

Deliveroo

2022 Q3 Trading Update
21 October 2022



Definitions & Basis of Discussion



References to profitability in this presentation are to adjusted EBITDA unless otherwise stated. **Adjusted EBITDA** represents loss for the year before income tax charge/credit, finance costs, finance income, depreciation and amortisation, exceptional costs, exceptional income, legal and regulatory settlements and provisions, and share-based payments charge and accrued national insurance on share options. Adjusted EBITDA is considered to be a measure of the underlying trading performance of the Group and is used, amongst other measures, to evaluate operations from a profitability perspective, to develop budgets, and to measure performance against those budgets.

Growth rates are year-on-year and in reported currency unless otherwise stated. **Constant currency** growth rates adjusts for period-to-period local currency fluctuations; the Group uses constant currency information because the Directors believe it allows the Group to assess consumer behaviour on a like-for-like basis to better understand the underlying trends in the business.



- 1** | **Continued GTV growth in difficult consumer environment:** Q3 GTV up 5% YoY (Q1: 12% and Q2: 2%)
- 2** | **GTV growth broadly stable during Q3:** September YoY growth similar to Q3 overall; GTV down (5)% QoQ reflecting summer seasonality
- 3** | **UKI outperformed International segment:** with GTV in UKI up 11% YoY and International down (2)%
- 4** | **Updating FY 2022 guidance:**
 - GTV growth of 4-8% (previously 4-12%)
 - Adj. EBITDA margin (as % of GTV) of (1.2)-(1.5)% (previously (1.5)-(1.8)%)

Business highlights | Continued progress from relentless focus on all sides of our marketplace



Highly engaged marketplace



Consumers:
7.3 million average monthly active consumers in Q3 2022¹



Riders:
81% global rider satisfaction² across our network of **~170,000 riders**³



Restaurants:
>167,000 partner sites⁴ after further growth during the quarter



Grocers:
>17,000 partner sites⁴ including continued expansion with major partners



Q3 2022 financial performance

Orders:

73m

(1)%
YoY

GTV:

£1.7bn

+5%
YoY

GTV per order:

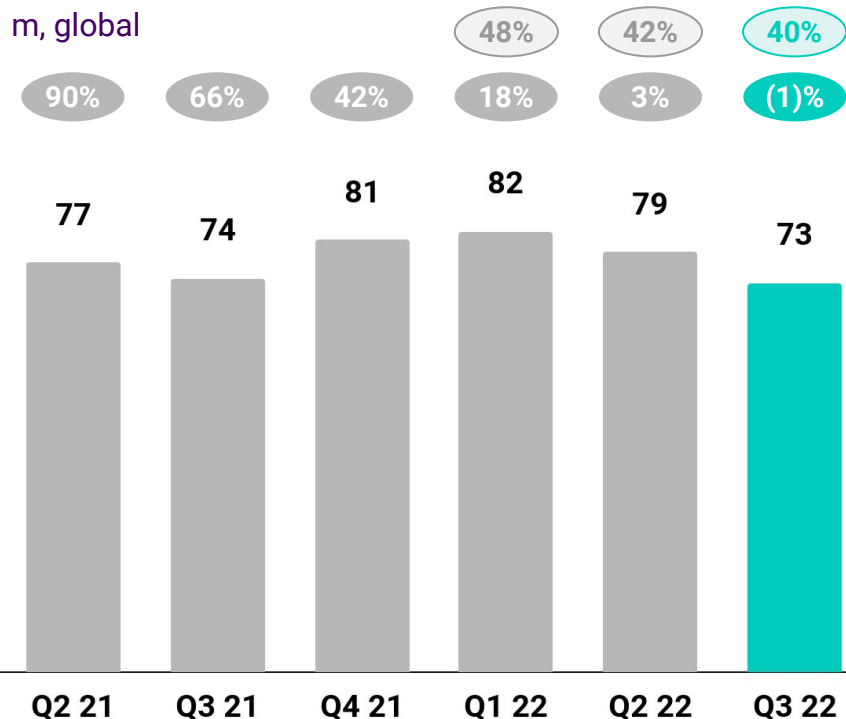
£23.4

+6%
YoY

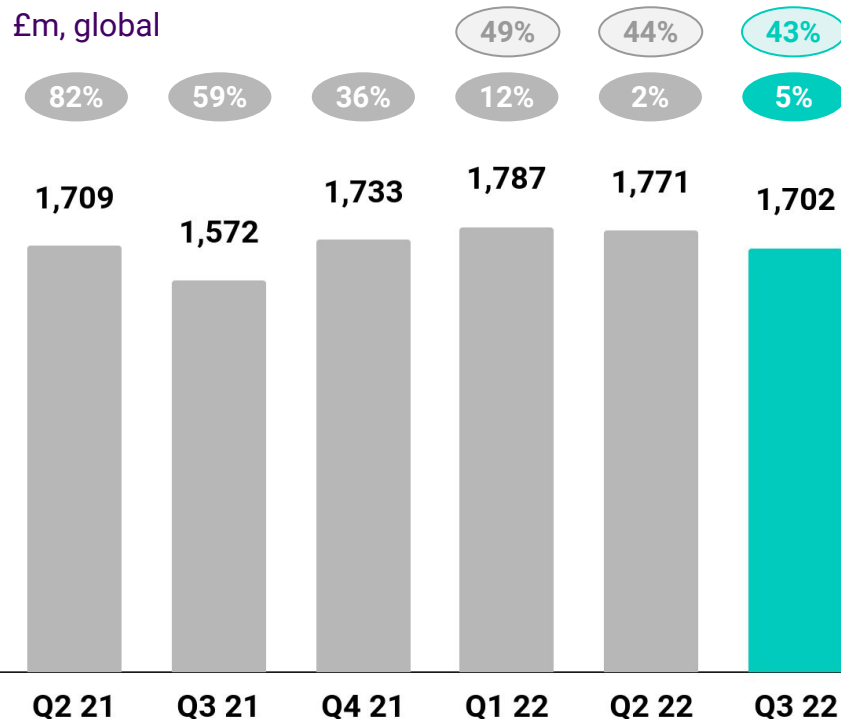
Group | Year-on-year GTV growth in Q3 improved despite difficult consumer environment



