

# 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**

**+114%**  
YoY

Group GTV:

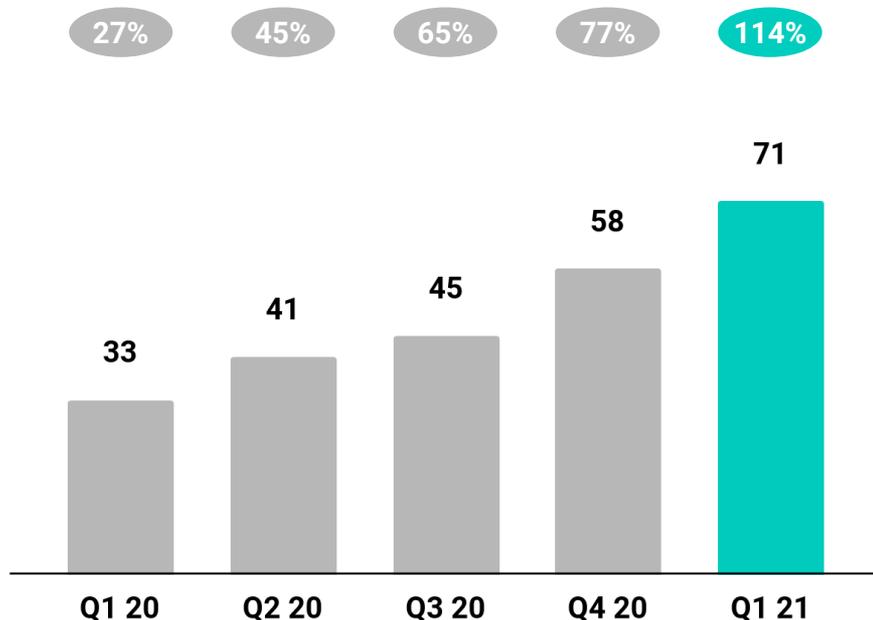
**£1.65b**

**+130%**  
YoY

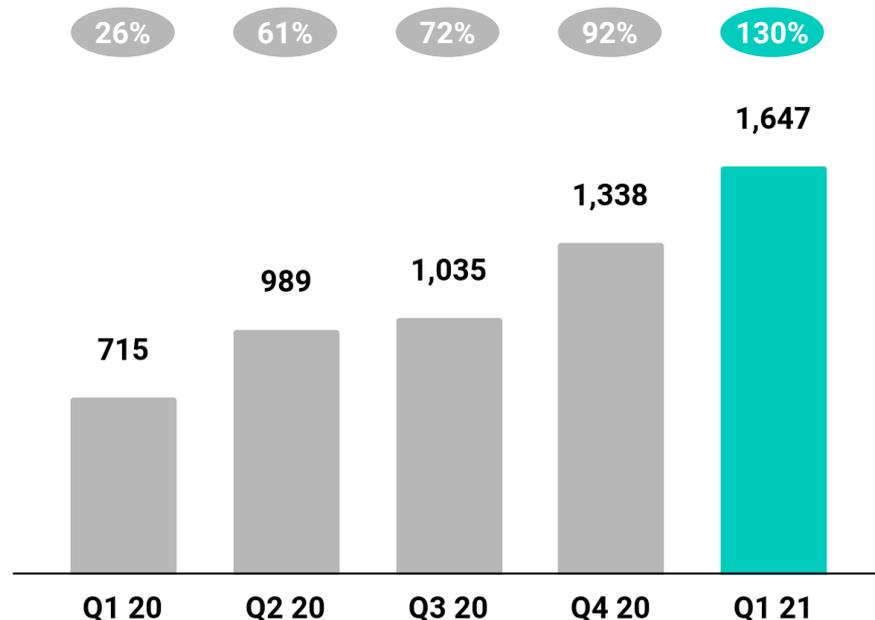
# Q1 Results | Our growth has accelerated for the fourth straight quarter



