

Amsterdam, 10 October 2017

## Q3 2017 Trading Update

- 42% year-to-date total order growth
- 32% year-to-date total order growth in the Netherlands
- 42% year-to-date total order growth in Germany
- 63% year-to-date total order growth in the Other segment

**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, hereby issues an order update for the third quarter of 2017.**

### Statement of Jitse Groen, CEO of Takeaway.com

*“A year after the IPO, Takeaway.com is in good shape at the beginning of the growth season. Our order growth has been significant throughout the year, and we have continued our strong growth in the third quarter of 2017 resulting in year-to-date order growth of 42%. We have substantially increased our market share throughout our Leading Markets and we expect our expanding network effects to further widen the gap between us and competition. Takeaway.com will increase its investments in the fourth quarter of 2017, especially in Germany and the Other segment. At the same time, our accelerating growth of 34% for the third quarter in the highly profitable Netherlands segment enables us to decrease the losses for the company as a whole going forward. Takeaway.com will modestly raise its commissions at the beginning of next year, which will further improve profitability in all Leading Markets.”*

Orders <sup>1</sup> x 1,000	Third quarter			Year-to-date		
	2017	2016	Growth	Sep-17	Sep-16	Growth
Netherlands <sup>2</sup>	7,038	5,239	34%	19,956	15,112	32%
Germany <sup>6</sup>	5,828	4,205	39%	17,085	12,015	42%
Other <sup>3,4,5,6</sup>	4,150	2,678	55%	11,959	7,337	63%
<b>Total</b>	<b>17,016</b>	<b>12,122</b>	<b>40%</b>	<b>49,000</b>	<b>34,464</b>	<b>42%</b>

1) Excluding white label orders. Total white label orders in 2017 year-to-date were approximately 15K

2) The acquisition of the Netherlands' activities of Just Eat Benelux has been included from August 2016

3) Other comprises Belgium, Austria, Poland, Switzerland, France, United Kingdom, Luxembourg and Portugal

4) The acquisition of the Belgian activities of Just Eat Benelux has been included from August 2016

5) The United Kingdom operations were discontinued in August 2016

6) The acquisition of Resto-in Belgium and Germany has been included from January 2017

- Takeaway.com processed 17.0 million orders in Q3 2017, representing a 40% increase compared with Q3 2016, or 42% year-to-date.
- The Netherlands' growth accelerated to 34% in Q3 2017 and is a continuation of the high growth of 32% that we have delivered since the start of the year. This is particularly relevant given the Netherlands is one of the few large and highly profitable online food delivery marketplaces worldwide. Profits from this segment provide the company with a healthy base and will continue to fuel Takeaway.com's rapid expansion.
- In Germany, order growth amounted to 39% in Q3 2017 compared with Q3 2016, and 42% year-to-date. Although the company is already the clear number one brand in terms of orders, Takeaway.com will increase its investments in Germany in the fourth quarter of 2017. Management expects

accelerated market share expansion in Germany as a result of the increasing network effects following Takeaway.com's rapidly increasing scale in the market.

- Takeaway.com signed up Domino's Pizza in Germany in October 2017. The company now has all large delivery chains in its Leading Markets listed on its platform, which is an acknowledgment of the key role the company plays in Europe and the success of the business model; not only towards its consumers, but also towards its restaurant partners.
- In the Other segment, order growth was 55% in Q3 2017 compared with Q3 2016, and 63% year-to-date. Order growth in Belgium, Austria and Poland remained at high levels, and Takeaway.com is the clear market leader in each of these countries in terms of orders. The company will increase its investments in order to further expand its market share.
- The company will increase its commission rates in all Leading Markets, effective as from 1 January 2018, which is expected to have a ca. 5% positive effect on revenue growth for 2018 and onwards. Takeaway.com's take rates remain low as compared to peers.

In accordance with previous trading updates, the company provides further insight in its Benelux operations by providing alternative segmentation.

Orders <sup>1</sup> x 1,000	Third quarter			Year-to-date		
	2017	2016	Growth	Sep-17	Sep-16	Growth
Benelux <sup>2,3,6</sup>	8,117	5,986	36%	23,095	17,063	35%
Germany <sup>6</sup>	5,828	4,205	39%	17,085	12,015	42%
Other <sup>4,5</sup>	3,071	1,930	59%	8,820	5,386	64%
<b>Total</b>	<b>17,016</b>	<b>12,122</b>	<b>40%</b>	<b>49,000</b>	<b>34,464</b>	<b>42%</b>

1) Excluding white label orders. Total white label orders in 2017 year-to-date were approximately 15K

2) Benelux comprises Netherlands, Belgium and Luxembourg

3) The acquisition of Just Eat Benelux has been included from August 2016

4) Other comprises Austria, Poland, Switzerland, France, United Kingdom and Portugal

5) The United Kingdom operations were discontinued in August 2016

6) The acquisition of Resto-in Belgium and Germany has been included from January 2017

## Takeaway.com

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### **About Takeaway.com**

Takeaway.com is the leading online food delivery marketplace in Continental Europe and Vietnam. The company is focused on connecting consumers and restaurants through its platform. With over 31,000 connected restaurants, Takeaway.com offers consumers a wide variety of food choice. The group mainly collaborates with delivery restaurants. In addition, Takeaway.com also provides restaurant delivery services in 23 European cities in five countries for restaurants that do not deliver themselves.

Founded in 2000, the group has rapidly grown to become the leading online food delivery marketplace of Continental Europe with operations in the Netherlands, Belgium, Germany, Austria, Poland, Switzerland, France, Luxembourg and Portugal. In the twelve months ended 30 June 2017, Takeaway.com processed nearly 59 million orders from 10.2 million unique consumers.

With over 900 employees, the group processed orders worth €1,126 million and generated revenue of €139 million in the twelve months ended 30 June 2017. Takeaway.com is listed on Euronext Amsterdam (**AMS: TKWY**).

### **Financial calendar**

- Q4 2017 Trading Update : 10 January 2018
- 2017 Full Year Results : 28 February 2018
- 2017 Annual Report : 16 March 2018
- Q1 2018 Trading Update : 10 April 2018
- 2017 AGM : 17 May 2018

For more information, please visit <https://corporate.takeaway.com/investors/financial-calendar/>

### **Market Abuse Regulation**

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

### **Disclaimer**

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The company expressly disclaims any obligation or undertaking to update, review or revise any forward-looking statement contained in this announcement whether as a result of new information, future developments or otherwise.

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