

Delivering Innovation

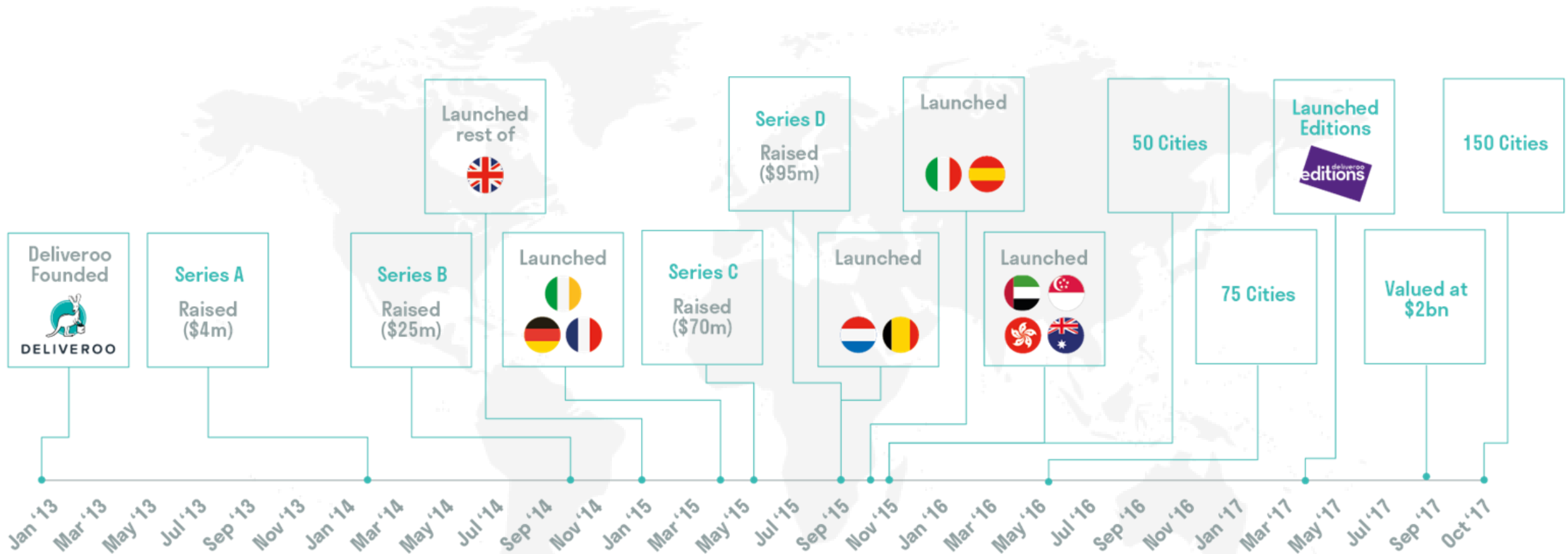
Liam Cox
Regional Manager, Ireland

6th February 2018

The background is a solid red color. Overlaid on this are several white geometric shapes: a large, irregular polygon in the center, and numerous smaller, scattered polygons of various shapes and sizes. The text is centered over the large white polygon.

*“Your favourite restaurants, delivered
fast to your door”*

5 YEARS, 12 COUNTRIES, 250+ CITIES, \$860M OF INVESTMENT



IT ALL STARTED WITH A PHONE CALL...

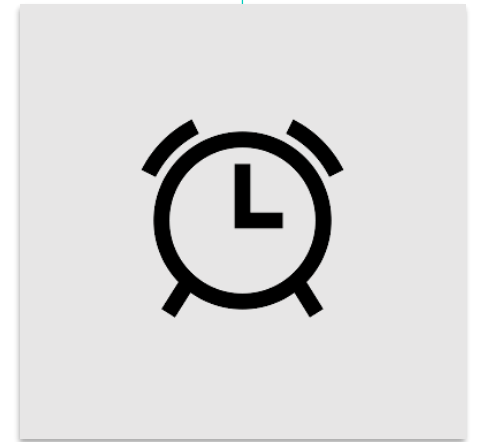
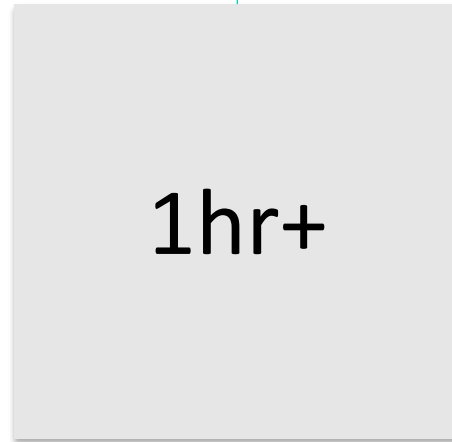
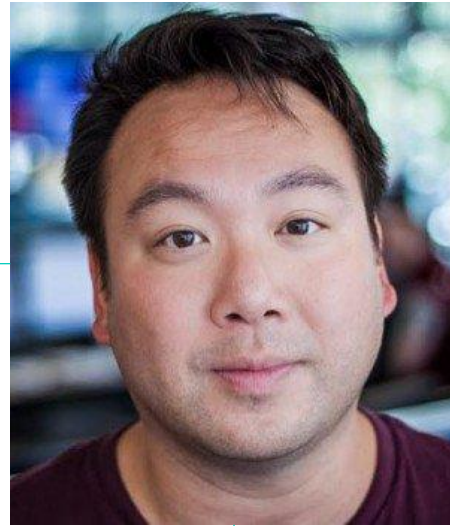