**Orders**  
m, global



**GTV**  
£m, global

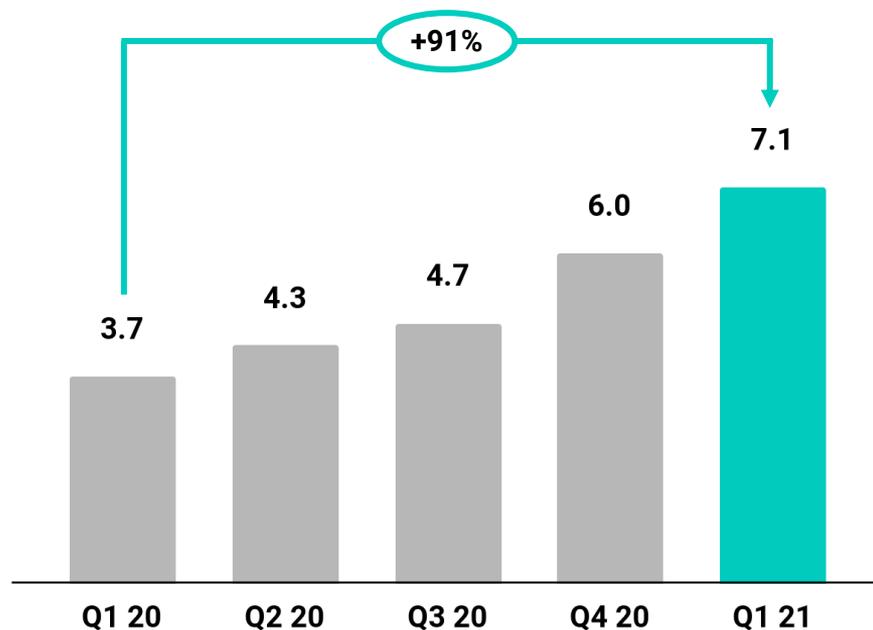


x% Year-over-year growth

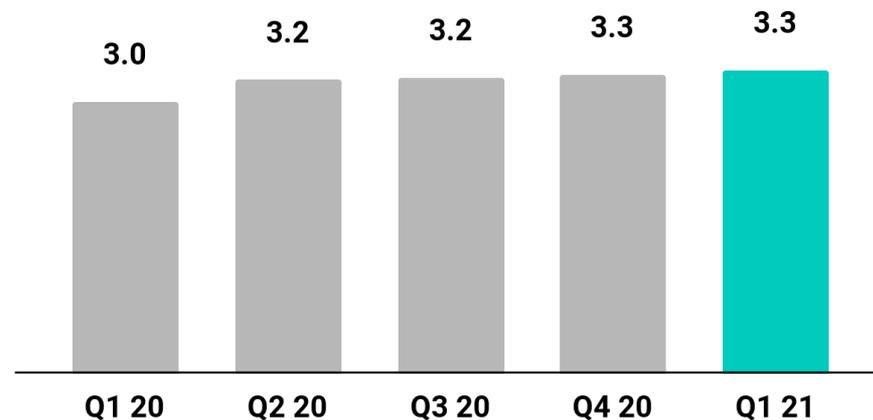
# Q1 Results | Our monthly active consumer base has grown +91% since Q1 2020