Orders
m, global

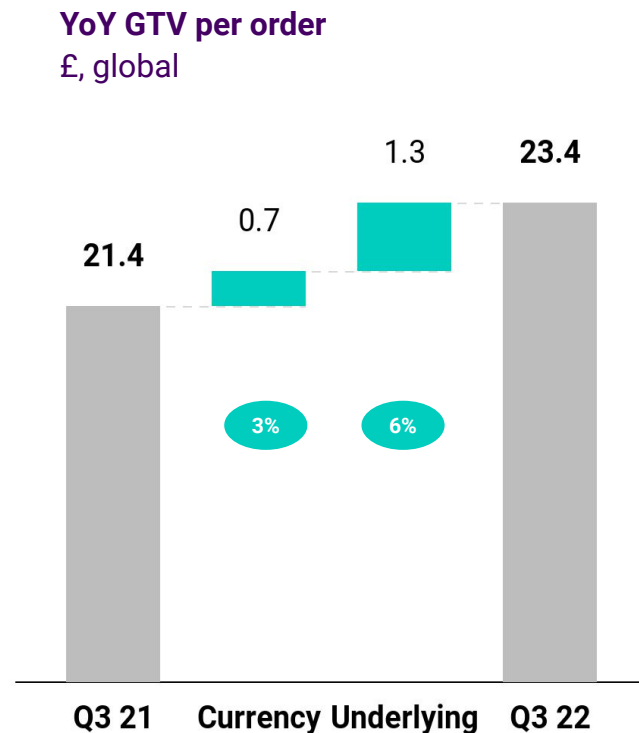
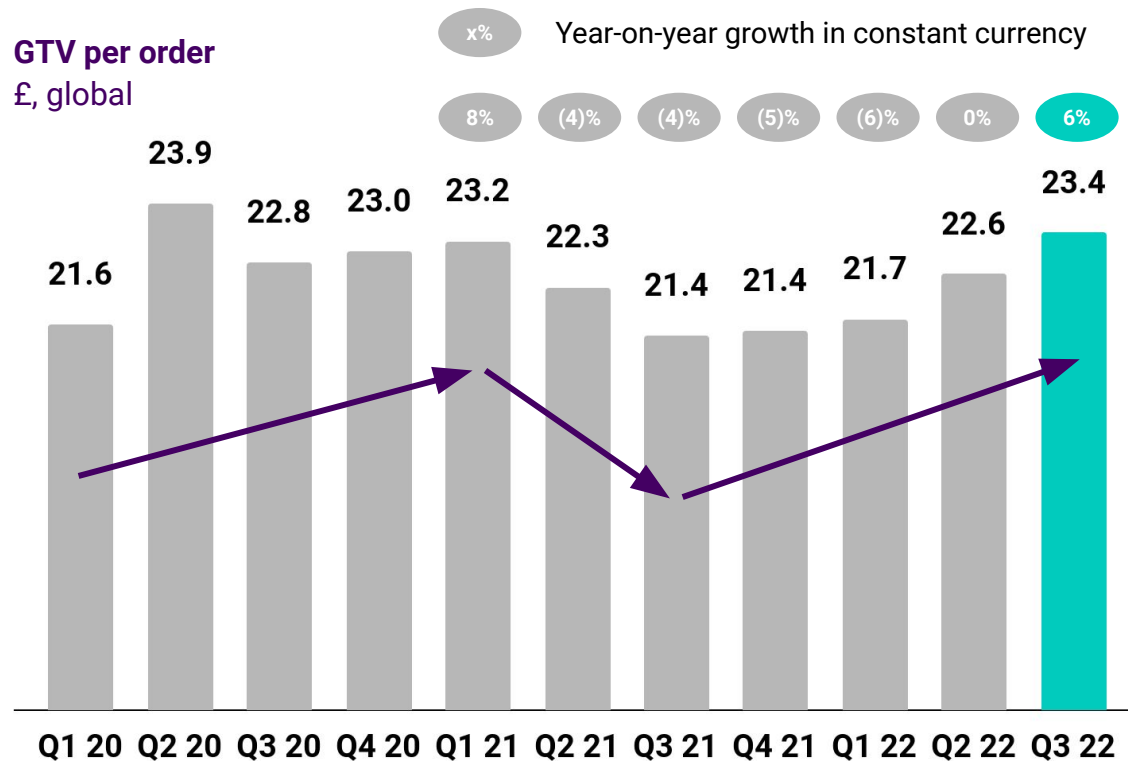


