Delivery Hero Acquires Majority of Glovo

31 December 2021
Sharing The Same Vision From Day 1

Always delivering an amazing experience – Fast and easy to your door

Give everyone easy access to anything in their city
Glovo at a Glance

- 25 countries
- >1,300 cities
- ~ €3bn² run rate GTV
- 80% organic GTV growth (YoY)³
- 3,500 employees
- >70k monthly active couriers
- >130k monthly active partners
- >15m yearly active users

1. Numbers include recent acquisitions of Mercado and Lola Market and are pro-forma for the acquisition of Romania operations
2. The run rate is calculated as an annualized figure for GTV in October. Gross Transaction Value (GTV) is calculated before vouchers
3. Organic growth in FY 2021
Highly Complementary Platform Enhances Our Ecosystem

**Complementary Footprint Expands our TAM**
Glovo has a leading presence in Europe, Central Asia and Africa, a complementary geographical footprint to Delivery Hero. Combined footprint serves ~2.2bn people

**Strong Leadership Positions**
More than 70% of Gross Transaction Value (GTV) is generated from #1 countries
On a combined basis, Delivery Hero’s #1 position countries will generate 90% of Group GMV

**Innovative And Passionate Management Team And Company Culture**
Delivery Hero has been working with the founding team since 2018. Glovo has built leadership in the vast majority of their countries driven by superior product and execution

**Multi-Category Service Offering From The Very Beginning**
One of the most innovative players in the industry with proprietary technology
Attractive mix of Food Delivery, Quick Commerce and Deliver Anything

**Attractive Top-Line Momentum**
Glovo has seen strong topline growth of >80% YoY with the potential to sustain high growth rates for many years, as their countries are still at early stage of maturity

**Clear path to profitability**
Spanish home country on path to reach break-even
Delivery Hero confirms long-term adj. EBITDA margin target of 5-8% of GMV

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1. Management estimates based on publicly available data
2. Organic GTV growth in FY 2021
Expanding Our Global Leadership Position

Perfect fit as no regional overlap
Glovo’s geographical footprint is highly complementary to Delivery Hero

Combined forces serve a total population of ~2.2bn people of which Glovo adds 700m

Clear leadership
More than 70% of GTV generated from #1 countries

Western Europe
(61% of GTV)

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CIS & Africa
(15% of GTV)

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1. Management estimates based on publicly available data
2. As of October 2021, GTV and are pro-forma for the acquisition of Romania operations
More to come

Additional information to be disclosed during investor call on 11 January 2022, 2pm CET
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