**Average monthly active consumers**  
m, global

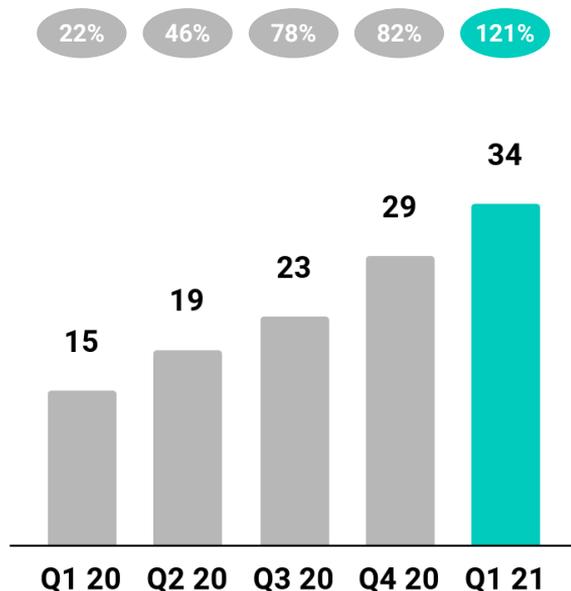


**Average monthly order frequency**  
#, global

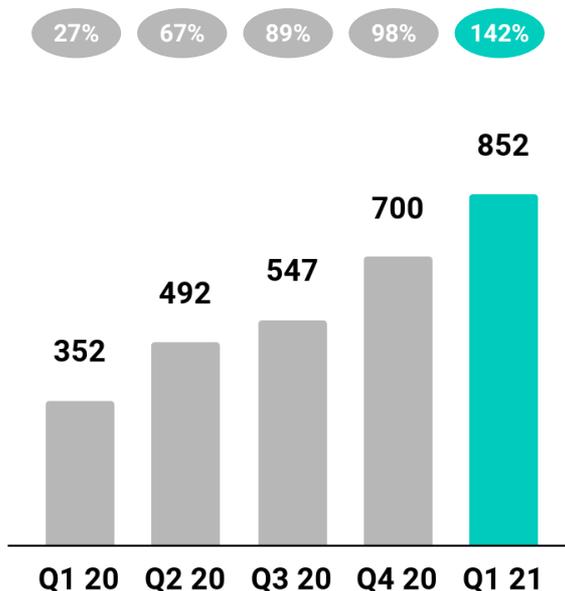




## Orders m



## GTV £m



## Highlights

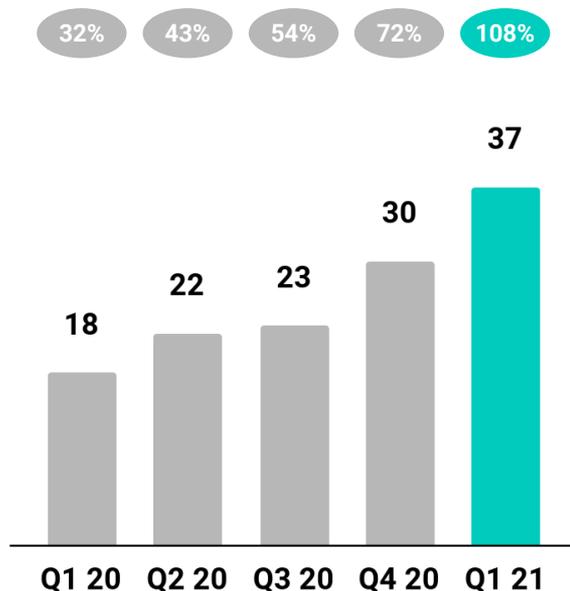
- Rapid geographic expansion with **+6m** more people in coverage; now cover **>60%** of population
- Strengthened leadership in London (inc suburbs)<sup>1</sup>: GTV growing **+120%** YoY in Q1
- Strong growth across all regions
- Continued expansion of on demand grocery: more than 1,000 sites live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

