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Amsterdam, 19 December 2019

## Full year 2019 guidance

### Takeaway.com projects 77% full year revenue growth, Germany up 146%

Takeaway.com N.V. (AMS: TKWY), hereinafter the “company”, or together with its group companies “Takeaway.com”, the leading online food delivery marketplace in Continental Europe and Israel, hereby issues guidance on selected financial and operating metrics for full year 2019.

**Statement of Jitse Groen, CEO of Takeaway.com:** *“Takeaway.com expects a strong finish to 2019, driven by an acceleration in German order growth in the fourth quarter of 2019. As disclosed in our third quarter trading update, Germany is now EBITDA positive and we continue to see strong operating leverage with revenue growth multiple times higher than marketing expense growth. We remain confident in the expectation that Germany will over time trend towards the Dutch EBITDA margin<sup>1</sup>. We are pleased with our progress in 2019 and look forward to another exciting year.”*

Millions unless stated otherwise	Year ending 31 December		
	2019	2018	Growth
	<i>(Forecast)</i>		<i>(YoY change)</i>
<b>Orders</b>	<b>159</b>	<b>94</b>	<b>70%</b>
Netherlands	38	33	16%
Germany <sup>2</sup>	70	33	113%
Other Leading Markets	52	29	81%
<b>Gross Merchandise Value (€)</b>	<b>3,036</b>	<b>1,793</b>	<b>69%</b>
Netherlands	814	674	21%
Germany	1,448	665	118%
Other Leading Markets	773	454	70%
<b>Gross Revenue (€)<sup>3</sup></b>	<b>426</b>	<b>240</b>	<b>77%</b>
Netherlands	120	98	22%
Germany	211	86	146%
Other Leading Markets	94	56	69%
<b>Revenue (€)</b>	<b>414</b>	<b>232</b>	<b>78%</b>
<b>Marketing Expenses (€)<sup>3</sup></b>	<b>154</b>	<b>128</b>	<b>21%</b>
Netherlands	16	14	14%
Germany	84	74	14%
Other Leading Markets	54	40	34%
<b>Scoober share (%)</b>	<b>5.5%</b>	<b>3.0%</b>	<b>2.5pp</b>
Netherlands	5.0%	3.3%	1.7pp
Germany	5.5%	2.6%	2.9pp
Other Leading Markets	5.8%	3.0%	2.8pp



Figures are presented as whole numbers and are not rounded, therefore the arithmetic sums may differ slightly from the totals as shown. Forecast figures are unaudited.

1. Germany trending towards Dutch EBITDA margin over time is not a profit forecast (under Rule 28 of the UK City Code on Takeovers and Mergers or otherwise) and is aspirational in nature.
2. Like-for-like order growth in Germany is approximately 22% for FY 2019.
3. Not adjusted for voucher expenses under IFRS 15. Voucher expenses are forecast to be approximately €11 million in 2019, compared with €8 million in 2018.

## **Takeaway.com**

Jitse Groen, CEO  
Brent Wissink, CFO  
Joerg Gerbig, COO

Investors:

Joris Wilton  
E: [Joris.Wilton@takeaway.com](mailto:Joris.Wilton@takeaway.com)  
T: +31 6 143 154 79

Media:

E: [press@takeaway.com](mailto:press@takeaway.com)

For more information please visit our corporate website: <https://corporate.takeaway.com/>

## **About Takeaway.com**

Takeaway.com is the leading online food delivery marketplace in Continental Europe and Israel. The company is focused on connecting consumers and restaurants through its platform. With nearly 50,000 connected restaurants, Takeaway.com offers consumers a wide variety of food choice. Takeaway.com mainly collaborates with delivery restaurants. In addition, Takeaway.com also provides restaurant delivery services in 89 cities in ten countries for restaurants that do not deliver themselves.

Founded in 2000, Takeaway.com has rapidly grown to become the leading online food delivery marketplace of Continental Europe with operations in the Netherlands, Germany, Belgium, Poland, Austria, Israel, Switzerland, Luxembourg, Portugal, Bulgaria, and Romania. In the twelve months ended 30 June 2019, Takeaway.com processed more than 123 million orders from 16.7 million unique consumers.

With approximately 4,500 employees, Takeaway.com processed orders worth €2.3 billion and generated revenue of nearly €315 million in the twelve months ended 30 June 2019. The company is listed on Euronext Amsterdam (**AMS: TKWY**).

## **Market Abuse Regulation**

This press release contains inside information as meant in clause 7(1) of the Market Abuse Regulation.

## **Disclaimer**

Statements included in this press release that are not historical facts (including any statements concerning investment objectives, other plans and objectives of management for future operations or economic performance, or assumptions or forecasts related thereto) are, or may be deemed to be, "forward-looking statements". These forward-looking statements may be identified by the use of forward-looking terminology, including the terms "believes", "estimates", "plans", "projects", "anticipates", "expects", "intends", "may", "will" or "should" or, in each case, their negative or other variations or comparable terminology, or by discussions of strategy, plans, objectives, goals, future events or intentions. Forward-looking statements may and often do differ materially from actual results. Any forward-looking statements reflect the company's current view with respect to future events and are subject to risks relating to future events and other risks, uncertainties and assumptions relating to the company's business, results of operations, financial position, liquidity, prospects, growth or strategies. Forward-looking statements speak only as of the date they are made.



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Market share estimates contained in this press release are based on outside sources, such as specialised research institutes, in combination with management estimates.

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