WAVE I
Offline

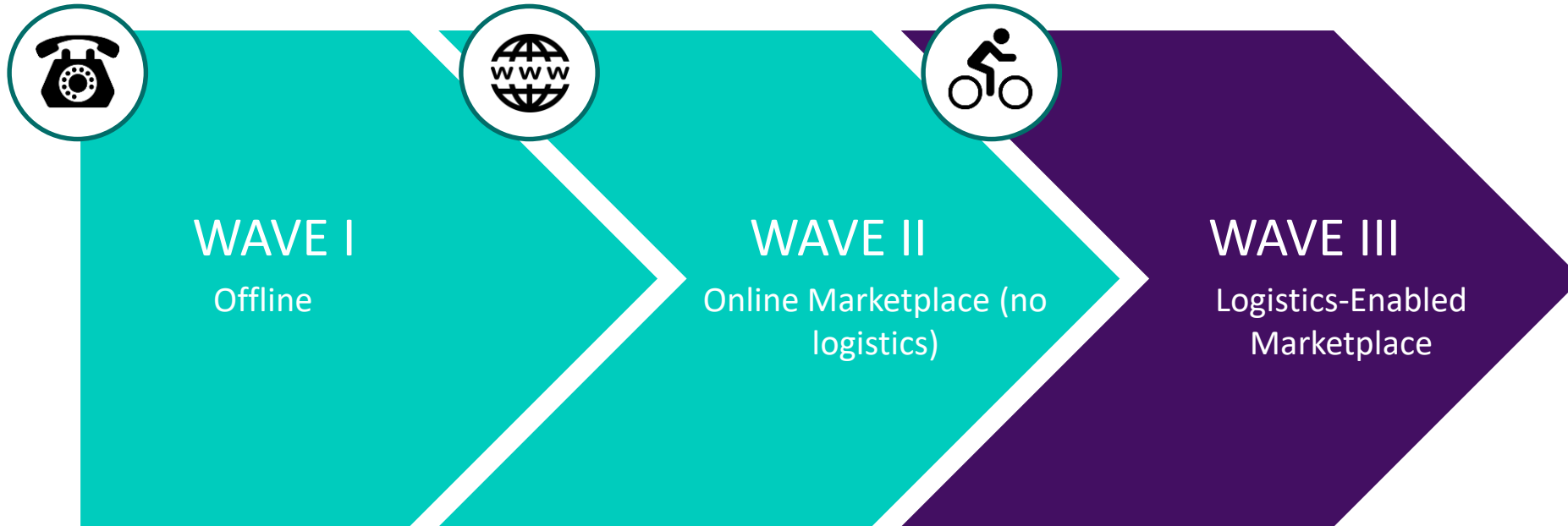
...THEN THINGS WENT ONLINE...