x% Year-over-year growth

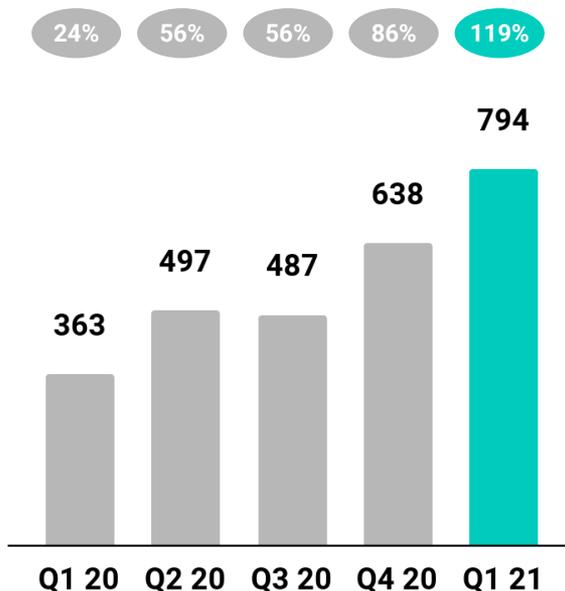
# Q1 Results | International



## 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

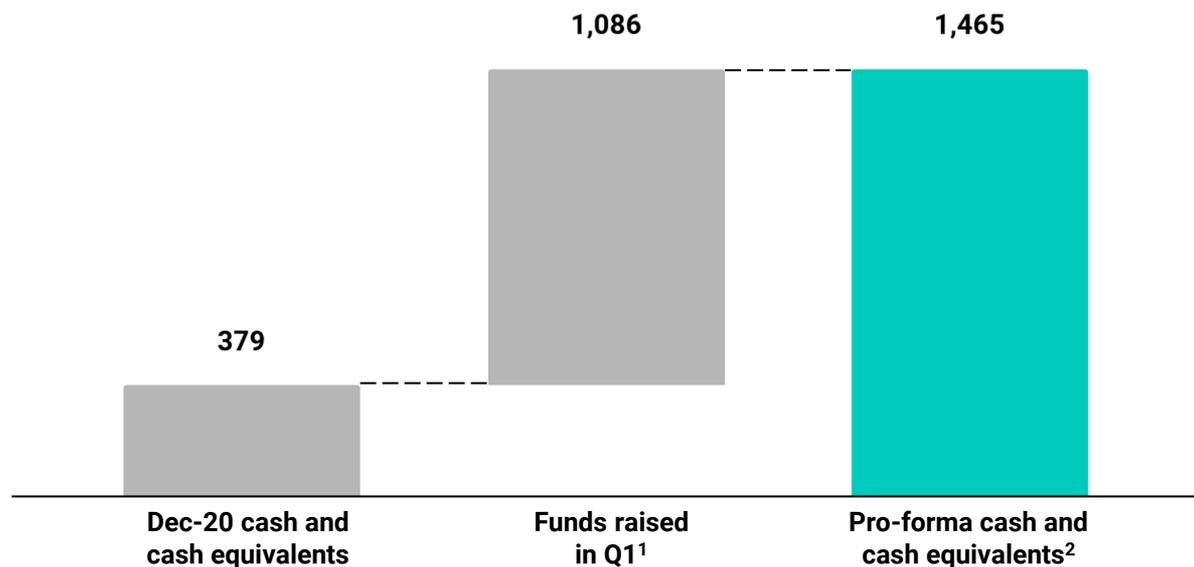
x% Year-over-year growth

# Strong balance sheet and liquidity



## Cash and cash equivalents

£m, pro forma<sup>1</sup>



- 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 growth	59%	64%	30-40%
Gross profit % GTV	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
<b>Group</b>							
<b>Orders (m)</b>	<b>115</b>	<b>33</b>	<b>41</b>	<b>45</b>	<b>58</b>	<b>178</b>	<b>71</b>
% year-over-year	64%	27%	45%	65%	77%	55%	114%
<b>GTV</b>	<b>2,481</b>	<b>715</b>	<b>989</b>	<b>1,035</b>	<b>1,338</b>	<b>4,077</b>	<b>1,647</b>
% year-over-year	59%	26%	61%	72%	92%	64%	130%
<b>Gross profit</b>	<b>189</b>					<b>358</b>	
% of GTV	7.6%					8.8%	
<b>Adj. EBITDA</b>	<b>(232)</b>					<b>(10)</b>	
% of GTV	(9.3%)					(0.2%)	
<b>UK &amp; Ireland</b>							
<b>Orders (m)</b>	<b>54</b>	<b>15</b>	<b>19</b>	<b>23</b>	<b>29</b>	<b>86</b>	<b>34</b>
% year-over-year	58%	22%	46%	78%	82%	58%	121%
<b>GTV</b>	<b>1,215</b>	<b>352</b>	<b>492</b>	<b>547</b>	<b>700</b>	<b>2,091</b>	<b>852</b>
% year-over-year	55%	27%	67%	89%	98%	72%	142%
<b>Gross profit</b>	<b>121</b>					<b>217</b>	
% of GTV	10.0%					10.4%	
<b>Adj. EBITDA</b>	<b>(86)</b>					<b>81</b>	
% of GTV	(7.1%)					3.8%	
<b>International</b>							
<b>Orders (m)</b>	<b>61</b>	<b>18</b>	<b>22</b>	<b>23</b>	<b>30</b>	<b>92</b>	<b>37</b>
% year-over-year	70%	32%	43%	54%	72%	51%	108%
<b>GTV</b>	<b>1,266</b>	<b>363</b>	<b>497</b>	<b>487</b>	<b>638</b>	<b>1,985</b>	<b>794</b>
% year-over-year	62%	24%	56%	56%	86%	57%	119%
<b>Gross profit</b>	<b>66</b>					<b>140</b>	
% of GTV	5.2%					7.1%	
<b>Adj. EBITDA</b>	<b>(92)</b>					<b>11</b>	
% of GTV	(7.3%)					0.5%	