



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)	23Q1	23Q2	23Q3	23Q4	24Q1	24Q2	24Q4	24Q4	25Q1	25Q2	25Q3	25Q4	23H1	23H2	24H1	24H2	25H1	25H2	23FY	24FY	25FY	26FY	27FY
Business results	Median												Median					23FY	24FY	25FY	26FY	27FY	
Core Markets (continuing operations)	Median												Median					23FY	24FY	25FY	26FY	27FY	
Revenue	445.9	446.0	456.9	446.0	460.2	455.9	457.2	459.4	480.0	472.9	487.4	478.6	891.8	902.9	916.1	927.4	957.5	967.1	1,794.7	1,843.5	1,923.4	2,009.8	2,101.0
% LFL change (year on year)	+15%	+15%	+10%	0%	+4%	+2%	-2%	+2%	+4%	+4%	+4%	+4%	+15%	+5%	+3%	+2%	+4%	+4%	+10%	+3%	+4%	+4%	+4%
of which % volume/mix change (year on year)	0%	+2%	+3%	-3%	+5%	+5%	+2%	+5%	+5%	+4%	+3%	+4%	+1%	0%	+5%	+4%	+5%	+4%	0%	+5%	+4%	+3%	+4%
of which % price change (year on year)	+15%	+13%	+8%	+3%	-1%	-3%	-3%	-3%	0%	0%	0%	0%	+14%	+5%	-2%	-2%	0%	0%	+9%	-2%	0%	0%	0%
% change (year on year)	+16%	+13%	+6%	-3%	+3%	+2%	+2%	+3%	+4%	+4%	+4%	+4%	+14%	+1%	+3%	+3%	+5%	+4%	+7%	+3%	+4%	+4%	+4%
Adjusted EBITDA	40.7	43.2	43.6	46.5	52.9	56.9	53.7	55.2	59.2	58.5	60.3	59.9	83.8	90.1	109.8	111.3	117.6	119.9	173.9	221.1	235.9	251.5	272.1
Adjusted EBITDA margin	9.1%	9.7%	9.5%	10.4%	11.5%	12.5%	11.6%	12.0%	12.4%	12.4%	12.5%	12.5%	9.4%	10.0%	12.0%	12.0%	12.4%	12.5%	9.7%	12.0%	12.3%	12.7%	12.8%
Emerging Markets (discontinued operations)	Median												Median					23FY	24FY	25FY	26FY	27FY	
Revenue	205.8	131.3	111.0	98.7	91.2	74.7	43.8	62.2	61.5	64.9	24.9	61.2	337.1	209.7	165.9	130.4	128.6	129.5	546.8	296.3	172.9	70.0	68.6
% LFL change (year on year)	+17%	+13%	+9%	+5%	-1%	-10%	+2%	+8%	+1%	+3%	+2%	+2%	+15%	+7%	-5%	-1%	+1%	+2%	+11%	-4%	+2%	+2%	<3P
% change (year on year)	+22%	-35%	-46%	-54%	-56%	-43%	-56%	-37%	-33%	-13%	-64%	0%	-9%	-50%	-51%	-38%	-22%	0%	-31%	-46%	-40%	-47%	+2%
Adjusted EBITDA	15.0	7.8	14.8	11.8	11.8	8.3	3.3	5.0	6.1	7.0	2.3	4.9	22.8	26.6	20.0	10.1	13.6	10.1	49.4	30.1	16.3	6.2	6.3
Adjusted EBITDA margin	7.3%	5.9%	13.3%	12.0%	12.9%	11.1%	6.3%	7.9%	10.7%	10.8%	9.5%	8.0%	6.7%	12.7%	12.1%	7.7%	10.6%	8.0%	9.0%	10.2%	8.4%	8.0%	8.0%
Group (total, incl. discontinued operations)	Median												Median					23FY	24FY	25FY	26FY	27FY	
Revenue	651.6	577.3	567.9	544.7	551.3	530.6	504.3	524.3	546.4	544.3	512.3	532.1	1,228.9	1,112.6	1,082.0	1,060.5	1,096.0	1,082.4	2,341.5	2,142.5	2,094.9	2,097.5	2,169.6
% LFL change (year on year)	+16%	+14%	+10%	+2%	+3%	0%	+2%	+4%	+4%	+3%	+3%	+3%	+15%	+6%	+1%	+2%	+4%	+3%	+10%	+1%	+3%	+3%	<3P
% change (year on year)	+18%	-4%	-11%	-19%	-15%	-8%	-7%	-4%	-1%	+3%	-4%	+3%	+7%	-15%	-12%	-5%	+1%	+3%	-5%	-9%	-2%	0%	+4%
Adjusted EBITDA	55.7	50.9	58.4	58.3	64.6	65.2	56.9	60.5	65.3	64.6	63.9	65.3	106.6	116.7	129.8	121.7	130.2	130.4	223.3	251.5	250.3	263.6	262.3