GTV
£m, global



x% Year-on-year growth x% '22 vs '19 CAGR

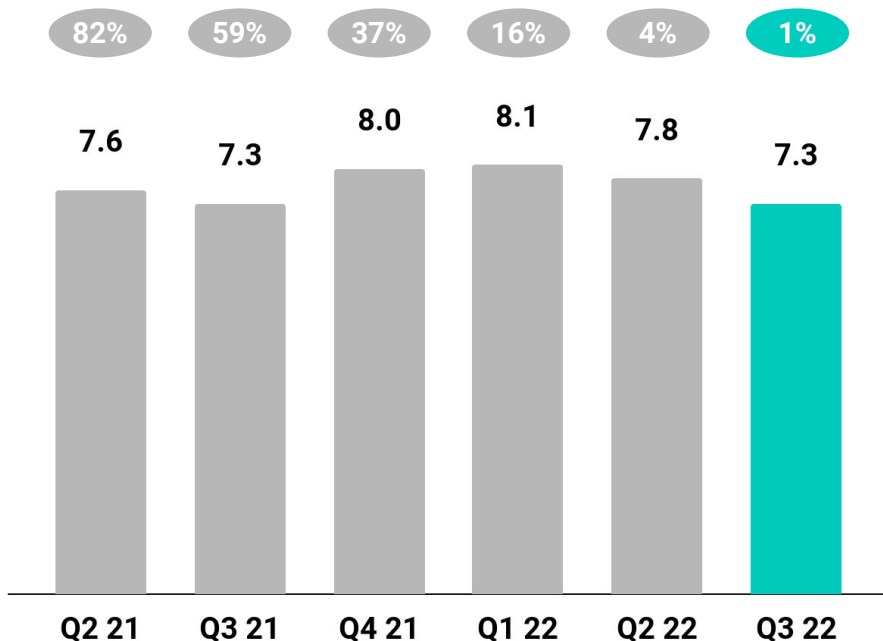
Group | GTV per order grew both sequentially and year-on-year



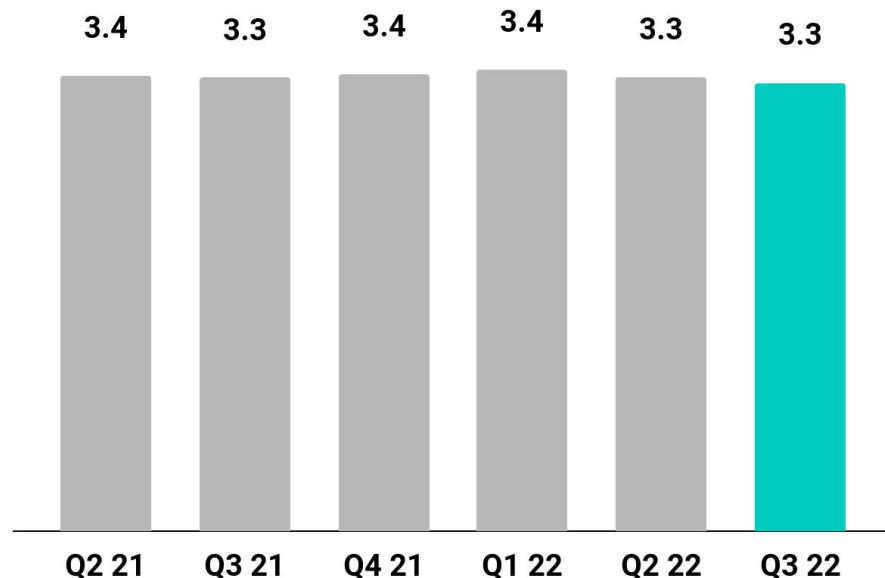
Group I Seasonal drop in monthly active consumers



