

Deliveroo

The definitive
online food company

Q1 2021
Trading Update



Business highlights | Our relentless focus on our marketplace & innovation has driven strong results: +114% orders growth, +130% GTV growth



Highly engaged marketplace



Consumers:
7.1 million monthly active consumers



Riders:
89% satisfaction in UK, all time high



Restaurants:
>117,000 restaurants



Grocers:
+700% YoY Grocery GTV growth



Proven innovations



Plus:
+140% YoY Growth in subscribers



Editions:
+6 pts higher NPS than non-Editions orders



Signature:
Live with **3/5** top UKI restaurant partners



Strong growth in Q1

Group orders:

71m

Group GTV:

£1.65b

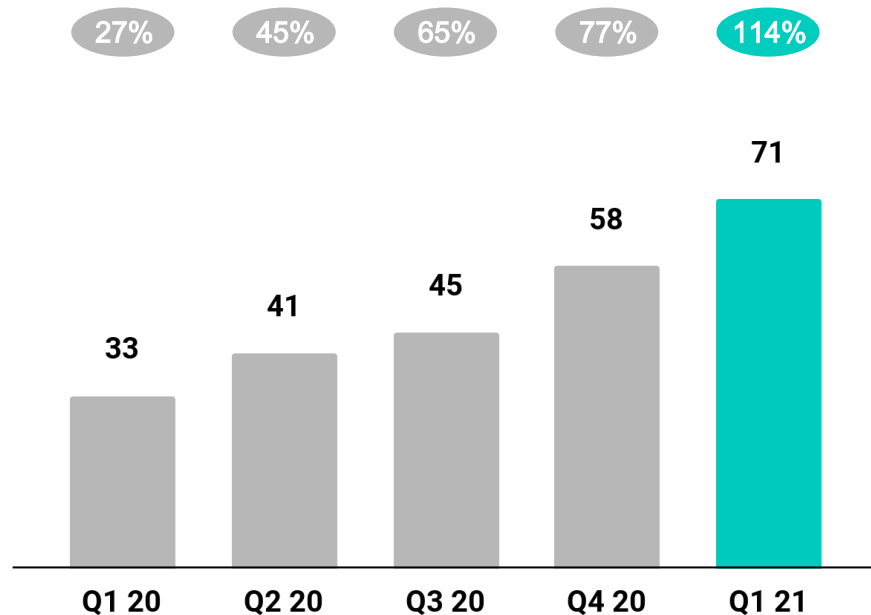
+114%
YoY

+130%
YoY

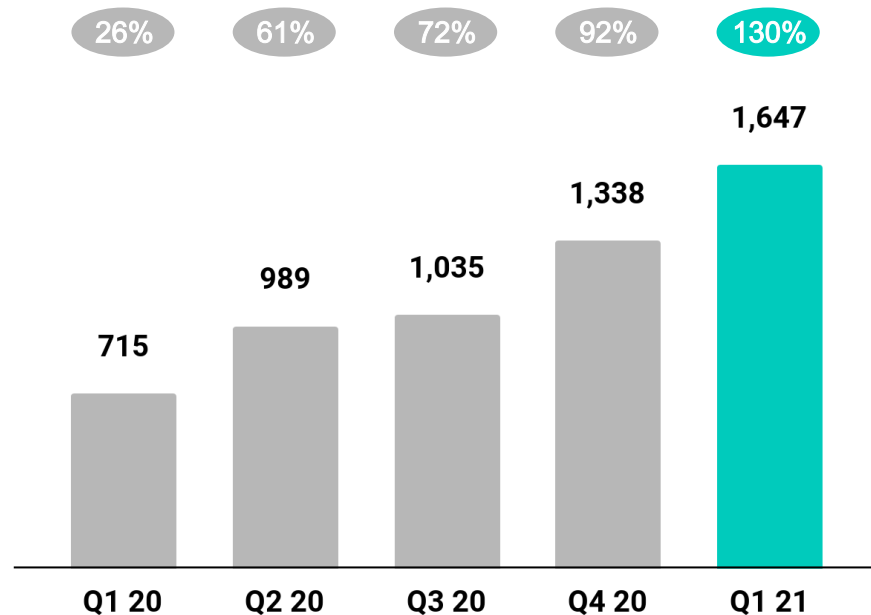
Q1 Results | Our growth has accelerated for the fourth straight quarter



