



Delivery Hero

Q1 2018 Results

May 9th, 2018



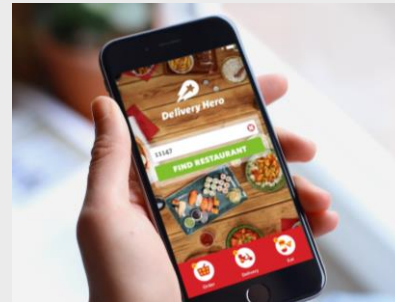
Our Clear Vision



**Create an
amazing
takeaway
experience**



**AMAZING
FOOD**



**AMAZING
ORDERING**



**AMAZING
SERVICE**

Q1 2018 Financial Highlights



89m¹

ORDERS

+48% Y-o-Y Growth



€1.2bn¹

**GROSS MERCHANDISE
VALUE**

+52% Y-o-Y Growth³



€171m^{1,2}

REVENUES

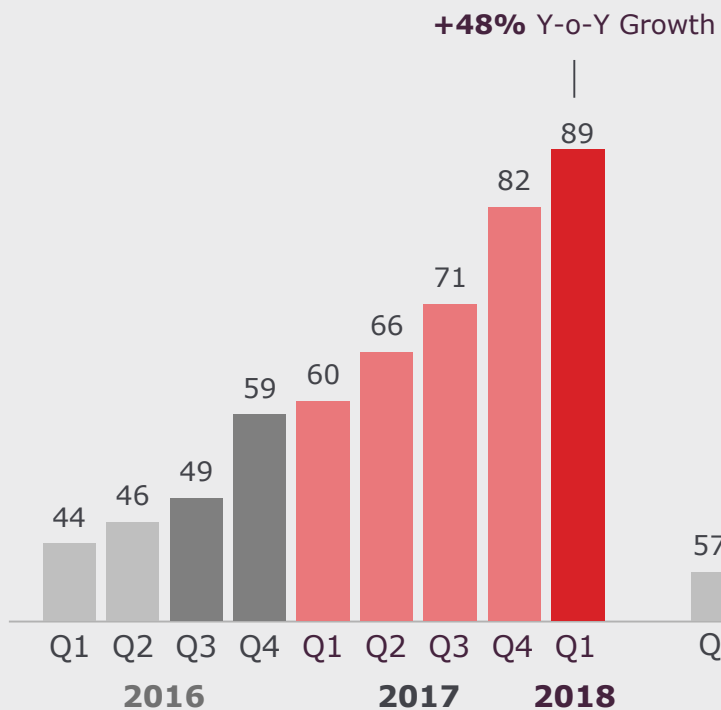
+61% Y-o-Y Growth³

1. Like-for-like, please refer to the "Definitions" slide.
2. Total segment revenues.
3. Growth rates are on a Constant Currency basis.

