

## Current trading update for the period July 1, 2022 – September 30, 2022

Company Announcement No. 35 -2022  
OrderYOYO A/S  
Inside Information

Copenhagen, October 19, 2022

### Highlights

**Strong performance in Q3 2022 with ARR of DKK 185m growing 25% compared to 2021 consolidated Q3 proforma numbers. Despite difficult market conditions OrderYOYO continue taking market shares in all major markets as our purpose of Liberating Restaurants are becoming increasingly important and valuable for our Restaurant Partners**

**Continued strong focus on profitability leads to positive Q3 22 EBITDA of DKK 1.9m**

**Merger with app smart progressing according to plan with the realization of the expected benefits – cross-selling of Growth Marketing to the German market enhancing our Restaurant Partners (RP's) digital sales and cross-selling of POS (Point of Sales) to the UK market is thus ahead of plan**

**December ARR guidance was raised in announcement released October 14 from DKK 180-195m to DKK 185-200m. Full year 2022 EBITDA guidance raised October 19 from DKK (10)-0m to DKK (5)-0m as Q3 2022 showed positive EBITDA which also is expected for Q4**

**2023 guidance released showing December ARR guidance of DKK 215-230m, full year Net revenue 2023 guidance of DKK 190-205m and positive EBITDA guidance of DKK 5-15m**

**2023 thereby continues our journey with strong focus on profitability and balancing growth and profit in all activities we carry out, including market consolidations**

### Financial Highlights

DKKm	Consolidated		
	Q3 2022	Q3 2021	Growth (%)
Annual Recurring Revenue (ARR- Annualized September MRR)	185	148	25%
GMV (Annualized September GMV)	1,868	1,702	10%
Net Revenue	45.1	40.5	11%

- Annualized September ARR of DKK 185m vs. DKK 148m September 2021 (proforma consolidated) corresponding to a growth of 25%
- Q3 Net revenue of DKK 45.1m vs. DKK 40.5m in Q3 2021 (proforma consolidated) corresponding to a growth of 11%
- Annualized September GMV of DKK 1,868m vs. DKK 1,702m in September 2021 (proforma consolidated) corresponding to a growth of 10%
- Positive EBITDA before other external costs for Q3 2022 of DKK 1.9m

## Merger with app smart develops according to plan

- The OrderYOYO and app smart combination announced at the end of H1 2022 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
- The combination of two market leaders, extending the number of market leading positions in Europe from three to five created the European market leader from day one and OrderYOYO is now 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
- Cross-selling of Growth Marketing to the German market and cross-selling of POS to the UK market ahead of plan

## Consolidated 2022 guidance was raised in Guidance Announcement October 14, 2022

As the merger with app smart progress successfully consolidated guidance was changed as follows:

- December 2022 annualized ARR guidance was raised from DKK 180-195m to DKK 185-200m
- EBITDA before other external costs full-year 2022 guidance was raised from DKK (10)-0m to DKK (5)-0m
- December 2022 annualized GMV and net revenue full-year 2022 guidance is unchanged

DKKm	Guidance	
	Current	Updated
December 2022 Annual Recurring Revenue	180-195	185-200
December 2022 Annualized GMV	2,050-2,200	2,050-2,200
Net Revenue 2022	140-155	140-155
EBITDA before other extraordinary items 2022	(10)-0	(5)-0

## Consolidated 2023 guidance released

As the merger between OrderYOYO and app smart has created a somewhat different company the board of directors have decided to release 2023 guidance following the Q3 2022 Current Trading update.

DKKm	Consolidated Guidance		
	FY 2023	FY 2022	Growth (%)
December 2023 Annual Recurring Revenue	215-230	185-200	15-16%
December 2023 Annualized GMV	2,200-2,400	2,050-2,200	7-9%
Net Revenue*	190-205	140-155	32-36%
EBITDA	5-15	(5)-0	nm

\*FY 2022 contains 6 months of app smart Net Revenue (July-December)

- December 2023 annualized ARR guidance of DKK 215-230m corresponding to a growth of 15-16% compared to current raised 2022 guidance
- Positive EBITDA before other external costs full-year 2023 guidance of DKK 5-15m

- Net revenue full-year 2023 guidance of DKK 190-205m corresponding to a growth of 32-36% compared to current 2022 guidance. Adjusted for full-year effect of the app smart merger proforma net revenue 2023 growth guided at 7-8%
- December 2023 annualized GMV guidance of DKK 2,200-2,400m corresponding to a growth of 7-9% compared to current 2022 guidance

**For additional information, please contact**

OrderYOYO A/S  
Jesper Johansen, CEO  
Mobile (+45) 21 67 84 92  
Email [jesper.johansen@orderoyo.com](mailto:jesper.johansen@orderoyo.com)  
OrderYOYO A/S Masnedøgade 26, 2100 Copenhagen Ø

**Certified Advisor**

Grant Thornton  
Jesper Skaarup Vestergaard  
Mobile (+45) 31 79 90 00  
Grant Thornton Stockholmsgade 45, 2100 Copenhagen Ø

**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.