Orders
m, global



GTV
£m, global

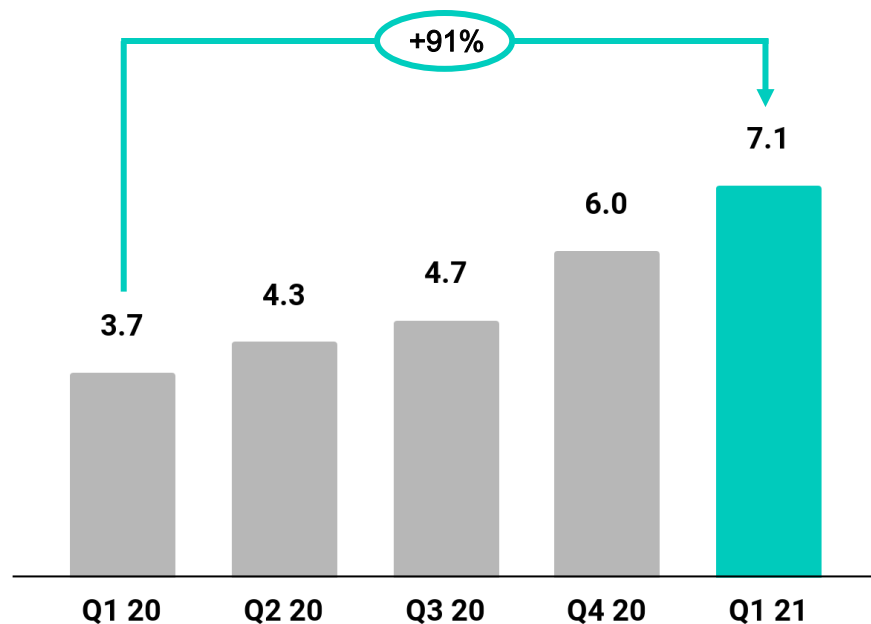


x% Year-over-year growth

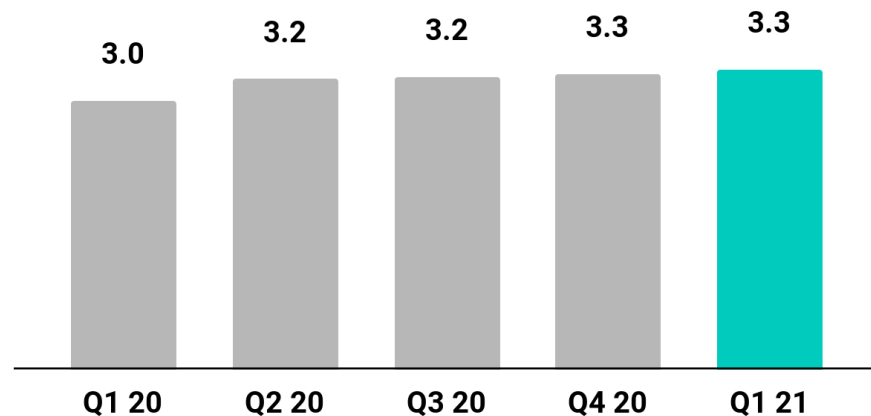
Q1 Results | Our monthly active consumer base has grown +91% since Q1 2020



Average monthly active consumers
m, global



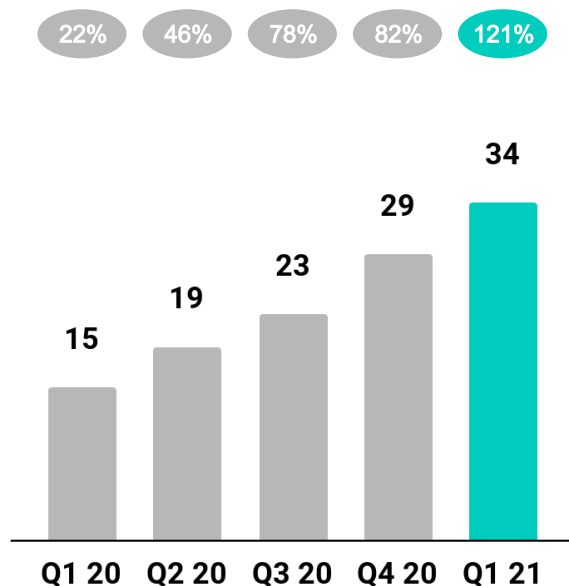
Average monthly order frequency
#, global