Adjusted EBITDA margin	8.5%	8.8%	10.3%	10.7%	11.7%	12.3%	11.3%	11.5%	11.9%	12.6%	12.1%	12.0%	8.7%	10.5%	12.0%	11.4%	12.2%	11.9%	9.5%	11.7%	11.9%	12.4%	12.5%
Financial results	Low												Median					23FY	24FY	25FY	26FY	27FY	
P&L (continuing operations)	Low												Median					23FY	24FY	25FY	26FY	27FY	
Revenue	Low												Median					23FY	24FY	25FY	26FY	27FY	
Cost of sales	Low												Median					23FY	24FY	25FY	26FY	27FY	
Gross profit	Low												Median					23FY	24FY	25FY	26FY	27FY	
Operating expenses	Low												Median					23FY	24FY	25FY	26FY	27FY	
Adjusted EBITDA	Low												Median					23FY	24FY	25FY	26FY	27FY	
Non-recurring income & expenses	Low												Median					23FY	24FY	25FY	26FY	27FY	
Depreciation & Amortization	Low												Median					23FY	24FY	25FY	26FY	27FY	
Operating profit (EBIT)	Low												Median					23FY	24FY	25FY	26FY	27FY	
Net finance expenses	Low												Median					23FY	24FY	25FY	26FY	27FY	
Income tax expenses	Low												Median					23FY	24FY	25FY	26FY	27FY	
Profit/loss from continuing operations	Low												Median					23FY	24FY	25FY	26FY	27FY	
Basic EPS from continuing operations (in €)	Low												Median					23FY	24FY	25FY	26FY	27FY	
Adjusted profit/loss from continuing operations	Low												Median					23FY	24FY	25FY	26FY	27FY	
Adjusted Basic EPS from continuing operations (in €)	Low												Median					23FY	24FY	25FY	26FY	27FY	
P&L (total, incl. discontinued operations)	Low												Median					23FY	24FY	25FY	26FY	27FY	
Profit/loss from discontinued operations	Low												Median					23FY	24FY	25FY	26FY	27FY	
Profit/loss for the period	Low												Median					23FY	24FY	25FY	26FY	27FY	
Basic EPS (in €)	Low												Median					23FY	24FY	25FY	26FY	27FY	
Total weighted number of shares outstanding (in M)	Low												Median					23FY	24FY	25FY	26FY	27FY	
Cash flow and balance sheet (total, incl. discontinued operations)	Low												Median					23FY	24FY	25FY	26FY	27FY	
Capex (excl. lease payments)	Low												Median					23FY	24FY	25FY	26FY	27FY	
Free cash flow before financing	Low												Median					23FY	24FY	25FY	26FY	27FY	
Free cash flow (after financing)	Low												Median					23FY	24FY	25FY	26FY	27FY	
Dividend (in €)	Low												Median					23FY	24FY	25FY	26FY	27FY	
Net debt (end of period)	879.9	657.9	651.7	665.3	645.7	588.1	570.8	640.2	<3P	<3P	<3P	554.0	657.9	665.3	588.1	640.2	<3P	554.0	665.3	640.2	554.0	505.6	395.0
Adjusted EBITDA (last 12 months)	166.7	146.2	181.8	204.6	229.4	236.0	250.1	252.9	<3P	<3P	<3P	256.6	146.2	204.6	236.0	252.9	<3P	256.6	204.6	252.9	256.6	264.5	278.5
Leverage ratio	5.3x	4.5x	3.6x	3.3x	2.8x	2.5x	2.2x	2.5x	<3P	<3P	<3P	2.1x	4.5x	3.3x	2.5x	2.5x	<3P	2.1x	3.3x	2.5x	2.2x	1.9x	1.5x