

Financial report for the period January 1, 2022 – June 30, 2022

Company Announcement No. 31 -2022
OrderYOYO A/S
Inside Information

Copenhagen, August 22, 2022

Highlights

Merger with app smart progressing according to plan with the realization of the initial expected benefits

July 2022 first month of consolidation shows an ARR of DKK 177.1m growing 14% compared to 2021 consolidated July proforma numbers

app smart shows strong growth with 47% (YoY) in realized annualized June ARR

Strong focus on profitability with consolidated July 2022 EBITDA around zero

December ARR guidance raised from DKK 175–190m to DKK 180–195m full year 2022 Net Revenue guidance raised from DKK 135–150m to DKK 140–155m

Financial Highlights

	OrderYOYO A/S		app smart GmbH		Proforma OrderYOYO A/S + app smart GmbH		
	H1 2022	H1 2021	H1 2022	H1 2021	H1 2022	H1 2021	Growth (%)
Annual Recurring Revenue (Annualized June MRR)	106,3	105,4	60,8	41,4	167,1	146,8	14%
GMV (Annualized June)	949	1.069	836	678	1.785	1.747	2%
Net Revenue	51,2	53,6	36,1	28,5	87,3	82,1	6%

- Pro-forma annualized June ARR (OrderYOYO including app smart GmbH) of DKK 167.1m vs. DKK 146.8m June 2021 corresponding to a growth of 14%
- ARR OrderYOYO stand-alone based in annualized June 2022 of DKK 106.3m vs. DKK 105.4m based on June 2021 corresponding to a growth of 1%
- Pro-forma net revenue (OrderYOYO including app smart GmbH) of DKK 87.3m vs. DKK 82.1m in H1 2022 corresponding to a growth of 6%
- Net revenue OrderYOYO stand-alone H1 2022 of DKK 51.1m vs. DKK 53.6m in H1 2021 corresponding to a fall of 5%
- Pro-forma annualized June GMV (OrderYOYO including app smart GmbH) of DKK 1,785m vs. DKK 1,747m in H1 2021 corresponding to a growth of 2%
- Annualized GMV OrderYOYO stand-alone based on June 2022 of DKK 949m vs. DKK 1,069m based on June 2021
- H1 2021 positive affected by Covid related close-downs whereas no effect in H1 2022
- 30 June 2022 OrderYOYO stand-alone number of Restaurant Partners totalled 4,972
- 30 June 2022 number of Restaurant Partners including app smart GmbH totalled 9,534

- EBITDA OrderYOYO stand-alone before other external costs for H1 2022 of DKK (6.0)m vs. DKK 3.7m in H1 2021 as we have continued investments in our Restaurant Partners

Merger with app smart develops according to plan

- As stated in Company Announcement no. 25 dated July 17, The OrderYOYO and app smart combination creates the largest restaurant liberator in Europe servicing almost 10,000 Restaurant Partners. The merger is the first step towards the combined company's overall goal of liberating more than 25,000 Restaurant Partners by end 2025
- It is the combination of two market leaders and extends the number of market leading positions in Europe from three to five and creates the European market leader from day one and is the market leader in the two largest takeaway markets in Europe, UK, and Germany
- The integration of the two companies is progressing as planned and all the expected benefits of merging the two companies has been proven. The two companies share the same vision, mission, and market approach, and has in addition proven to be a strong cultural fit. All reasons for strong merger improvements already experienced
- As July is the first month where OrderYOYO and app smart has been together consolidated numbers for July is extraordinarily presented:

(mDKK)	Consolidated OrderYOYO A/S		
	July 2022	July 2021	Growth (%)
Annual Recurring Revenue (annualized July MRR)	177,1	155,5	14%
Annualised GMV (annualized July)	1.913	1.797	6%

- Annualized July ARR of DKK 177.1m corresponding to a growth of 14%
- Annualized July GMV of DKK 1,913m corresponding to a growth of 6%
- Consolidated EBITDA July of around zero according to plan
- Total number of Restaurant Partners end of July of 9,513

Consolidated guidance raised

As the merger with app smart progress successfully as indicated by July performance consolidated guidance is changed as follows:

- December 2022 annualized ARR guidance is raised from DKK 175-190m to DKK 180-195m
- Net Revenue 2022 guidance is raised from DKK 135-150m to DKK 140-155m
- December 2022 annualized GMV and EBITDA before other external costs full-year 2022 guidance is unchanged

(mDKK)	Guidance	
	Current	Updated
December 2022 Annualized Annual Recurring Revenue	175-190	180-195
December 2022 Annualized GMV	2,050-2,200	2,050-2,200
Net Revenue 2022	135-150	140-155
EBITDA before other extraordinary items 2022	(10)-0	(10)-0

Updated Financial Calendar

OrderYOYO will as of Q3 2022 start releasing current Trading Updates for Q1 and Q3. Current Trading Update for Q3 2022 will be published 19 October 2022

For additional information, please contact

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About OrderYOYO

OrderYOYO is the market 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. We liberate restaurants.

Read the full report enclosed.