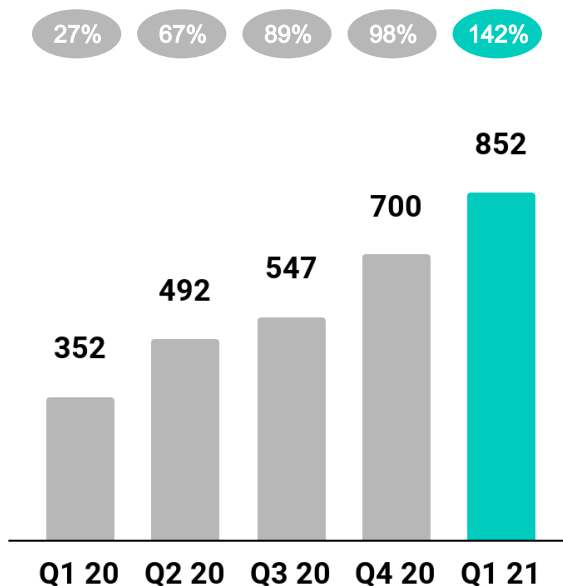
Q1 Results |UK & Ireland



Orders m



GTV £m



Highlights

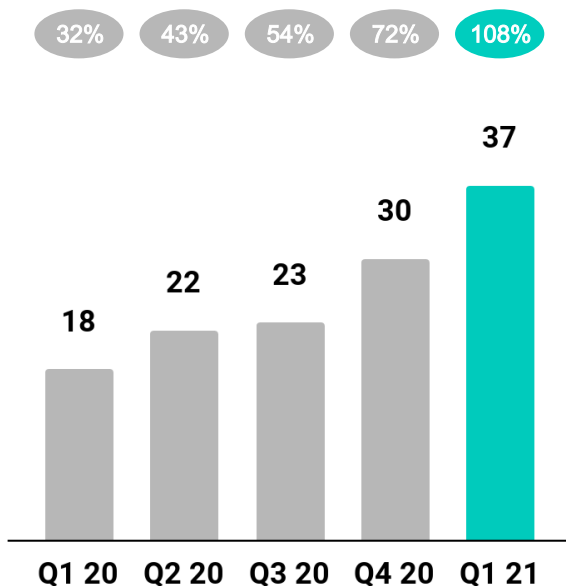
- Rapid geographic expansion with **+6m** more people in coverage; now cover **>60%** of population
- Strengthened leadership in London (inc suburbs)¹: GTV growing **+120%** YoY in Q1
- Strong growth across all regions
- Continued expansion of on demand grocery: more than 1,000 sites live with Co-op, Aldi, Waitrose, Morrisons & Sainsbury's

x% Year-over-year growth

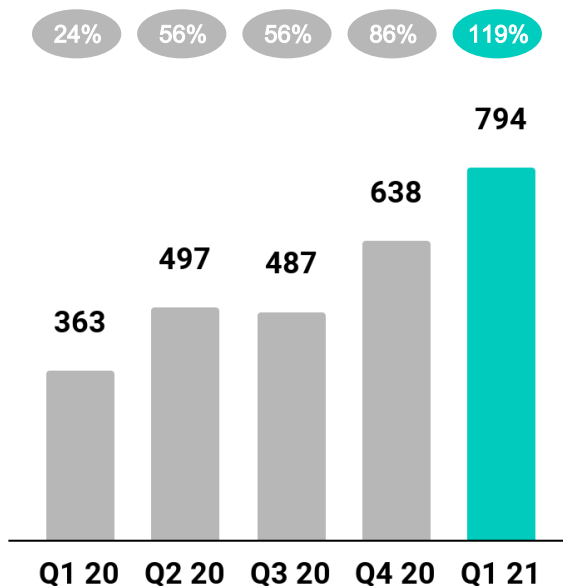
Q1 Results | International



Orders m



GTV £m



Highlights

- Mix of different lockdown restrictions across markets
- **Rapid rollout of ODG across markets with major partners:** Carrefour across Europe, Conad in Italy and Giant in Singapore
- **Continue to drive adoption of Plus:** subscribers doubling from Q4 in Italy

