

Deliveroo

The definitive
online food company

Q4 2021

Trading update

20 January 2022





1

Strong Q4 completes **excellent year of growth**, with full year Gross Transaction Value (GTV) **up 70% YoY**

2

Q4 **orders and GTV up 42% and 36%** year-on-year, respectively

3

FY results on 17 March 2022. **Gross profit margin** guidance maintained with range of **7.5-7.75%**

On 29 November 2021, Deliveroo discontinued its operations in Spain. To provide a better understanding of performance for the ongoing scope of operations, all figures in this presentation are shown excluding results from the Company's operations in Spain.

Business highlights | Relentless focus on all sides of our marketplace has delivered a strong financial performance



Highly engaged marketplace



Consumers:
8.0 million average monthly active consumers in Q4 2021¹



Riders:
85% global rider satisfaction² across our network of **>180,000 riders**



Restaurants:
>148,000 partner sites³ after further growth during the quarter



Grocers:
>11,000 partner sites³ including continued expansion with major partners



Strong financial performance

FY Orders:

301m

+73%
YoY

FY GTV:

£6.6bn

+70%
YoY

Q4 Orders:

81m

+42%
YoY

Q4 GTV:

£1.7bn

+36%
YoY

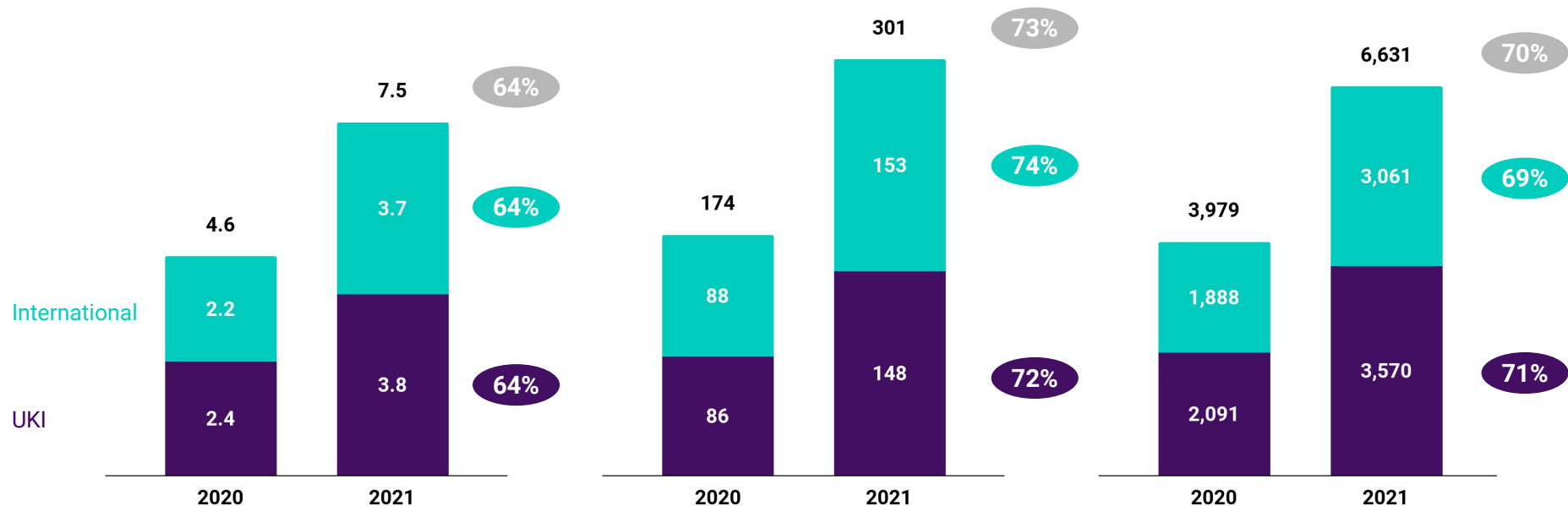
Group | Excellent year-on-year growth in both geographic segments