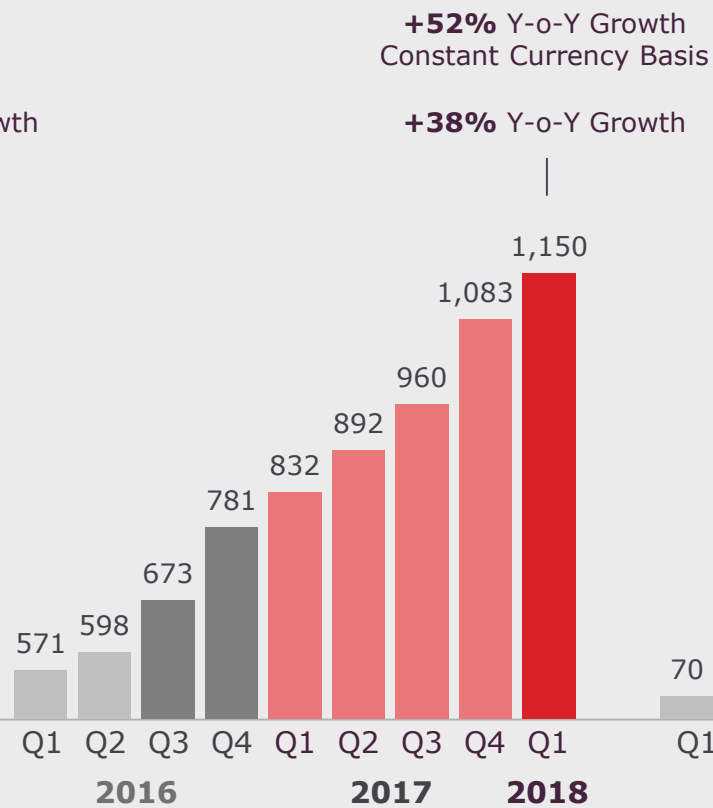
Continuous Track Record of Growth



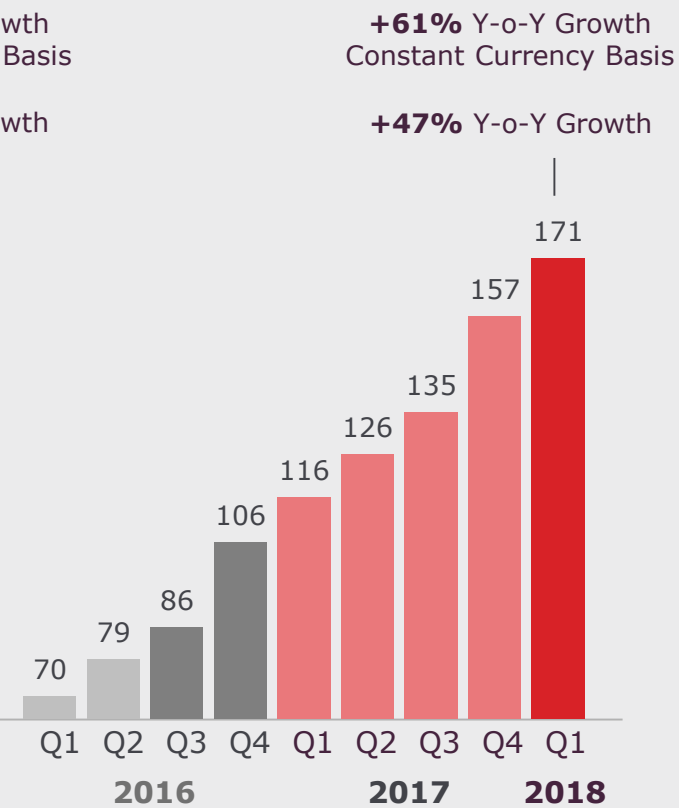
Orders ¹



GMV ¹



Revenues ^{1,2}



1. Like-for-like, please refer to the "Definitions" slide.

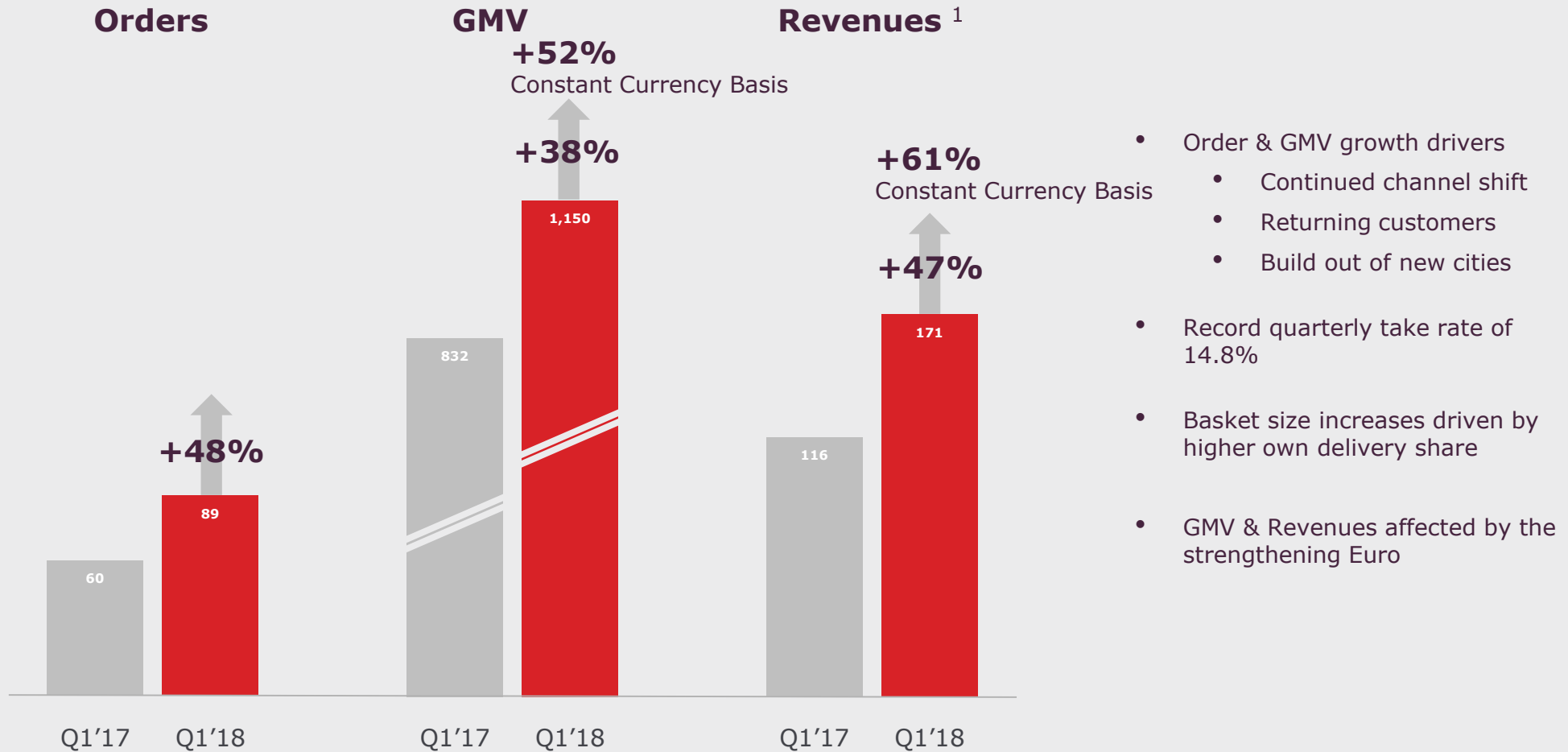
2. Total segment revenues.

• All values in Unit million / € million



- **In Q1 we continue to see expansion of the overall food delivery opportunity**
- **Logistics roll out in the MENA and Americas on plan**
- **Successful implementation of our rider shift planning solution 'Rooster' in all own-delivery operations**
- **A number of small value accretive acquisitions and investments since the start of the year (Deliveras, Megabite, Netcomidas and Pizza.hu)**