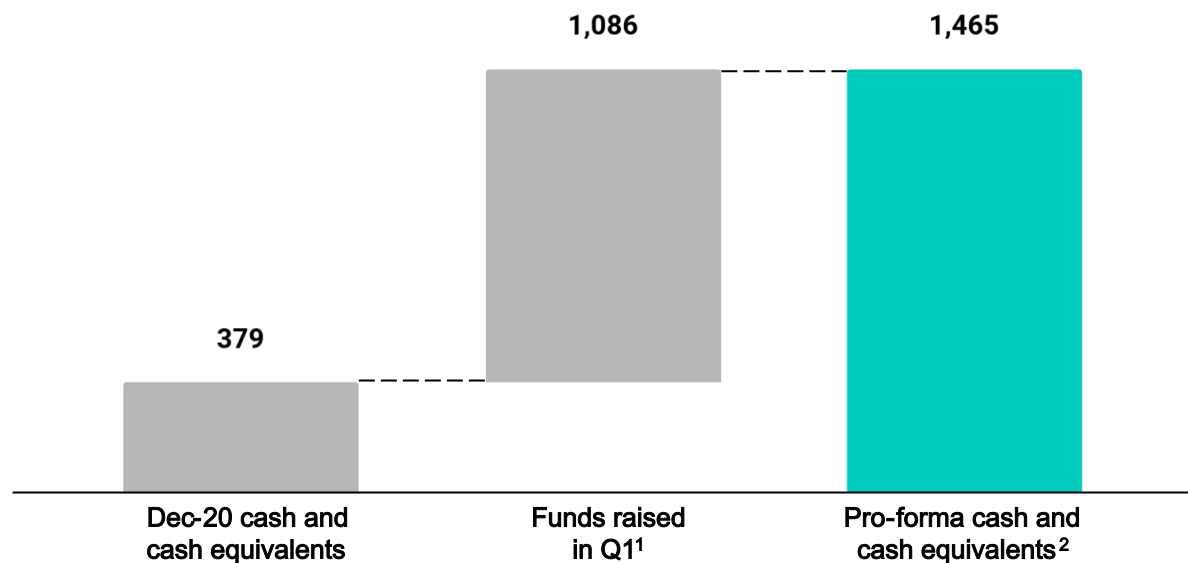
x% Year-over-year growth

Strong balance sheet and liquidity



Cash and cash equivalents

£m, pro forma¹



- Significantly strengthened balance sheet following IPO with pro forma cash and cash equivalents balance of c.£1.5bn
- Raised £150m revolving credit facility from Goldman Sachs, JP Morgan, Bank of America, Citi and NatWest following IPO to further solidify our balance sheet

Reminder: outlook for 2021



	2019A	2020A	2021
GTV <i>growth</i>	59%	64%	30-40%
Gross profit <i>% GTV</i>	7.6%	8.8%	7.5-8.0%



Q&A

Any questions?



Appendix

Financial KPIs



£m	FY2019	Q1 20	Q2 20	Q3 20	Q4 20	FY2020	Q1 21
Group							
Orders (m)	115	33	41	45	58	178	71
<i>% yearover-year</i>	<i>64%</i>	<i>27%</i>	<i>45%</i>	<i>65%</i>	<i>77%</i>	<i>55%</i>	<i>114%</i>
GTV	2,481	715	989	1,035	1,338	4,077	1,647
<i>% yearover-year</i>	<i>59%</i>	<i>26%</i>	<i>61%</i>	<i>72%</i>	<i>92%</i>	<i>64%</i>	<i>130%</i>
Gross profit	189					358	
<i>% of GTV</i>	<i>7.6%</i>					<i>8.8%</i>	
Adj. EBITDA	(232)					(10)	
<i>% of GTV</i>	<i>(9.3%)</i>					<i>(0.2%)</i>	
UK & Ireland							
Orders (m)	54	15	19	23	29	86	34
<i>% yearover-year</i>	<i>58%</i>	<i>22%</i>	<i>46%</i>	<i>78%</i>	<i>82%</i>	<i>58%</i>	<i>121%</i>
GTV	1,215	352	492	547	700	2,091	852
<i>% yearover-year</i>	<i>55%</i>	<i>27%</i>	<i>67%</i>	<i>89%</i>	<i>98%</i>	<i>72%</i>	<i>142%</i>
Gross profit	121					217	
<i>% of GTV</i>	<i>10.0%</i>					<i>10.4%</i>	
Adj. EBITDA	(86)					81	
<i>% of GTV</i>	<i>(7.1%)</i>					<i>3.8%</i>	
International							
Orders (m)	61	18	22	23	30	92	37
<i>% yearover-year</i>	<i>70%</i>	<i>32%</i>	<i>43%</i>	<i>54%</i>	<i>72%</i>	<i>51%</i>	<i>108%</i>
GTV	1,266	363	497	487	638	1,985	794
<i>% yearover-year</i>	<i>62%</i>	<i>24%</i>	<i>56%</i>	<i>56%</i>	<i>86%</i>	<i>57%</i>	<i>119%</i>
Gross profit	66					140	
<i>% of GTV</i>	<i>5.2%</i>					<i>7.1%</i>	
Adj. EBITDA	(92)					11	
<i>% of GTV</i>	<i>(7.3%)</i>					<i>0.5%</i>	