Average monthly active consumers
m, global



Average monthly order frequency
#, global

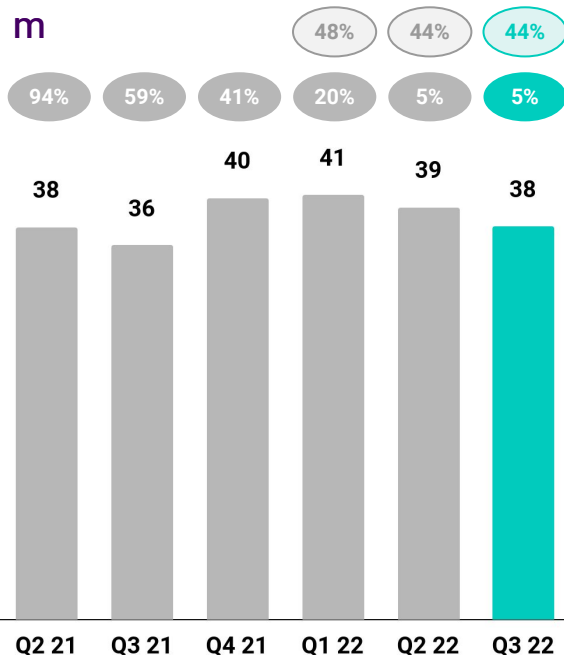


x% Year-on-year growth

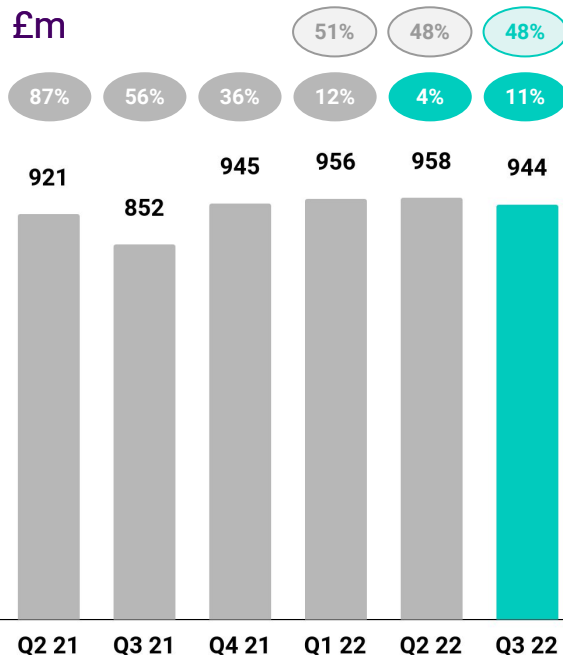
UK & Ireland | Solid performance in difficult market conditions



Orders m



GTV £m



Highlights

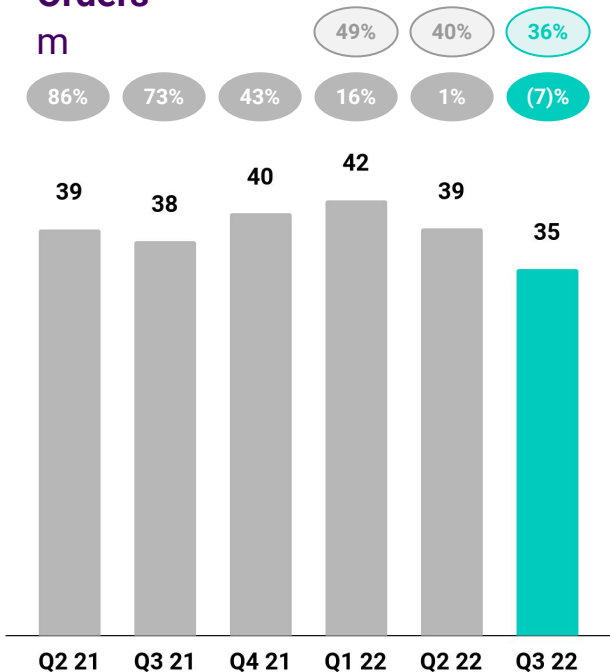
- YoY growth accelerated: GTV up 11% in Q3 (Q2: 4%)
- Continued market share gains YoY
- Expansion of Deliveroo offering:
 - Enhanced restaurant selection with addition of over 1,000 McDonald's sites
 - Continued measured rollout of Hop and Hop as a Service sites
 - Boots partnership extended to 125 stores