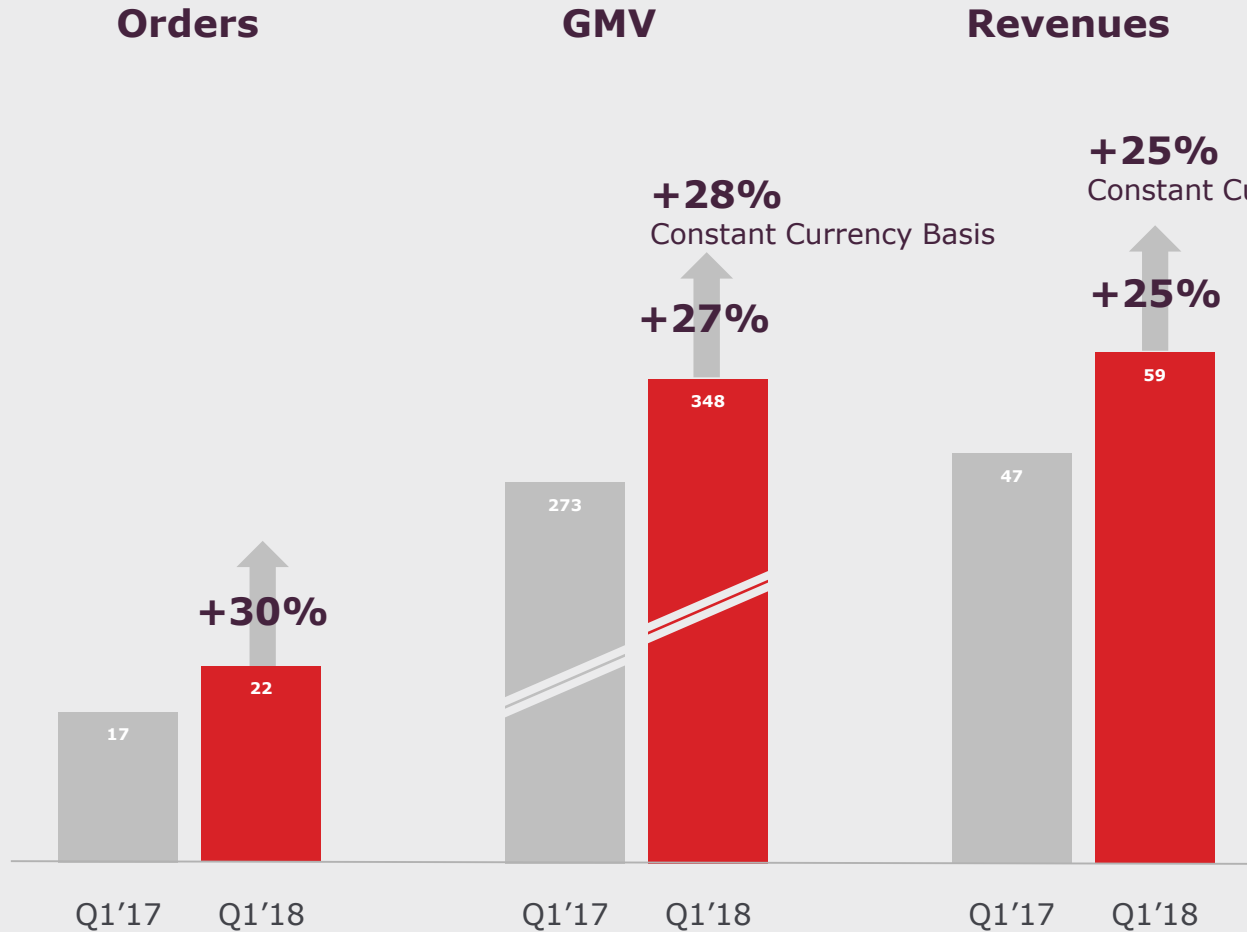
Group: Strong Performance across All Metrics



- Order & GMV growth drivers
 - Continued channel shift
 - Returning customers
 - Build out of new cities
- Record quarterly take rate of 14.8%
- Basket size increases driven by higher own delivery share
- GMV & Revenues affected by the strengthening Euro

1. Total segment revenues
• Like-for-like, please refer to the "Definitions" slide
• All values in Unit million / € million

