

Commercial Update for OrderYOYO A/S - December 2021 ARR DKK 120m

Company Announcement No. 15-2022
OrderYOYO A/S
Inside Information

Copenhagen, January 7, 2022

Financial Update 2021

- December 2021 ARR realized at DKK 120m compared to latest guidance of DKK 110 – 125m
- December 2021 GMV realized at DKK 1,180m compared to latest guidance of DKK 1,100 – 1,400m.
- No significant Covid-lockdown tailwind experienced in December 2021 vs high lockdown tailwind in December 2020
- Number of Restaurant Partners by end 2021 at 5,037

Net revenue and EBITDA for full year 2021 will be released following auditing. We will release our full year 2021 Financial Report on March 22, 2022.

Financial guidance 2022 maintained

(DKKm)	2022
Net revenue	120 – 135
EBITDA	5 – 15
ARR (December annualized)	140 – 170
GMV (December annualized)	1,400 – 1,700

Current market development

We still experience that our Restaurant Partners in the UK are under extraordinary pressure. However, we do see increased performance in the UK. We have in the last 3 months been even more focused on helping our Restaurant Partners under these difficult conditions, which have had a positive impact for our Restaurant Partners. We will continue these efforts towards our Restaurant Partners.

The Danish, Irish and German markets continue to perform according to the plan.

Since our acquisition of Happz we have been analyzing the German market and preparing our German product version. We are now ready to increase the investments in the German market and 2022 will be the year in which we will accelerate our strategic and well-defined approach towards new German Restaurant Partners.

Strong product development significant contributor to future growth

OrderYOYO continues its strong focus on product development projects to liberate our Restaurant Partners in their effort to claim back their own customers.

During Q4 we have implemented our new end-user web product solution to 2/3 of our Restaurant Partners. The data from the new product is very promising and shows increased end-user conversion compared to the old product. During Q1 2022 we will implement the new web version at the remaining part of our Restaurant Partners. Furthermore, we will release a new app version during Q1 2022 with increased functionalities and features. Together with our Customer Data Platform we expect that these new products will increase end-user conversion even more.

During Q4 we have intensified our technological partnerships especially within the marketing space. Especially our engagement with Google has increased and is mainly driven by strong relations between our German company and Google. This has been broadened out to the rest of our markets.

All product development activities and technology partnerships drive end-user lifetime value for each specific Restaurant Partner through better acquisition, better retention, higher frequency, and higher monetary activities.

Long-term growth drivers remain strong

OrderYOYO's mission to liberate your local, independent takeaway restaurant and empower restaurant owners to claim back their returning consumers is more than ever relevant and important and the fundamental growth drivers are intact and increased in all our markets.

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About OrderYOYO

OrderYOYO is a leading European online ordering, payment, and marketing software solution provider. OrderYOYO's solution is offered as Software-as-a-Service (SaaS) and enables small independent takeaway restaurants to have their own-branded online presence direct to consumers. OrderYOYO helps takeaway restaurants drive online takeaway orders through their own tailored software solution in the individual takeaway restaurant's own brand.