



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	25Q1	25Q2	25Q3	25Q4	21H1	21H2	22H1	22H2	23H1	23H2	24H1	24H2	25H1	25H2	21FY	22FY	23FY	24FY	25FY	26FY	27FY
Business results																	Median	Median	Median	Median							Median	Median	Median			Median	Median	Median	Median		
<b>Core Markets (continuing operations)</b>																																					
Revenue	339.9	347.0	350.9	370.9	384.7	395.9	431.7	459.8	445.9	446.0	456.9	446.0	460.2	455.9	457.2	459.4	480.0	472.9	487.4	478.6	686.9	721.8	780.6	891.6	902.9	916.1	927.4	957.5	967.1	1,408.7	1,672.2	1,794.7	1,843.5	1,923.4	2,009.8	2,101.0	
% LFL change (year on year)	+3%	+10%	+17%	+20%	+15%	+15%	+10%	0%	+5%	+2%	-2%	+2%	+5%	+4%	+4%	+4%	+4%	+4%	+4%	+4%	+12%	+16%	+15%	+5%	+3%	+2%	+4%	+4%	<3P	+15%	+10%	+3%	+4%	+4%	+4%		
of which % volume/mix change (year on year)	+11%	+5%	+6%	+6%	0%	+2%	+3%	-3%	+5%	+5%	+2%	+5%	+5%	+4%	+4%	+4%	+4%	+4%	+4%	+4%	+8%	+6%	+1%	0%	+5%	+4%	+4%	<3P	+7%	0%	+5%	+4%	+3%	+4%			
of which % price change (year on year)	+2%	+5%	+1%	+14%	+15%	+13%	+8%	+3%	-1%	-3%	-3%	0%	0%	0%	0%	0%	0%	0%	0%	0%	+4%	+12%	+14%	+5%	-2%	0%	0%	0%	<3P	+8%	+9%	-2%	0%	0%	0%		
% change (year on year)	+3%	+14%	+23%	+24%	+16%	+16%	+6%	-3%	+3%	+2%	+2%	+3%	+4%	+4%	+4%	+4%	+4%	+4%	+4%	+4%	<3P	<3P	+14%	+24%	+14%	+1%	+3%	+3%	+4%	<3P	+19%	+7%	+3%	+4%	+4%	+4%	
Adjusted EBITDA	41.2	43.4	40.9	30.8	20.9	18.8	24.0	40.7	43.2	43.6	46.5	52.9	55.2	59.2	60.3	59.9	84.6	71.7	39.7	64.3	83.8	90.1	109.8	111.3	117.6	119.9	156.3	104.0	173.9	221.1	235.9	251.5	272.1				
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%	10.4%	11.5%	12.5%	12.0%	12.4%	12.5%	12.5%	12.5%	12.3%	9.9%	5.1%	7.2%	9.4%	10.0%	12.0%	12.0%	12.5%	11.1%	6.2%	9.7%	12.0%	12.3%	12.7%	12.8%		
<b>Emerging Markets (discontinued operations)</b>																																					
Revenue	139.8	153.9	161.4	162.6	168.7	202.4	206.4	214.8	205.8	205.8	211.3	211.0	208.7	91.2	74.7	43.8	62.2	61.5	64.9	24.9	61.2	293.7	324.0	371.1	421.2	337.1	185.9	130.4	128.6	129.5	617.7	792.3	546.8	296.3	172.8	20.4%	68.6%
% LFL change (year on year)	+21%	+24%	+18%	+22%	+17%	+13%	+9%	+5%	-1%	-10%	+2%	+8%	+1%	+9%	+2%	+2%	+2%	+2%	+2%	+2%	+2%	+2%	+2%	+1%	+1%	+1%	+1%	+1%	+1%	+1%	+1%	+1%	+1%	+1%	+1%	+1%	+1%
% change (year on year)	+3P	+3P	+3P	+3P	+3P	+3P	+3P	+3P	+3P	+3P	+3P	+3P	+3P	+3P	+3P	+3P	+3P	+3P	+3P																		
Adjusted EBITDA	<3P	<3P	<3P	<3P	<3P	<3P	<3P	<3P	<3P	<3P	<3P	<3P	<3P	<3P	<3P	<3P	<3P	<3P	<3P	<3P																	
Adjusted EBITDA margin	<3P	<3P	<3P	<3P	<3P	<3P	<3P	<3P	<3P	<3P	<3P	<3P	<3P	<3P	<3P	<3P	<3P	<3P	<3P	<3P																	
<b>Group (total, incl. discontinued operations)</b>																																					
Revenue	479.7	500.9	512.3	533.5	553.4	598.3	638.1	674.6	651.6	577.3	567.9	544.7	551.3	530.6	504.3	524.3	512.3	532.1	598.6	1,045.8	1,151.7	1,312.7	1,228.9	1,112.6	1,082.0	1,069.5	1,096.0	1,082.4	2,026.4	2,464.5	2,314.5	2,142.5	2,094.9	2,097.5	2,199.6		
% LFL change (year on year)	<3P	+16%	+14%	+10%	+2%	+3%	+0%	+2%	+4%	+3%	+3%	+3%	+1%	+1%	+1%	+1%	+1%	+1%	+1%	+1%	+1%	+1%	+1%	+1%	+1%	+1%	+1%	+1%	+1%								
% change (year on year)	-16%	+5%	+1%	+2%	+15%	+19%	+25%	+26%	+18%	-4%	-11%	-19%	-15%	-8%	-7%	-4%	-1%	+3%	-4%	-7%	+1%	+26%	+7%	+15%	+12%	+5%	+1%	+3%	+3%	+22%	+5%	+9%	+2%	+0%	+4%	+4%	+4%
Adjusted EBITDA	49.6	51.4	40.0	31.2	24.7	24.8	35.1	51.2	55.7	50.9	58.4	58.3	64.6	65.2	56.9	60.5	65.3	64.6	63.9	101.0	71.3	49.4	86.3	106.5	116.7	129.8	121.7	130.2	134.0	172.2	135.7	223.3	251.5	250.3	263.6	262.3	
Adjusted EBITDA margin	<3P	<3P	<3P	<3P	<3P	<3P	<3P	<3P	<3P	<3P	<3P	<3P	<3P	<3P	<3P	<3P	<3P	<3P	<3P	<3P																	
<b>Financial results</b>																																					
<b>P&amp;L (continuing operations)</b>																																					
Revenue																																					
Cost of sales																																					
Gross profit																																					
Operating expenses																																					
Adjusted EBITDA																																					
Non-recurring income & expenses																																					
Depreciation & Amortization																																					
Operating profit (EBIT)																																					
Profit/loss from discontinued operations																																					
Profit/loss from continuing operations (in €)																																					
Basic EPS from discontinued operations																																					
Adjusted profit/loss from discontinued operations (in €)																																					
Total shares (in M)																																					
Cash flow and balance sheet (total, incl. discontinued operations)																																					
Capex (excl. lease payments)																																					
Free cash flow before financing																																					
Free cash flow (after financing)																																					
Dividend (in €)																																					
Net debt (end of period)																																					
<3P	<3P	<3P	<3P	<3P</																																	