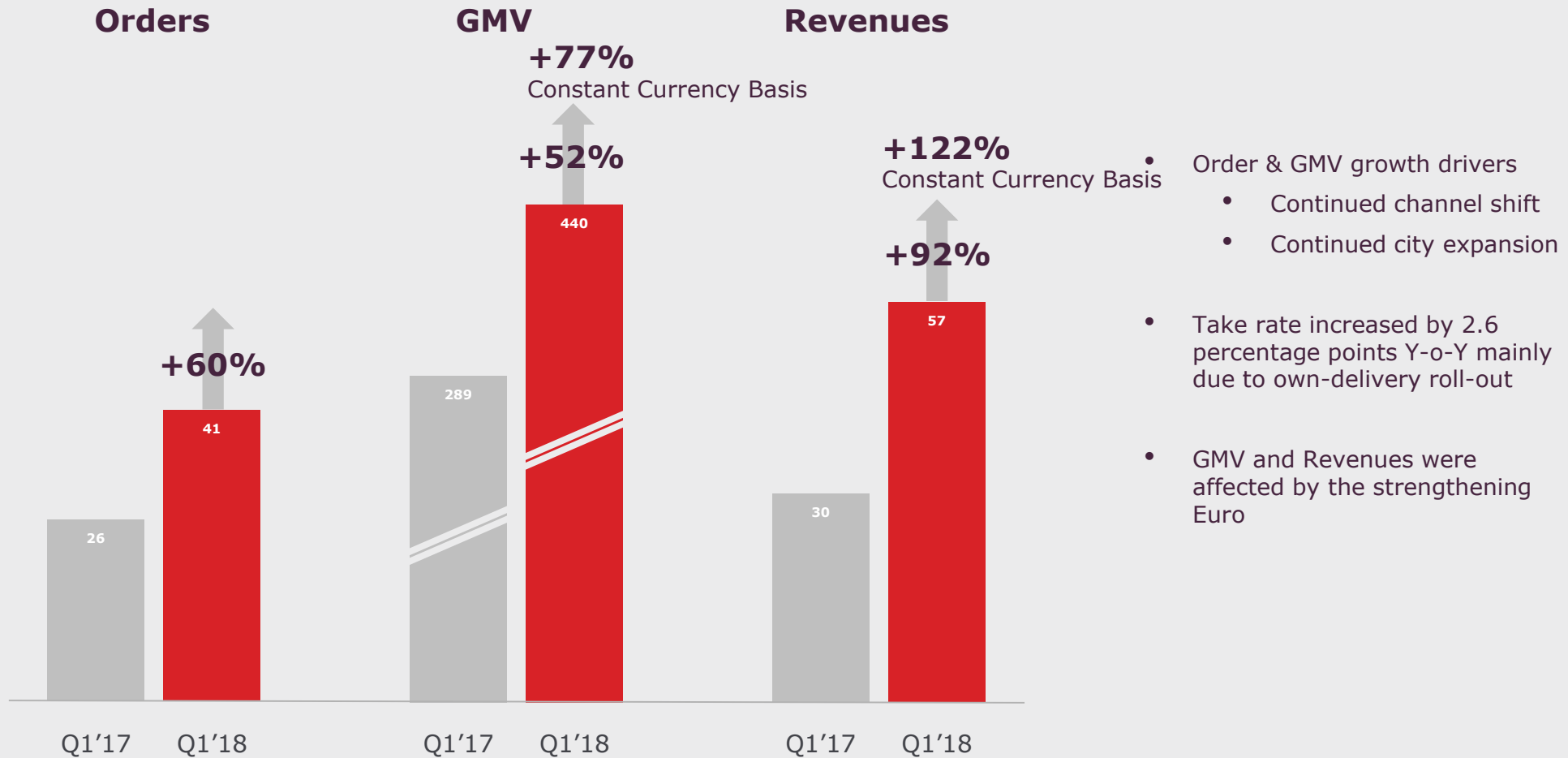
Europe: Solid Growth



- Order & GMV growth drivers
 - Continued channel shift
 - Continued city expansion in key markets
 - Continued positive trend in Germany in Q1'18
 - Favourable weather and public holiday timing
- Strong take rate of 16.9%
- Successful integration of marketplace and own-delivery operations

- Like-for-like, please refer to the "Definitions" slide
- All values in Unit million / € million

MENA: Strong Performance across All Markets



- Like-for-like, please refer to the "Definitions" slide
- All values in Unit million / € million