x% Year-on-year growth x% '22 vs '19 CAGR

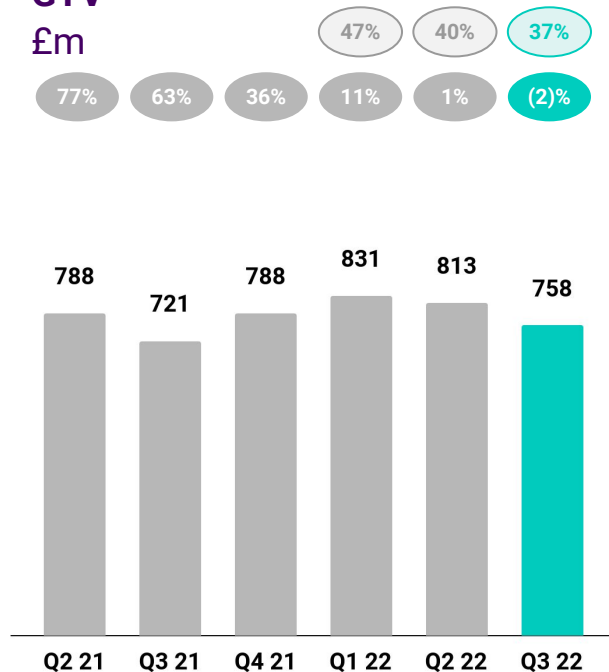
International | Growth held back by declines in Asia Pacific



Orders m



GTV £m



Highlights

- Growth relatively stronger in Europe and the Middle East
- Continued market share gains YoY in France and Italy
- Declines in Asia Pacific against tougher comparison base (renewed COVID lockdown restrictions in Q3 2021)
- Expansion of Deliveroo offering:
 - Launch in Qatar in October

x% Year-on-year growth

x% '22 vs '19 CAGR

Guidance | Updated for 2022, unchanged for medium- and longer- term



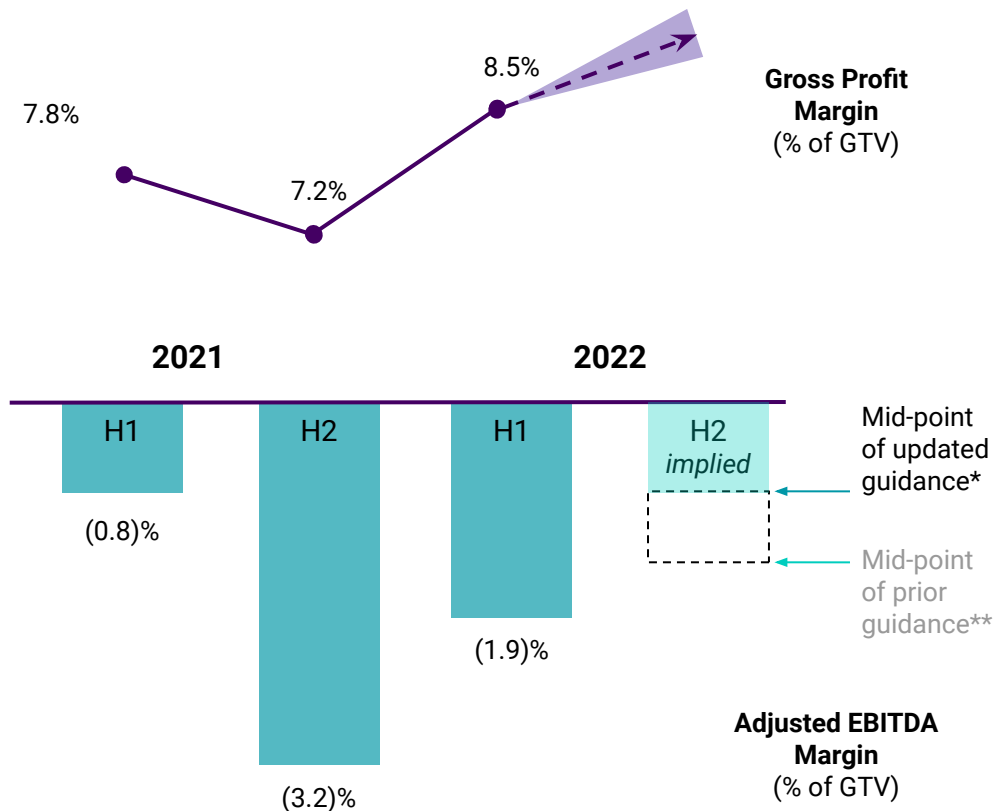
	2021 Actual	2022 Prior Guidance*	2022 Updated Guidance	2022 H1 actual	2022 H2 implied
GTV growth in constant currency	70%	4 - 12%	4 - 8%	7%	1 - 9%
Adjusted EBITDA margin % of GTV	(2.0)%	(1.5) - (1.8)%	(1.2) - (1.5)%	(1.9)%	(0.5) - (1.1)%