Average monthly active consumers¹
m, global

Orders
m, global

GTV
£m, global

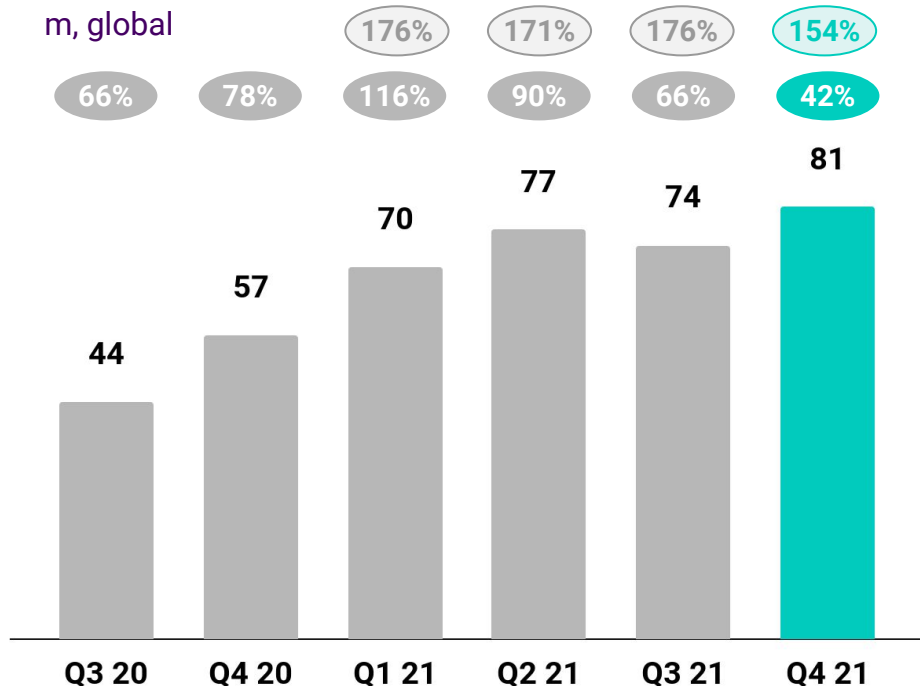


x% Year-on-year growth

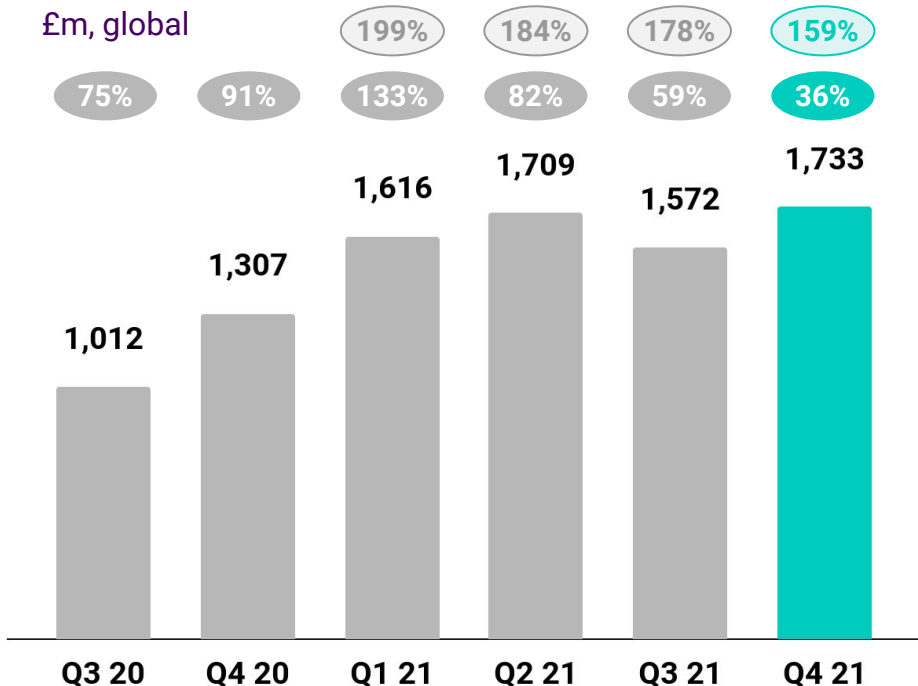
Group | Q4 sequential growth in orders and GTV of 10% and 11%, respectively



