



This consensus is compiled and calculated by Ontex, and consists of the median of the projections made by equity analysts covering Ontex. These projections and therefore also the consensus figures represent the analyst's view only and do not represent forecasts made by Ontex. By making this consensus information available on a quarterly basis, Ontex does not mean or otherwise imply to endorse such information.

<3p = Less than 3 contributors for this figure, which is therefore not disclosed.

Ontex financials (in €M)	21Q1	21Q2	21Q3	21Q4	22Q1	22Q2	22Q3	22Q4	23Q1	23Q2	23Q3	23Q4	24Q1	24Q2	24Q3	24Q4	21H1	21H2	22H1	22H2	23H1	23H2	24H1	24H2	21FY	22FY	23FY	24FY	25FY	26FY	27FY									
Business results																	Median	Median	Median	Median	Median																			
Core Markets (continuing operations)																	Median	Median	Median	Median	Median																			
Revenue	339.9	347.0	350.9	370.9	384.7	395.9	431.7	459.8	445.9	446.0	456.9	458.9	462.6	454.2	465.8	473.5	686.9	721.8	780.6	891.6	891.8	915.8	917.8	938.0	1,408.7	1,672.2	1,807.6	1,840.5	1,901.3	1,951.2	1,995.5									
% LFL change (year on year)	<3P	<3P	<3P	<3P	+13.0%	+10.0%	+17.0%	+20.0%	+15.0%	+15.0%	+10.0%	+3.0%	+4.0%	+2.0%	+2.0%	+2.0%	0.0%	0.0%	+12.0%	+18.0%	+15.0%	+7.0%	+4.0%	+2.0%	0.0%	+15.0%	+11.0%	+3.0%	+3.0%	+3.0%	+3.0%									
% change (year on year)	<3P	<3P	<3P	<3P	+13.0%	+14.0%	+23.0%	+24.0%	+16.0%	+13.0%	+6.0%	0.0%	+4.0%	+2.0%	+2.0%	0.0%	0.0%	0.0%	+14.0%	+24.0%	+14.0%	+3.0%	+3.0%	+2.0%	0.0%	+19.0%	+8.0%	+2.0%	+2.0%	+2.0%	+2.0%									
Adjusted EBITDA	41.2	43.4	40.9	30.8	20.9	18.8	24.0	40.3	40.7	43.2	43.6	46.5	48.8	49.5	54.5	51.7	84.6	71.7	39.7	64.3	83.8	90.1	98.3	107.5	156.3	104.0	173.9	202.6	228.2	234.3	239.6									
Adjusted EBITDA margin	12.1%	12.5%	11.7%	8.3%	5.4%	4.8%	5.6%	8.8%	9.1%	9.7%	9.5%	10.0%	10.6%	10.8%	11.6%	11.0%	12.3%	9.9%	5.1%	7.2%	9.4%	9.8%	10.6%	11.5%	11.1%	6.2%	9.6%	11.1%	12.0%	12.0%	12.0%									
Emerging Markets (discontinued operations)																																								
Revenue	139.8	153.9	161.4	162.6	168.7	202.4	206.4	214.8	205.8	131.3	111.0	108.9	120.3	106.1	106.3	108.5	293.7	324.0	371.1	421.2	337.1	219.9	225.5	214.7	617.7	792.3	557.0	450.0	459.3	425.5	441.8									
% LFL change (year on year)	<3P	<3P	<3P	<3P	+21.0%	+24.0%	+18.0%	+22.0%	+17.0%	+13.0%	+9.0%	+3.0%	+4.0%	+5.0%	+4.0%	+2.0%	0.0%	0.0%	+23.0%	+20.0%	+15.0%	+7.0%	+4.0%	+2.0%	0.0%	+21.0%	+11.0%	+4.0%	+4.0%	+3.0%	+3.0%									
% change (year on year)	<3P	<3P	<3P	<3P	+21.0%	+32.0%	+28.0%	+128.0%	+22.0%	-35.0%	-46.0%	-49.0%	-42.0%	-19.0%	-4.0%	-4.0%	0.0%	0.0%	+26.0%	+30.0%	-9.0%	-48.0%	-33.0%	-4.0%	0.0%	+28.0%	-30.0%	-18.0%	+2.0%	+2.0%	+2.0%									
Adjusted EBITDA	8.4	7.9	(0.9)	0.5	3.7	6.0	11.0	11.0	15.0	7.8	14.8	12.0	12.6	10.3	10.8	10.7	16.3	(0.4)	9.7	22.0	22.8	26.8	22.9	21.5	15.9	31.7	49.6	40.0	44.7	41.2	42.1									
Adjusted EBITDA margin	6.0%	5.2%	(0.5)%	0.3%	2.2%	2.9%	5.4%	105.4%	7.3%	5.9%	13.3%	10.9%	11.7%	11.5%	11.4%	11.3%	5.5%	(0.1)%	2.6%	5.2%	6.7%	12.1%	11.6%	11.3%	2.6%	4.0%	8.9%	11.0%	11.5%	11.0%	11.0%									
Group (total, incl. discontinued operations)																																								
Revenue	479.7	500.9	512.3	533.5	553.4	598.3	638.1	674.6	651.6	577.3	567.9	558.9	589.5	564.6	569.8	582.0	980.6	1,045.8	1,151.7	1,312.7	1,228.9	1,126.8	1,152.1	1,151.8	2,026.4	2,464.5	2,355.7	2,275.9	2,387.7	2,376.7	2,437.3									
