



# Analyst Presentation Q3 2021

October 2021



## Q3 2021 highlights



Orders

**266m**

+25%



Delivery orders

**120m**

+58%



GTV

**€6.8bn**

+23%

## YTD 2021 highlights



Orders

**813m**

+41%



Delivery orders

**355m**

+87%



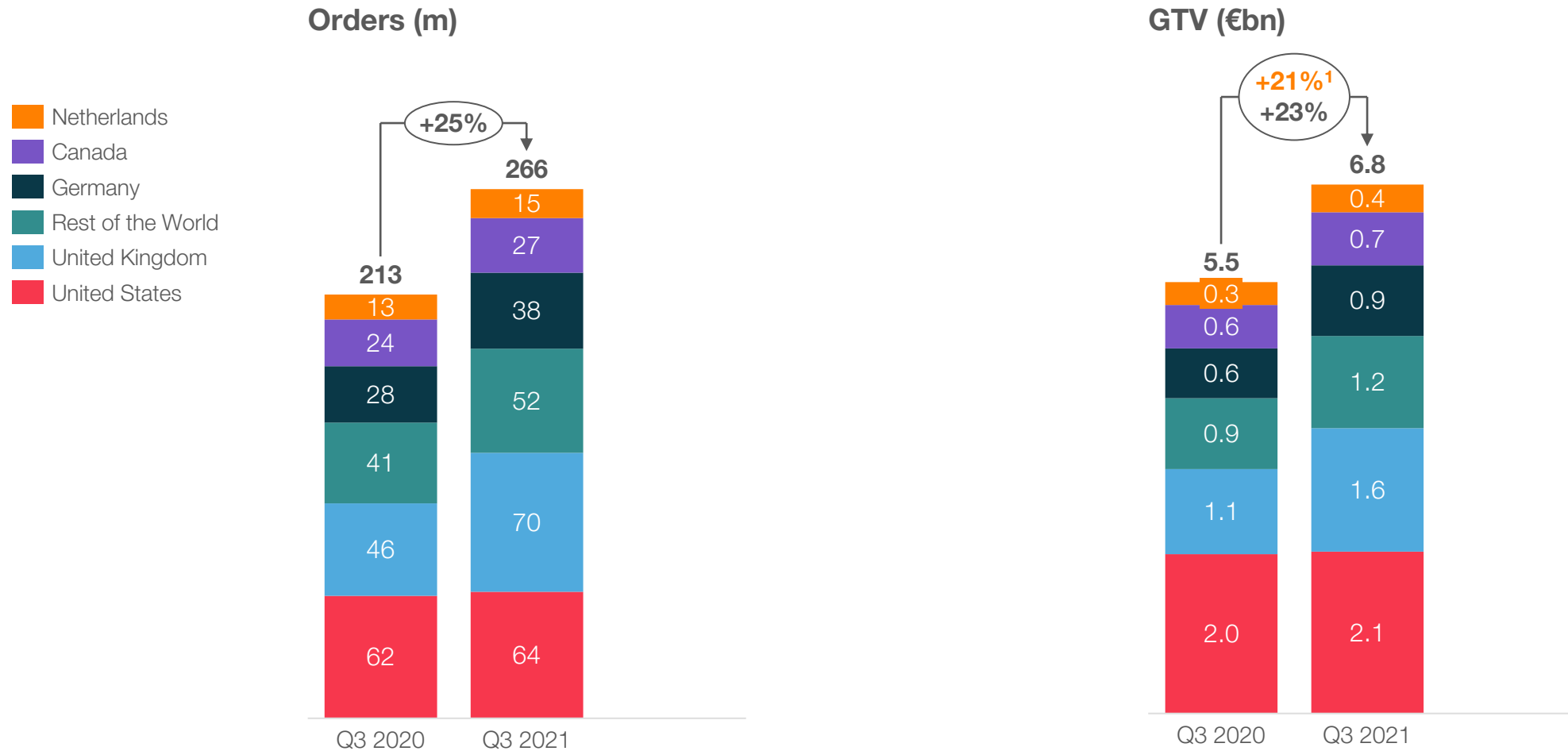
GTV

**€20.9bn**

+37%

Note: Unless stated otherwise, numbers throughout this presentation are reflecting the combined results of Grubhub, Just Eat and Takeaway.com from 1 January 2020

# Strong Q3 2021 growth despite re-openings across markets and summer seasonality



## 2021 guidance reiterated

		<b>FY 2021 guidance</b>
Order growth (% y-o-y)	<i>(excl. Grubhub)</i>	>45%
GTV (€bn)	<i>(incl. Grubhub)</i>	€28 to 30bn
Adjusted EBITDA (as % of GTV)	<i>(incl. Grubhub)</i>	-1% to -1.5%

- Adjusted EBITDA losses peaked in the first half of 2021: adjusted EBITDA margin<sup>1</sup> to improve going forward
  - (Partial) removal of significant fee caps in the US and Canada
  - Improved unit economics in Delivery network
  - Increasing benefits from investment programme in legacy Just Eat markets
  
- Adjusted EBITDA margin<sup>1</sup> includes the significant impact of fee caps and voluntary partner support in the US and Canada

**Just Eat Takeaway.com will continue to invest in growth and prioritise market share over adjusted EBITDA**

1. As a % of GTV

## Executive summary

- Continued strong growth in Q3 2021, despite re-openings across markets and summer seasonality
- Investments in the UK continued to drive sustainable network effects; surpassed one billion orders milestone
- Germany adding 10 million incremental orders, representing 35% order growth year-on-year
- In the US, orders increased 3% year-on-year; re-focusing the Company on Grubhub's strongholds
- Completed the acquisition of Bistro.sk on 1 October 2021
- Management reiterates its guidance for the full year 2021
- Just Eat Takeaway.com to host a Capital Markets Day on 21 October 2021



Q&A

 **JUST EAT** Takeaway.com

# Legal disclaimer

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