

## Amsterdam, 2 May 2017

# Q1 2017 Trading Update

- 47% year-on-year total order growth in Q1 2017
- 31% year-on-year order growth in the Netherlands in Q1 2017
- 47% year-on-year order growth in Germany in Q1 2017
- 79% year-on-year order growth in the Other segment in Q1 2017

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 first quarter of 2017.

# Statement of Jitse Groen, CEO of Takeaway.com

"In the first quarter of 2017, Takeaway.com continued to deliver on its growth strategy. The company further strengthened its market positions in all leading markets. Given the success of our strategy, we are determined to accelerate the investments in both marketing and our restaurant delivery services Scoober in order to grow as fast as possible."

0 1 1 1000		First quarter			
Orders <sup>1</sup> x 1,000		2017	2016	Growth	
	Netherlands <sup>2</sup>	6,215	4,737	31%	
	Germany <sup>6</sup>	5,675	3,859	47%	
	Other <sup>3,4,5,6</sup>	3,893	2,172	79%	
	Total	15,783	10,768	47%	

- 1) Excluding white label orders. Total white label orders in Q1 2017 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.be and Resto-in.de has been included from January 2017
  - Takeaway.com processed 15.8 million orders in Q1 2017, representing a 47% increase compared with Q1 2016. The growth rate in the first quarter of 2017 underpins the effectiveness of our investments in sustainable growth to maintain and expand our leading market positions.
  - Orders via our restaurant delivery services, internally branded as Scoober, amounted to 1.1% of total
    orders in Q1 2017, versus 0.1% of orders in Q1 2016. The growth of this service has been faster than
    anticipated. Takeaway.com will further invest in Scoober as management is confident that its
    restaurant delivery roll-out will be beneficial to the network effects.
  - Following the higher than expected growth of Scoober, also in the Netherlands, we amend the medium term objective for the Netherlands from "Netherlands EBITDA margin to continue to increase" to "Netherlands EBITDA to continue to increase".
  - The Belgian and German operations of Resto-In have been fully integrated in January 2017, further strengthening our presence and offering in several cities.
  - In February 2017, Takeaway.com introduced its new branding campaign, which builds upon the slogan "Time for Takeaway.com" emphasizing the valuable little moments in people's lives and focused on the variety of food its platform offers. It currently runs in all five Leading Markets and Switzerland.



• In Belgium, our brand name has been changed from Pizza.be to Takeaway.com to reflect the broad variety of dishes that can be ordered via our platform. The name change had no effect on orders.

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

0 1 1 1000		First quarter			
Orders <sup>1</sup> x 1,000		2017	2016	Growth	•
	Benelux <sup>2,3,6</sup>	7,229	5,315	36%	
	Germany <sup>6</sup>	5,675	3,859	47%	
	Other <sup>4,5</sup>	2,879	1,594	81%	
	Total	15.783	10.768	47%	

- 1) Excluding white label orders. Total white label orders in Q1 2017 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 Kindom and Portugal
- 5) The United Kingdom operations were discontinued in August 2016
- 6) The acquisition of Resto-in.be and Resto-in.de 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 approximately 29,000 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 17 European cities 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 ending December 2016, Takeaway.com processed more than 49.3 million orders from 8.9 million unique consumers.

With over 700 employees, the group recorded gross merchandise value of €942 million and a revenue of €112 million in 2016. Takeaway.com listed on Euronext Amsterdam (AMS: TKWY) on 30 September 2016.



#### Financial calendar

Annual General Meeting : 18 May 2017
 Half Year 2017 Results : 2 August 2017
 Q3 2017 Trading Update : 2 November 2017

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

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.

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.