% LFL change (year on year)	-11.0%	+6.0%	0.0%	+1.0%	+15.0%	+15.0%	+17.0%	+20.0%	+16.0%	+14.0%	+10.0%	+4.0%	+4.0%	+3.0%	+2.0%	+1.0%	-3.0%	0.0%	+15.0%	+19.0%	+15.0%	+7.0%	+4.0%	+2.0%	-1.0%	+17.0%	+11.0%	+3.0%	+3.0%	+3.0%	+3.0%									
% change (year on year)	-16.0%	+5.0%	+1.0%	+2.0%	+15.0%	+19.0%	+25.0%	+26.0%	+18.0%	-4.0%	-11.0%	-17.0%	-10.0%	-2.0%	0.0%	+1.0%	-7.0%	+1.0%	+17.0%	+26.0%	+7.0%	-14.0%	-6.0%	+1.0%	-3.0%	+22.0%	-4.0%	-4.0%	+3.0%	+3.0%	+3.0%									
Adjusted EBITDA	49.6	51.4	40.0	31.2	24.7	24.8	35.1	51.2	55.7	50.9	58.4	58.8	61.4	61.8	66.6	62.4	101.0	71.3	49.4	86.3	106.6	117.2	123.6	129.0	172.2	135.7	223.8	245.5	273.4	276.2	284.1									
Adjusted EBITDA margin	10.3%	10.3%	7.8%	5.9%	4.5%	4.1%	5.5%	7.6%	8.5%	8.8%	10.3%	10.2%	10.8%	11.0%	11.7%	11.0%	10.3%	6.8%	4.3%	6.6%	8.7%	10.2%	10.9%	11.4%	8.5%	5.5%	9.4%	11.1%	11.9%	11.8%	11.8%									
Financial results																	Median	Median	Median	Median	Median																			
P&L (continuing operations)																																								
Revenue																																								
Cost of sales																																								
Gross profit																																								
Operating expenses																																								
Adjusted EBITDA																																								
Non-recurring income & expenses																																								
Depreciation & Amortization																																								
Operating profit (EBIT)																																								
Net finance expenses																																								
Income tax expenses																																								
Profit/loss from continuing operations																																								
Basic EPS from continuing operations (in €)																																								
Adjusted profit/loss from continuing operations																																								
Adjusted Basic EPS from continuing operations (in €)																																								
P&L (total, incl. discontinued operations)																																								
Profit/loss from discontinued operations																																								
Profit/loss for the period																																								
Basic EPS (in €)																																								
Total weighted number of shares outstanding (in M)																																								
Cash flow and balance sheet (total, incl. discontinued operations)																																								
Capex (excl. lease payments)																																								
Free cash flow (before financing)																																								
Dividend (in €)																																								
Net debt (end of period)	845.4	842.9	836.9	725.5	833.0	826.3	895.2	867.4	879.9	657.9	651.7	670.5	<3P	<3P	<3P	597.4	842.9	725.5	826.3	867.4	657.9	670.5	<3P	<3P	245.0	725.5	867.4	670.5	597.4	526.3	439.0	357.0								
Adjusted EBITDA (last 12 months)	219.1	210.6	193.5	172.2	147.3	120.7	115.7	135.7	166.7	146.2	181.8	218.8	<3P	<3P	<3P	245.0	210.6	172.2	120.7	135.7	146.2	218.8	<3P	245.0	172.2	135.7	218.8	245.0	273.2	235.7	245.4									
Leverage ratio	3.9x	4.0x	4.3x	4.2x	5.7x	6.8x	7.7x	6.4x	5.3x	4.5x	3.6x	3.1x	<3P	<3P	<3P	2.4x	4.0x	4.2x	6.8x	6.4x	4.5x	3.1x	<3P	2.4x	4.2x	6.4x	3.1x	2.4x	1.9x	1.7x	1.3x									