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Delivery Hero generates 66% revenue growth in the first six months of 2017 (news with additional features)

DGAP-News: Delivery Hero generates 66% revenue growth in the first six months of 2017 (news with additional features)

DGAP-News: Delivery Hero AG / Key word(s): Half Year Results

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Berlin, 26 September 2017 - Delivery Hero Group ("Delivery Hero"), the leading global online food ordering and delivery marketplace, today reported strong total segment revenue growth in the first half-year of 2017. Total segment revenues grew to EUR 246.5 million (H1 2016: EUR 148.9 million), corresponding to a growth rate of 66% on a like-for-like basis, while order numbers grew by 47% like-for-like. At the same time the adjusted EBITDA margin improved significantly to -18% (like-for-like H1 2016: -47%).

Niklas Östberg, CEO of Delivery Hero, said:

"We had a fantastic first six months of 2017. We made significant investments in our service and saw great return from these investments. At the same time we achieved a good balance between strong growth and moving closer towards profitability. We continue to build on our global leadership positions and implement our vision to create an amazing takeaway experience."

Group financial developments:

- Strong increase in first half-year 2017 segment revenues by 66% to EUR 246.5 million (like-for-like H1 2016: EUR 148.9 million)
- Growth across all regions with revenues in Europe growing by 36%, Middle East & North Africa by 86%, Asia by 91% and Americas by 117% (all on a like-for-like basis)
- Adjusted EBITDA margin improved significantly to -18% from -47% (like-for-like H1 2016)

Key operational highlights:

- Order numbers grew to 131.8 million in H1 2017 (H1 2016: 89.4 million), up by 47% on a like for like basis

- Gross merchandise volume (GMV) up by 51% on a like-for-like basis as Delivery Hero processed orders with a total GMV of EUR 1,752 million (H1 2016: EUR 1,164 million)
- Improved customer experience through successful own delivery roll-out in MENA and Americas (Q2 and Q3 2017)
- Roll-out of cross listing strategy for high-quality restaurants
- Successful start of a strategic partnership with AmRest, the largest publicly listed restaurant operator in Central Europe
- Acquisition of Carriage a fast-growing food delivery platform based in Kuwait and operating in the Gulf Council Countries¹
- Delivery Hero agreed to acquire the remaining shares in Foodfly, a Korean food delivery marketplace with own delivery
- Subsequent to the half year results, Delivery Hero agreed to acquire Appetito24, to establish Delivery Hero as clear market leader in Panama

¹An indirect investment through GCC entities

Outlook

- Delivery Hero expects revenues between EUR 530m and EUR 540m for the financial year 2017
- Delivery Hero expects for 2017 to have an adjusted EBITDA margin between -15% to -17%.
- We remain committed to grow into EBITDA break-even for the group in 2018 and full-year adjusted EBITDA positive in 2019.

Full half-year report

A table with key performance indicators is included in the attached PDF file. You will find the download-link further below.

Delivery Hero's full [half-year report](https://ir.deliveryhero.com/websites/delivery/English/3100/financial-reports.html) 2017 is available on the Investor Relations website: <https://ir.deliveryhero.com/websites/delivery/English/3100/financial-reports.html>

About Delivery Hero

Delivery Hero is 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 6,000 employees in addition to thousands of employed delivery drivers.

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

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Additional features:

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