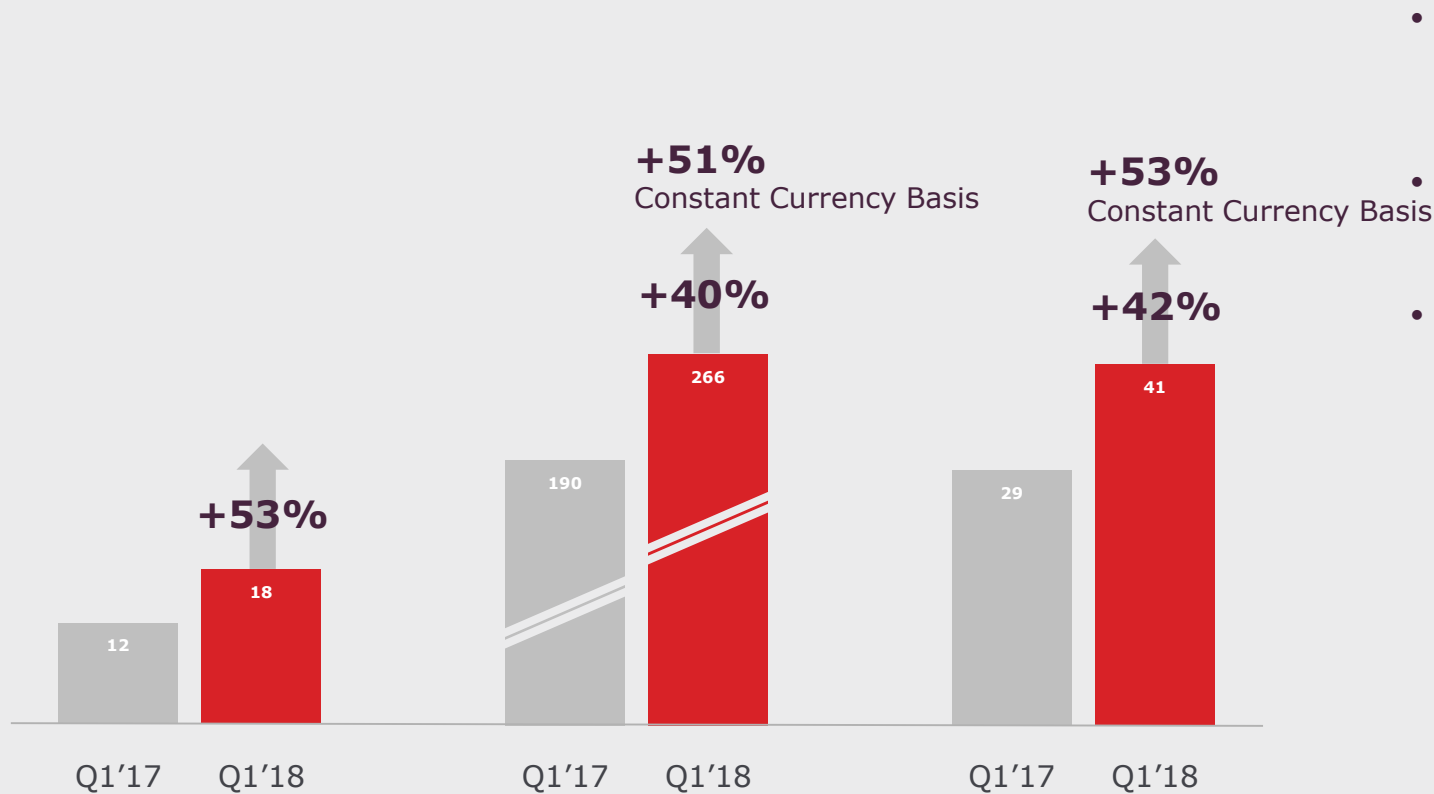
Asia: Rapid Growth & Improvements in Key Markets



Orders

GMV

Revenues



- Order & GMV growth drivers
 - Continued fast growth in South Korea
- Higher average order value due to divestment of India
- GMV and Revenues were affected by the strengthening Euro

- Like-for-like, please refer to the "Definitions" slide
- All values in Unit million / € million

