	FY 2022							FY 2023							FY 2024						
		Gross							Gross							Gross					
Average	Revs	Profit	GM	EBITDA	PBT	EPS	debt/(cash)	Revs	Profit	GM	EBITDA	PBT	EPS d	lebt/(cash)	Revs	Profit	GM	EBITDA	PBT	EPS d	ebt/(cash)
	1,894	331	17.8%	51	23	4	2.0	2,225	394	17.8%	64	34	6	-17.0	2,586	465	17.8%	79	44	7	-12.0
Max	1,960	339	18.0%	57	32	5	57.0	2,247	396	18.0%	68	40	7	39.0	2,606	471	18.0%	100	56	10	78.0
Median	1,895	333	17.7%	54	25	4	14.0	2,207	375	17.3%	66	33	5	7.0	2,557	432	17.1%	71	42	7	17.0
Min	1,809	317	17.2%	45	14	2	-78.0	2,109	355	16.6%	60	29	5	-120.0	2,349	382	16.3%	65	31	5	-161.0

Based on five analyst notes published since 1 July 2021.

The forecasts above have been provided to AO World plc by a number of registered investment analysts.

These forecasts are not endorsed by AO nor does AO assume any obligation to update or revise them to reflect circumstances arising after the date above.

## **Covering Analysts**

Jefferies International\*
JP Morgan Cazenove
Numis Securities\*
Panmure
Peel Hunt
Shore Capital

Andy Wade
Georgina Johanan
Tony Shiret
John Stevenson
Eleonora Dani

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