Unchanged:

Medium-term guidance: aim to reach adjusted EBITDA breakeven at some point during H2 2023 - H1 2024

Longer-term guidance: aim to reach adjusted EBITDA margin of 4%+ by 2026, further upside beyond

Financial performance | Continued progress on path to profitability



Revenue levers

- Increase AOV (eg by upselling)
- Optimise consumer pricing
- Develop high quality advertising model

Cost of sales levers

- Reduce 'rider experience time' (eg wait time at restaurant, handover to consumer)
- Increase network density and stacking

Marketing & overheads levers

- Improve marketing efficiency/targeting
- Increase automation
- Drive operating leverage with scale

* Based on FY adjusted EBITDA margin at mid-point of (1.2)-(1.5)% guidance range

** Based on FY adjusted EBITDA margin at mid-point of (1.5)-(1.8)% guidance range



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Q&A

Any questions?



Appendix

Financial KPIs



£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	Q1 22	Q2 22	H1 22	Q3 22
Group																
Orders (m)	32	40	73	44	57	174	70	77	146	74	81	301	82	79	161	73
% year-over-year	-	-	-	-	-	-	116%	90%	102%	66%	42%	73%	18%	3%	10%	(1)%
GTV	695	965	1,660	1,012	1,307	3,979	1,616	1,709	3,325	1,572	1,733	6,631	1,787	1,771	3,558	1,702
% year-over-year	-	-	-	-	-	-	133%	77%	100%	55%	33%	67%	11%	4%	7%	8%
Gross profit			147			348			260			497			301	
% of GTV			8.9%			8.7%			7.8%			7.5%			8.5%	
Adj. EBITDA			(27)			(11)			(26)			(131)			(68)	
% of GTV			(1.6)%			(0.3)%			(0.8)%			(2.0)%			(1.9)%	
UK & Ireland																
Orders (m)	15	19	35	23	29	86	34	38	71	36	40	148	41	39	80	38
% year-over-year	-	-	-	-	-	-	121%	94%	106%	59%	41%	72%	20%	5%	12%	5%
GTV	352	492	844	547	700	2,091	852	921	1,773	852	945	3,570	956	958	1,914	944
% year-over-year	-	-	-	-	-	-	142%	87%	110%	56%	35%	71%	12%	4%	8%	11%
Gross profit			94			217			166			330			188	
% of GTV			11.1%			10.4%			9.4%			9.3%			9.8%	
Adj. EBITDA			35			81			55			91			60	
% of GTV			4.1%			3.8%			3.1%			2.6%			3.1%	
International																
Orders (m)	17	21	38	22	28	88	36	39	75	38	40	153	42	39	81	35
% year-over-year	-	-	-	-	-	-	112%	86%	98%	73%	43%	74%	16%	1%	8%	(7)%
GTV	343	473	816	464	607	1,888	764	788	1,552	721	788	3,061	831	813	1,644	758
% year-over-year	-	-	-	-	-	-	123%	67%	90%	55%	30%	62%	9%	3%	6%	5%
Gross profit			53			131			94			167			113	
% of GTV			6.5%			6.9%			6.1%			5.5%			6.9%	
Adj. EBITDA			(6)			7			(10)			(56)			(7)	
% of GTV			(0.7)%			0.4%			(0.7)%			(1.8)%			(0.4)%	

GTV growth rates are shown at reported currency. Numbers may not always cast due to rounding.

Disclaimer



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