Orders m, global



GTV £m, global



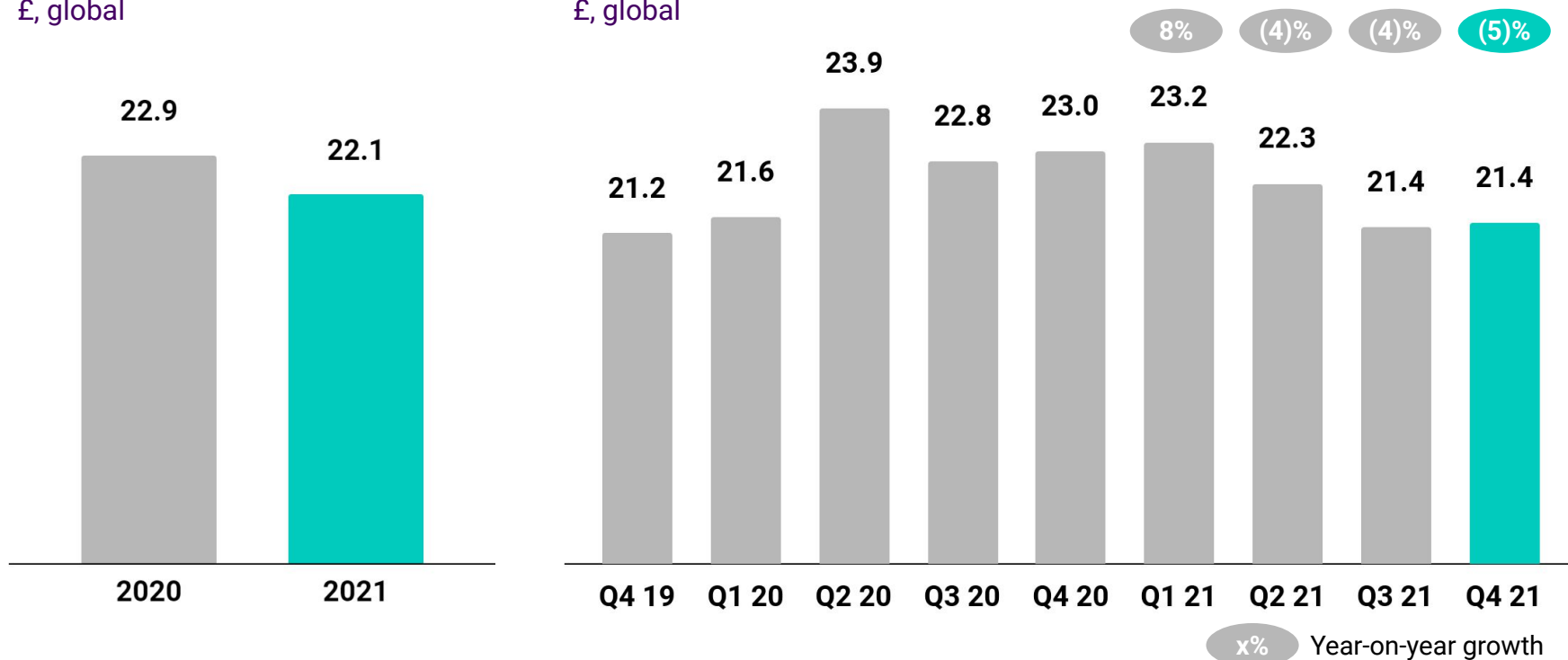
x% Year-on-year growth x% '21 vs '19 growth

Group | GTV per order has stabilised in the second half, having reverted towards pre-pandemic levels



GTV per order
£, global

GTV per order
£, global

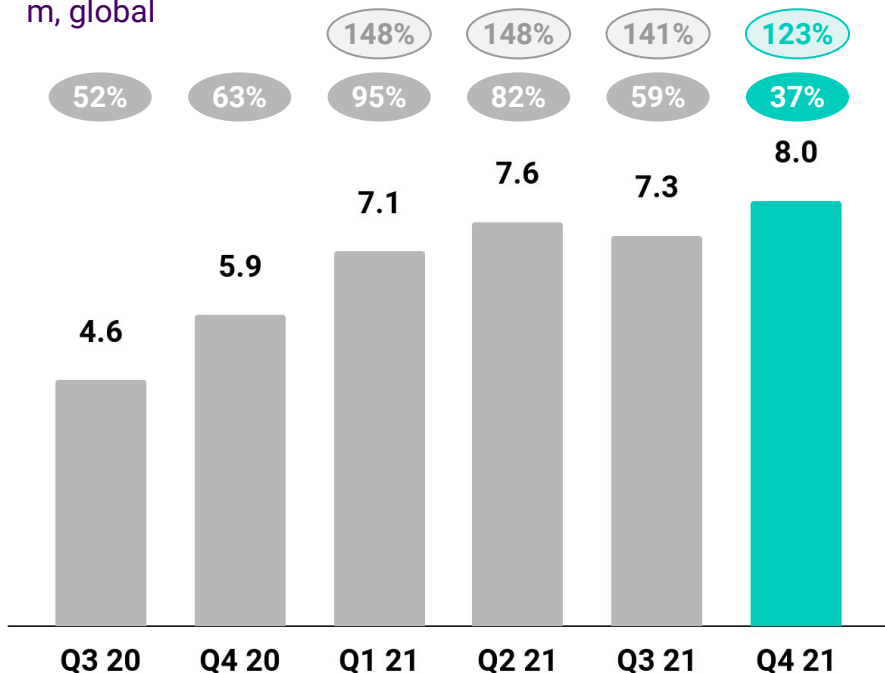


Group | Growth continues to be driven by consistent year-on-year increase in average monthly active consumers



