



Delivery Hero outperforms 2017 revenue guidance with growth of 60% for the full year

Berlin, 7 February 2018 – Delivery Hero Group (“Delivery Hero”), the leading global online food ordering and delivery marketplace, maintained its strong growth path in the fourth quarter with full-year group revenues increasing by 60% year-over-year on a like-for-like basis to EUR 544.2 million.

Niklas Östberg, CEO of Delivery Hero, said:

“We are very pleased with the fourth quarter. We grew our orders to 85.4 million in Q4 which was a record increase of 11.1 million in a quarter. Despite seeing some negative FX impacts during 2017 the continued strong growth across all segments meant that we ended the year above our expectations. We look forward to updating the market further in April and remain confident for the outlook in 2018.”

Group financial performance of the full-year and Q4 2017:

- Total orders increased by 46% in the fourth quarter to 85.4 million, and by 48% in the full year to 291.5 million.
- Gross Merchandise Value (GMV) increased by 41% in the fourth quarter to EUR 1,096.4 million, and by 46% in the full year to EUR 3,823.9 million.
- Revenues increased by 51% in the fourth quarter, 61% on a constant currency basis, to EUR 159.8 million. Revenues increased by 60% for the full year, 65% on a constant currency basis, to EUR 544.2 million.

Recent Developments:

- During the fourth quarter Delivery Hero’s management team was expanded as Jeri Doris joined as Chief People Officer.
- M&A activities:
 - Investment of USD 105 million in Rappi, the leading on-demand and multi-vertical delivery platform in Latin America, making Delivery Hero a sizeable minority shareholder.
 - 100% acquisition of Deliveras, a small online food delivery marketplace in Greece.
 - Sale of foodpanda India to Ola, India’s leading and most popular mobile and ride sharing platform, in return for equity in Ola group to participate in the long term upside.
 - Completion of hungryhouse sale to Just Eat with the successful achievement of the maximum sale price of GBP 240 million.

The annual report 2017 with the IFRS financial statements will be published on April 26, 2018.

Key Performance Indicators Full Year/Q4 2017:

Group	Q4 2016 (LfL)	Q4 2017	Change (LfL)	FY 2016 (LfL)	FY 2017	Change (LfL)
	Unit million / EUR million	Unit million / EUR million		Unit million / EUR million	Unit million / EUR million	
Orders	58.6	85.4	46%	197.1	291.5	48%
GMV	780.6	1,096.4	41%	2,617.8	3,823.9	46%
Revenues	105.6	159.8	51%	340.6	544.2	60%
Europe						
Orders	16.1	20.5	27%	57.2	73.3	28%
GMV	255.2	326.1	28%	900.4	1,160.1	29%
Revenues	42.9	54.7	28%	146.7	198.8	36%
MENA						
Orders	23.4	37.5	60%	75.5	123.1	63%
GMV	265.7	402.0	51%	868.9	1,369.8	58%
Revenues	26.7	49.2	85%	82.0	153.3	87%
Asia						
Orders	13.4	19.6	47%	44.9	67.6	51%
GMV	187.9	266.4	42%	616.7	924.4	50%
Revenues	27.7	42.1	52%	87.1	144.8	66%
Americas						
Orders	5.8	7.8	36%	19.6	27.6	41%
GMV	71.9	101.9	42%	231.8	369.5	59%
Revenues	8.3	13.8	67%	24.8	47.3	91%

- All numbers are excluding UK operations (**discontinued operations**).
- All numbers are including India operations, with for full year 2017:
 - Orders: 11.6 million
 - GMV: EUR 57.5 million
 - Revenues: EUR 9.9 million
- **LfL (Like-for-Like):** "Like for like" presents Delivery Hero's comparative 2016 results as if the acquisition of foodpanda had occurred on 1 January 2016 and excludes contributions from operations reported in discontinued operations. In addition, please note that:
 - No adjustments have been made for Hungerstation (first fully consolidated in July 2016).
 - Asia KPIs exclude our former operations in China, which were sold in May 2016.
- **Revenues** presented for Delivery Hero represent the total segment revenues.

Disclaimer and further information

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About Delivery Hero

Delivery Hero is the leading global online food ordering and delivery marketplace with number one market positions in terms of restaurants, active users and orders in more countries than any of its competitors and online and mobile platforms across 40+ countries in Europe, the Middle East & North Africa (MENA), Latin America and the Asia-Pacific region. Delivery Hero also operates its own delivery service primarily in 60+ high-density urban areas around the world. The Company is headquartered in Berlin and has over 6,000 employees in addition to thousands of employed delivery drivers.

For more information, please visit www.deliveryhero.com.

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