

## Financial report for the period January 1, 2021 – December 31, 2021 – and appointment of Chairman of the Board and CEO

Company Announcement No. 17 –2022  
OrderYOYO A/S  
Inside Information

Copenhagen, March 22, 2022

### Financial Highlights – net revenue growth of 42% 2021 vs 2020

- Strong net revenue growth 2021 vs 2020 of 42% - to DKK 108.5m in 2021 - slightly above latest guidance of DKK 102.5-107.5m
- 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 compared to 3,567 by end 2020
- EBITDA before other external costs for 2021 of DKK 0.7m compared to latest guidance around DKK 0m

### Outlook for 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 conditions

2021 was a truly extraordinary year for OrderYOYO A/S ("OrderYOYO") – with a first half year under complete Covid-19 lock down in all our three key markets and a second half year where restrictions were lifted in all three markets. The reopening during the second half year created an extraordinary difficult situation especially for our Restaurant Partners in the UK, whereas the Danish, Irish and German market all performed according to plan.

However, during the first months of 2022 we have seen an increased performance in the UK. We have in the last six months been even more focused on helping our Restaurant Partners, which have had a positive impact for our Restaurant Partners. We will continue these efforts towards our Restaurant Partners in all our markets.

We have since our acquisition of Happz been analyzing the German market and preparing our German product version. We are proud and happy that the first new German Restaurant Partners have been signed during February and March.

## Appointment of Management

As of 22 March 2022, the Board of Directors have appointed Jesper Johansen as CEO. Jesper Johansen has been interim CEO since 13 December 2021 and has since 2016 been active investor and Chairman of OrderYOYO.

Preben Damgaard will at the same time permanently take up the position as Chairman of the Board of Directors of OrderYOYO.

## Market Consolidation and strengthening of Capital Position

As our markets have normalized, OrderYOYO sees increased consolidation opportunities. As a European market leader, OrderYOYO aims to actively participate and engage in such consolidations as opportunities arise. Any such consolidation will take place under our overall vision of liberating the independent takeaway restaurants in Europe.

To enable OrderYOYO to act with agility OrderYOYO has decided to strengthen its capital reserve and bring our liquidity position above DKK 100m. Hence, OrderYOYO will increase its share capital by launching an issuance of new shares in a private placement today expected to result in approximately DKK 40m in gross proceeds. In parallel, OrderYOYO will enter into an additional long term loan facility of DKK 40m with Vækstfonden.

The private placement is directed to the current shareholders SEED Capital, Vækstfonden, Damgaard Company and BankInvest underlining their strong commitment and belief in OrderYOYO.

Kindly refer to Company announcement No. 18 - 2022 for further details on the private placement and the loan facility.

## Presentation

The annual report for 2021 will be presented at an online conference on 22 March 2022 at 1:00pm CET.

Register for the conference at:

<https://hcandersencapital643.clickmeeting.com/orderyoyo-full-year-report-2021/register>

For more details, please see the annual report attached.

## For additional information, please contact:

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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.