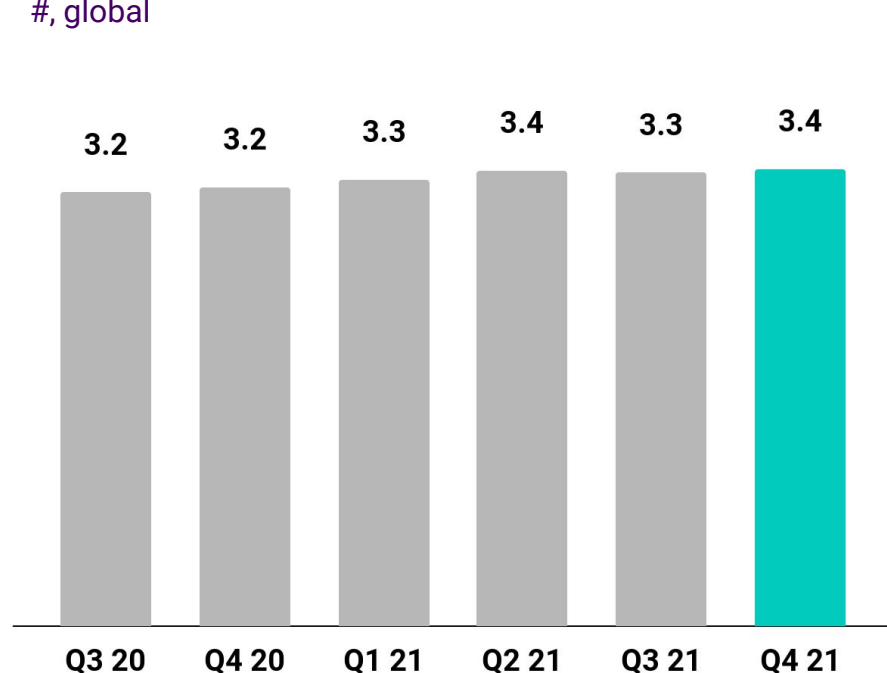
Average monthly active consumers

m, global



Average monthly order frequency

#, global

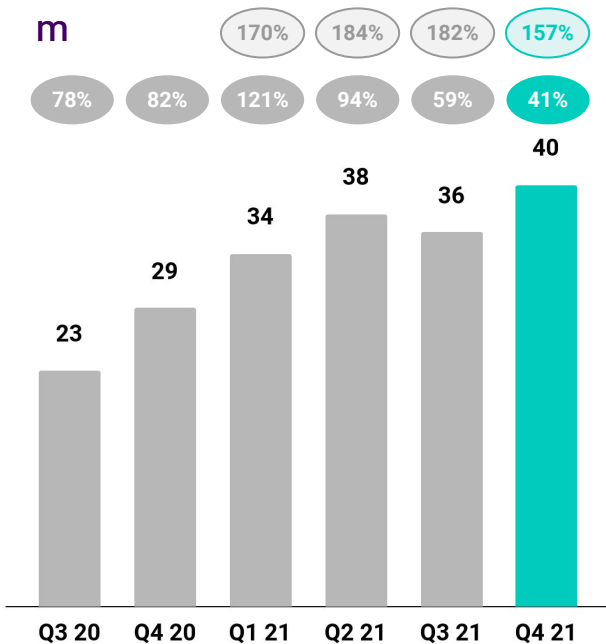


x% Year-on-year growth x% '21 vs '19 growth

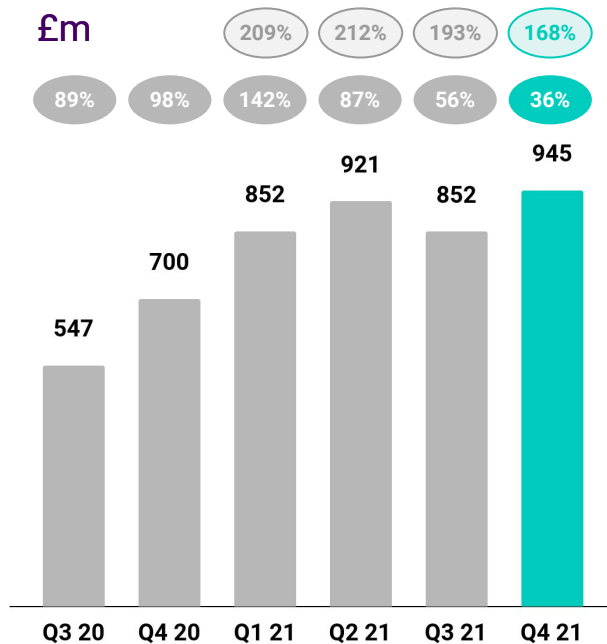
UK & Ireland | Continued market share gains and expanded population coverage



Orders m



GTV £m



Highlights

- Continued market share gains throughout Q4
- Expanded population coverage to 77%
- Growth initiatives:
 - Continued momentum of Plus partnership with Amazon Prime
 - Launched ~30 Editions kitchens across London
 - 3 Deliveroo Hop sites now live in London

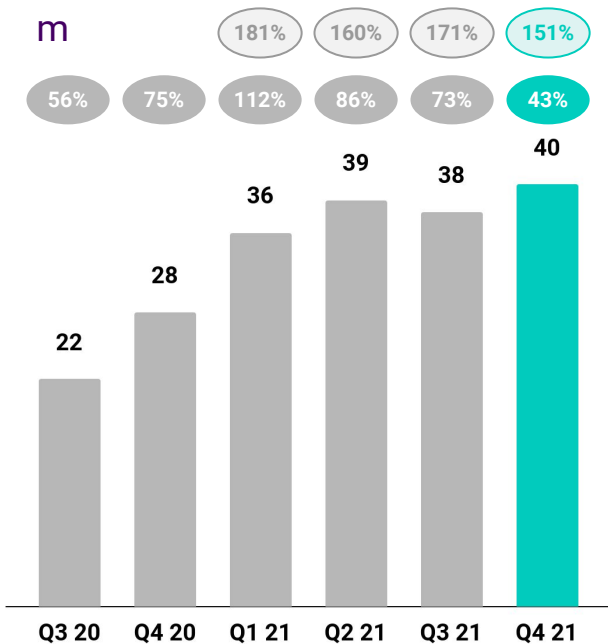
x% Year-on-year growth

x% '21 vs '19 growth

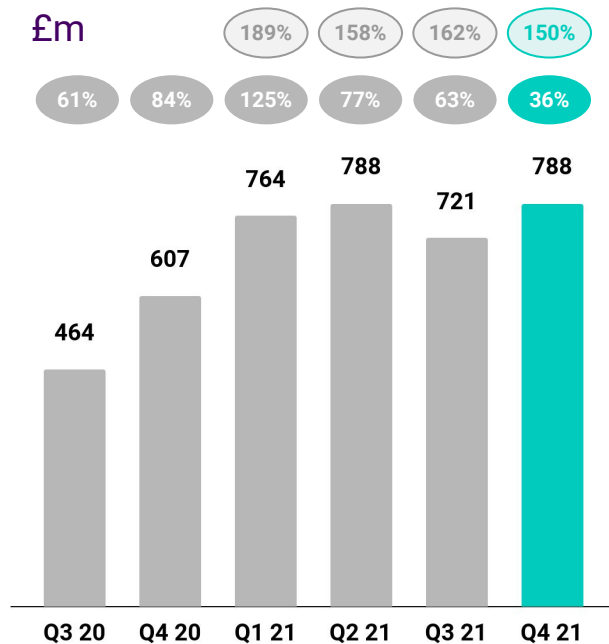
International | Strengthened market positions and further rollout of grocery and Editions



Orders m



GTV £m



Highlights

- Continued to strengthen position across key cities in major markets (e.g. Toulouse, Lille and Lyon)
- Further enhanced grocery selection, including new partnership with Picard in France
- Launched ~20 Editions kitchens across Hong Kong and France

x% Year-on-year growth

x% '21 vs '19 growth



- 1 Strong Q4 completes **excellent year of growth**, with full year Gross Transaction Value (GTV) **up 70% YoY**
- 2 Q4 **orders and GTV up 42% and 36%** year-on-year, respectively
- 3 FY results on 17 March 2022. **Gross profit margin** guidance maintained with range of **7.5-7.75%**



Q&A

Any questions?



