



Delivery Hero continues its strong growth in the first quarter of 2018

Berlin, 9 May 2018 – Delivery Hero Group (“Delivery Hero”), one of the leading global online food ordering and delivery marketplaces, continues its growth path in the first quarter of 2018 with group revenues increasing by 61% on a like-for-like and constant currency basis and by 47% on a like-for-like and reported currency basis.

Niklas Östberg, CEO of Delivery Hero, said:

“We had a very good start to 2018 with continuing growth across our countries. We received a record 89 million orders in the first quarter – hitting a milestone of one million orders per day“

Group financial performance Q1 2018 (like-for like):

- Orders were up 48% to 89 million
- Gross Merchandise Value (GMV) grew by 52% on a constant currency basis and by 38% on a reported currency basis to EUR 1,150 million
- Group revenues grew by 61% on a constant currency basis and by 47% on a reported currency basis to EUR 171 million
- Group take-rate improved reaching 14.8%
- Since the start of the year Delivery Hero has made a number of acquisitions and investments including, Rappi (several countries in South America), Deliveras (Greece), Megabite (Ecuador), Netcomidas (Bolivia) and Pizza.hu (Hungary)

Outlook

Delivery Hero expects revenues between EUR 740 million and EUR 770 million and an adjusted EBITDA margin of between -8% and -5% for the full year 2018.

We are on track to reach our goal of breakeven on an adjusted EBITDA basis on a monthly level by the end of the fourth quarter 2018 and continue to have a strong balance sheet.

Key Performance Indicators Q1 2018:

	Q1 2018	Q1 2017 (LfL)	Reported Currency Change (LfL)	Constant Currency Change (LfL)
Group	Unit million / EUR million	Unit million / EUR million	%	%
Orders	89.1	60.2	48%	48%
GMV	1,150.1	831.5	38%	52%
Revenues	170.5	115.8	47%	61%
Europe				
Orders	22.5	17.2	30%	30%
GMV	347.8	273.3	27%	28%
Revenues	58.7	47.1	25%	25%
MENA				
Orders	41.1	25.7	60%	60%
GMV	439.8	288.5	52%	77%
Revenues	56.6	29.6	92%	122%
Asia				
Orders	17.8	11.6	53%	53%
GMV	266.4	190.3	40%	51%
Revenues	41.5	29.3	42%	53%
Americas				
Orders	7.7	5.8	34%	34%
GMV	96.1	79.4	21%	51%
Revenues	13.8	9.8	41%	73%

Definitions

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

Financial Calendar 2018:

Date	Event
Jun 6, 2018	Annual General Meeting
Sep 13, 2018	Half-Year Report 2018
Nov 7, 2018	Q3/9M interim statement 2018

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About Delivery Hero

Delivery Hero is one of 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 14,000 employees.

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

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