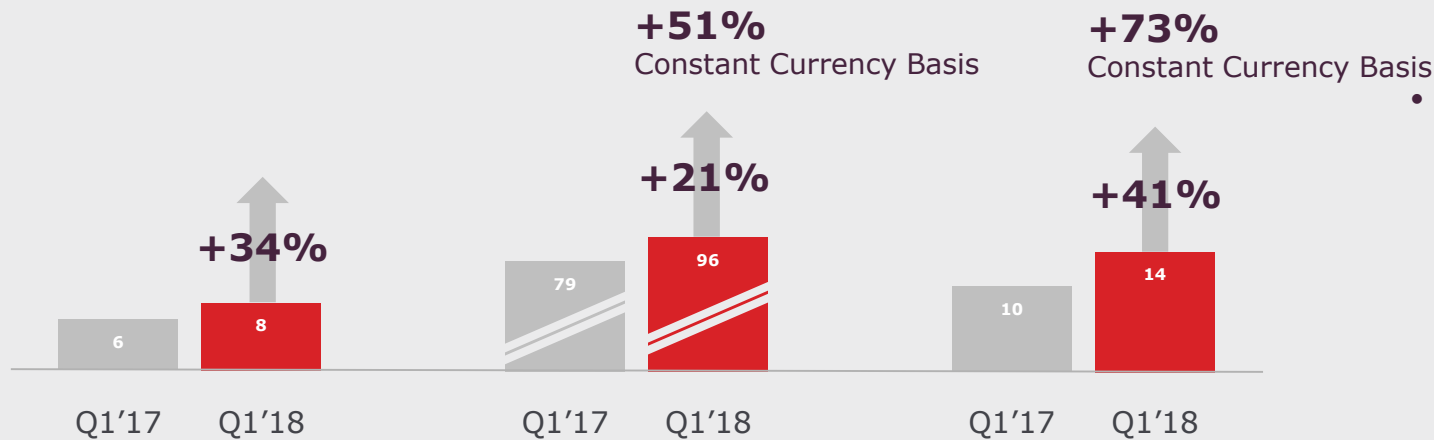
Americas: Rapid Development in Early Stage Markets



Orders

GMV

Revenues



- Order & GMV growth drivers
 - Continued city expansion
- Take rate increased by 2.0 percentage points Y-o-Y mainly due to:
 - Own-delivery roll-out
 - Premium placement increase
- GMV and Revenues were affected by the strengthening Euro

- Like-for-like, please refer to the "Definitions" slide
- All values in Unit million / € million



- **Revenues**

Full Year 2018 guidance:
€740 to €770m

- **Adj. EBITDA**

Full Year 2018 guidance:
-8% to -5%

We Remain on Track to Meet our IPO Guidance



Guidance at IPO

Status

Growth as No.1 Priority

- >40% in short & mid-term
- >30% in the long-term



- ✓ Q1 order and revenue growth of 48% and 61% (on a constant currency basis)
- ✓ Developing ahead of plan with continued investment in Marketing, Product and Technology

Invest for Leadership

- Further build global leadership
- Further build leadership positions across all markets



- ✓ Continued consolidation of countries and focus on leadership positions
- ✓ Continued expansion into logistics in MENA and Americas

Build Tech & Product Leadership

- Invest in technology and continue to innovate to build an amazing takeaway experience



- ✓ Continued investment in personalization, restaurant partner solutions, logistics services, enhancing global data and machine learning

Growing into Profitability

- Achieve breakeven in the course of 2018
- Achieve breakeven on a full-year basis in 2019



- ✓ On plan (expected at the end of 2018)
- ✓ On plan



Q&A





APPENDIX



Financial Calendar 2018



Date	Event
May 9th, 2018	Q1 Quarterly Statement 2018
Jun 6th, 2018	Annual General Meeting
Sep 13th, 2018	Half-Year Report 2018
Nov 7th, 2018	Q3/9M Quarterly Statement 2018

Definitions



- **Gross Merchandise Value (GMV)** is the total value of orders (including VAT) transmitted to restaurants.
- “**Like-for-like**” figures include foodpanda and exclude the results of our disposed operations in the UK and India. The results of smaller acquisitions and disposals are not adjusted for.
 - In 2017, India revenues were €2.3m in Q1, €2.6m in Q2, €2.5m in Q3 and €2.5m in Q4
- **Revenues presented for Delivery Hero** represent the total segment revenues.

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