Appendix

Financial KPIs (excluding Spain)



£m		Q1 20	Q2 20	H1 20	Q3 20	Q4 20	FY 2020	Q1 21	Q2 21	H1 21	Q3 21	Q4 21	FY 2021
Group													
Orders (m)		32	40	73	44	57	174	70	77	146	74	81	301
% year-over-year		-	-	-	-	-	-	116%	90%	102%	66%	42%	73%
GTV		695	965	1,704	1,012	1,307	3,979	1,616	1,709	3,325	1,572	1,733	6,631
% year-over-year		-	-	-	-	-	-	133%	77%	100%	55%	33%	67%
Gross profit				N/A			N/A			N/A			N/A
% of GTV				-			-			-			-
Adj. EBITDA				N/A			N/A			N/A			N/A
% of GTV				-			-			-			-
UK & Ireland													
Orders (m)		15	19	35	23	29	86	34	38	71	36	40	148
% year-over-year		-	-	-	-	-	-	121%	94%	106%	59%	41%	72%
GTV		352	492	844	547	700	2,091	852	921	1,773	852	945	3,570
% year-over-year		-	-	-	-	-	-	142%	87%	110%	56%	35%	71%
Gross profit				-			-			N/A			N/A
% of GTV				-			-			-			-
Adj. EBITDA				-			-			N/A			N/A
% of GTV				-			-			-			-
International													
Orders (m)		17	21	38	22	28	88	36	39	75	38	40	153
% year-over-year		-	-	-	-	-	-	112%	85%	97%	73%	43%	74%
GTV		343	473	816	464	607	1,888	764	788	1,552	721	788	3,061
% year-over-year		-	-	-	-	-	-	123%	67%	90%	55%	30%	62%
Gross profit				N/A			N/A			N/A			N/A
% of GTV				-			-			-			-
Adj. EBITDA				N/A			N/A			N/A			N/A
% of GTV				-			-			-			-

Source: Historical Financial Information, Management accounts. All figures excluding Germany, Taiwan and Spain discontinued operations. GTV growth rates are shown at reported FX.

Financial KPIs (including Spain)



£m	FY 2019	Q1 20	Q2 20	H1 20	Q3 20	Q4 20	FY 2020	Q1 21	Q2 21	H1 21	Q3 21	Q4 21	FY 2021
Group													
Orders (m)	115	33	41	75	45	58	178	71	78	149	75	81	305
% year-over-year	64%	27%	45%	36%	65%	77%	55%	114%	88%	100%	64%	40%	71%
GTV	2,481	715	989	1,704	1,035	1,338	4,077	1,646	1,739	3,386	1,594	1,745	6,725
% year-over-year	59%	26%	61%	44%	72%	92%	64%	130%	76%	99%	54%	30%	65%
Gross profit	189			151			356			264			N/A
% of GTV	7.6%			8.8%			8.7%			7.8%			-
Adj. EBITDA	(227)			(30)			(12)			(27)			N/A
% of GTV	(9.1%)			(1.8%)			(0.3%)			(0.8%)			-
UK & Ireland													
Orders (m)	54	15	19	35	23	29	86	34	38	71	36	40	148
% year-over-year	58%	22%	46%	35%	78%	82%	58%	121%	94%	106%	59%	41%	72%
GTV	1,215	352	492	844	547	700	2,091	852	921	1,773	852	945	3,570
% year-over-year	55%	28%	67%	48%	89%	98%	72%	142%	87%	110%	56%	35%	71%
Gross profit	121			94			217			166			N/A
% of GTV	10.0%			11.1%			10.4%			9.4%			-
Adj. EBITDA	(86)			35			81			55			N/A
% of GTV	(7.1%)			4.1%			3.8%			3.1%			-
International													
Orders (m)	61	18	22	40	23	30	92	37	40	77	39	41	157
% year-over-year	70%	32%	43%	38%	54%	72%	51%	108%	83%	94%	70%	39%	70%
GTV	1,266	363	497	860	487	638	1,985	794	818	1,613	742	800	3,155
% year-over-year	62%	24%	56%	41%	56%	86%	57%	119%	65%	88%	52%	25%	59%
Gross profit	66			57			139			98			N/A
% of GTV	5.2%			6.6%			7.0%			6.1%			-
Adj. EBITDA	(88)			(8)			8			(11)			N/A
% of GTV	(6.9%)			(0.9%)			0.4%			(0.7%)			-

Source: Historical Financial Information, Management accounts. All figures excluding Germany and Taiwan discontinued operations. GTV growth rates are shown at reported FX.