted EBIT (in EUR m)							
CPG Europe	426	475	482	472	840	901	954
CPG LARMEA	75	107	87	120	185	182	207
CPG APAC	51	85	42	74	92	136	116
OOH	85	91	89	90	167	176	179
Peet's	41	35	39	39	83	76	78
Other	(146)	(154)	(151)	(128)	(302)	(300)	(279)
JDE Peet's	531	640	588	667	1,065	1,171	1,255
Adjusted EBIT margin (in %)							
CPG Europe	27.6%	28.7%	30.3%	28.2%	26.3%	28.2%	29.2%
CPG LARMEA	15.6%	19.4%	17.1%	19.9%	16.5%	16.7%	18.6%
CPG APAC	16.7%	21.4%	13.5%	19.9%	16.8%	19.4%	17.0%
OOH	18.3%	19.6%	18.6%	18.1%	19.0%	18.9%	18.3%
Peet's	11.1%	8.7%	9.1%	8.7%	11.1%	9.9%	8.9%
JDE Peet's	16.7%	18.3%	17.6%	18.5%	16.3%	17.6%	18.1%
Adjusting items (in EUR m)							
			(118)	(94)	(358)	(262)	(212)
Operating Profit / EBIT (in EUR m)							
			470	573	707	909	1,043
Net financial income / (expense)			(133)	(68)	(195)	(194)	(201)
Share of net profit of associates			(1)	-	(1)	-	(1)
Income tax expenses			(86)	(170)	(79)	(52)	(256)
Non-controlling interest			(67)	(94)	(114)	(190)	(161)
Net Result attr to the Owners			183	241	318	473	424
Capex			114	167	236	282	281
Free cash flow			428	750	685	1,031	1,178