



	Consensus H2 24			Consensus FY 24			Consensus FY 25			Consensus FY 26		
	Median	High	Low	Median	High	Low	Median	High	Low	Median	High	Low
Total JDE Peet's												
Volume/mix	-1.8%	1.0%	-3.0%	-0.3%	1.1%	-1.0%	-2.7%	0.9%	-5.8%	2.1%	6.0%	-0.1%
Price	7.2%	10.6%	2.7%	4.8%	6.6%	2.5%	10.2%	15.6%	3.0%	1.0%	8.0%	-3.0%
Organic growth	4.9%	9.3%	3.2%	4.2%	6.5%	3.4%	7.8%	10.4%	4.0%	3.4%	7.8%	1.4%
Europe	2.3%	6.7%	-1.1%	1.7%	4.0%	-0.1%	4.9%	11.0%	3.0%	2.0%	7.3%	0.0%
LARMEA	15.0%	24.0%	6.2%	13.4%	18.0%	9.0%	13.0%	25.0%	4.5%	4.8%	9.0%	2.0%
APAC	5.0%	11.3%	1.0%	2.8%	6.0%	0.8%	6.2%	10.0%	2.3%	4.5%	9.0%	1.7%
Peet's	4.9%	16.2%	2.2%	4.6%	10.3%	3.2%	7.8%	10.0%	3.3%	4.8%	7.5%	2.0%
Organic adjusted EBIT growth	1.1%	9.8%	-2.5%	9.6%	14.8%	7.8%	-2.1%	4.6%	-9.2%	6.7%	16.0%	-1.1%
Free cash flow (in EUR m)	551	607	430	867	1,062	850	1,021	1,368	799	969	1,045	514
Organic sales growth	4.9%	9.3%	3.2%	4.2%	6.5%	3.4%	7.8%	10.4%	4.0%	3.4%	7.8%	1.4%
M&A	3.6%	4.6%	3.1%	3.7%	4.3%	3.5%	0.2%	2.5%	-0.0%	0.0%	0.2%	-0.1%
FX	-0.9%	-0.2%	-2.0%	-1.4%	-1.0%	-1.9%	-0.4%	0.3%	-0.9%	0.0%	0.0%	-0.3%
Reported sales growth	7.6%	12.1%	6.3%	6.6%	8.9%	6.0%	7.4%	9.8%	4.1%	3.4%	7.8%	1.4%
Sales (in EUR m)	4,522	4,711	4,469	8,732	8,921	8,679	9,409	9,734	8,572	9,703	10,491	8,837
COGS (in EUR m)	(2,977)	(3,151)	(2,897)	(5,517)	(5,678)	(5,424)	(6,142)	(6,613)	(5,177)	(6,198)	(7,178)	(5,317)
Gross Profit (in EUR m)	1,556	1,599	1,464	3,235	3,281	3,147	3,246	3,498	3,122	3,497	3,732	3,286
Total SG&A (in EUR m)	(1,091)	(1,175)	(973)	(2,102)	(2,184)	(2,034)	(2,180)	(2,396)	(2,083)	(2,296)	(2,547)	(2,101)
Operating Profit / EBIT (in EUR m)	462	537	299	1,134	1,209	975	1,044	1,202	948	1,169	1,292	1,039
Adjusted EBIT (in EUR m)	561	644	537	1,253	1,336	1,229	1,225	1,395	1,135	1,321	1,436	1,214
Adjusted EBITDA (in EUR m)	734	850	694	1,574	1,700	1,534	1,543	1,717	1,457	1,670	1,762	1,511
Net financial income / (expense) (in EUR m)	(54)	(104)	(26)	(212)	(262)	(184)	(100)	(145)	(69)	(89)	(135)	(59)
Share of net profit of associates (in EUR m)	(2)	(3)	(2)	(5)	(5)	(3)	(5)	(6)	(3)	(5)	(6)	(3)
Income tax expenses (in EUR m)	(101)	(147)	(51)	(252)	(313)	(202)	(243)	(310)	(211)	(271)	(341)	(230)
Underlying tax rate	23.9%	25.1%	17.7%	26.9%	29.0%	24.5%	25.0%	26.0%	24.0%	25.0%	26.0%	24.0%
Non-controlling interest (in EUR m)	(1)	(4)	4	(3)	(6)	2	(3)	(7)	3	(4)	(7)	6
Profit attr. to the owners (in EUR m)	285	359	190	647	721	556	728	827	640	816	928	684
Underlying profit attr. to the owners (in EUR m)	397	519	349	765	889	719	852	933	780	944	1,026	830
Basic earnings per share (in EUR)	0.59	0.72	0.51	1.36	1.48	1.14	1.49	1.70	1.32	1.69	1.91	1.41
Underlying earnings per share (in EUR)	0.78	0.85	0.72	1.58	1.83	1.48	1.71	1.92	1.61	1.90	2.09	1.71
Dividend per share (in EUR)	N/A	N/A	N/A	0.70	0.75	0.69	0.72	0.78	0.70	0.75	0.85	0.70

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