PROBLEMS THAT WILL FACED



DELIVEROO AND THE BIRTH OF WAVE III



FEED PEOPLE 3 TIMES A DAY WITH GREAT FOOD



BREAKFAST



LUNCH



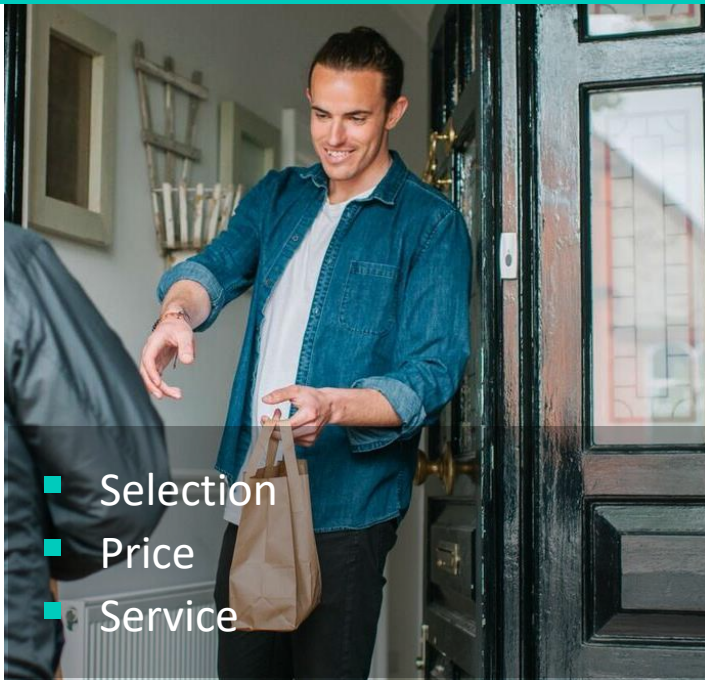
DINNER



OUR BUSINESS IS BUILT ON THREE PILLARS

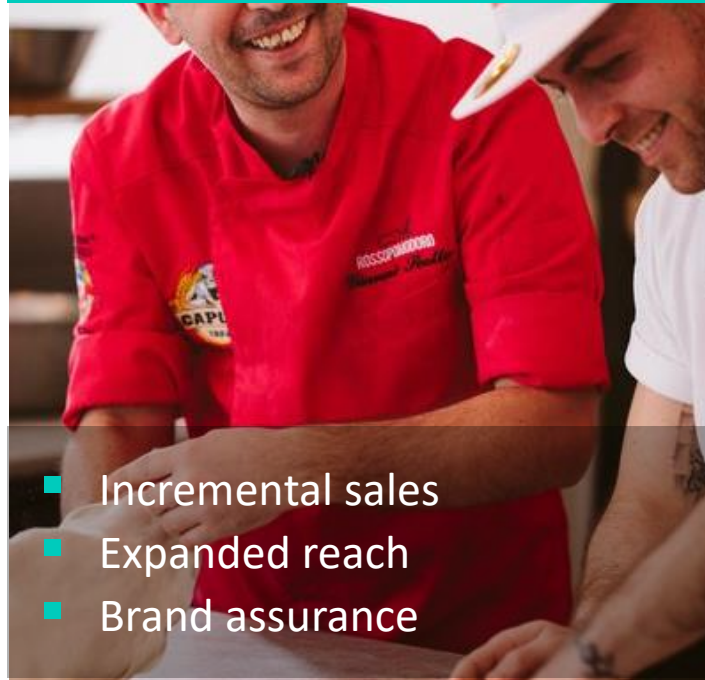


CUSTOMERS



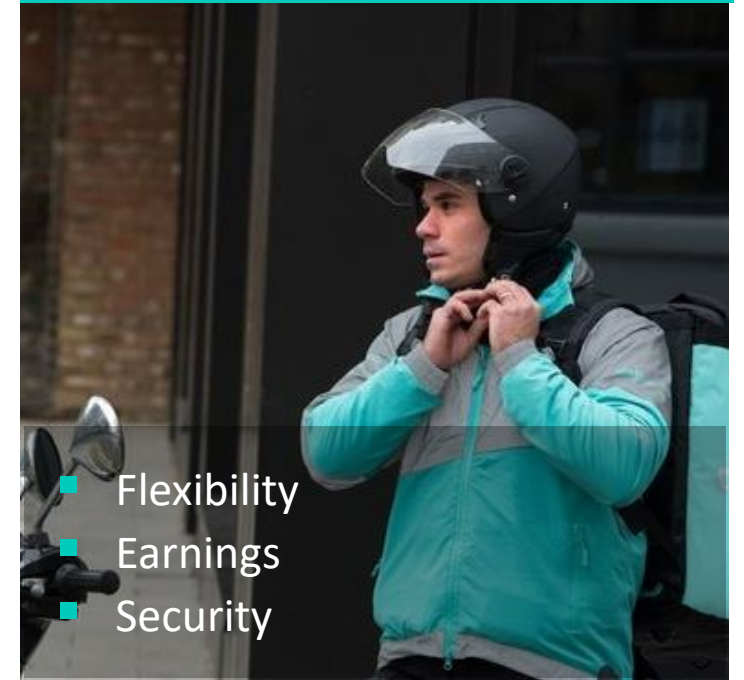
- Selection
- Price
- Service

RESTAURANTS



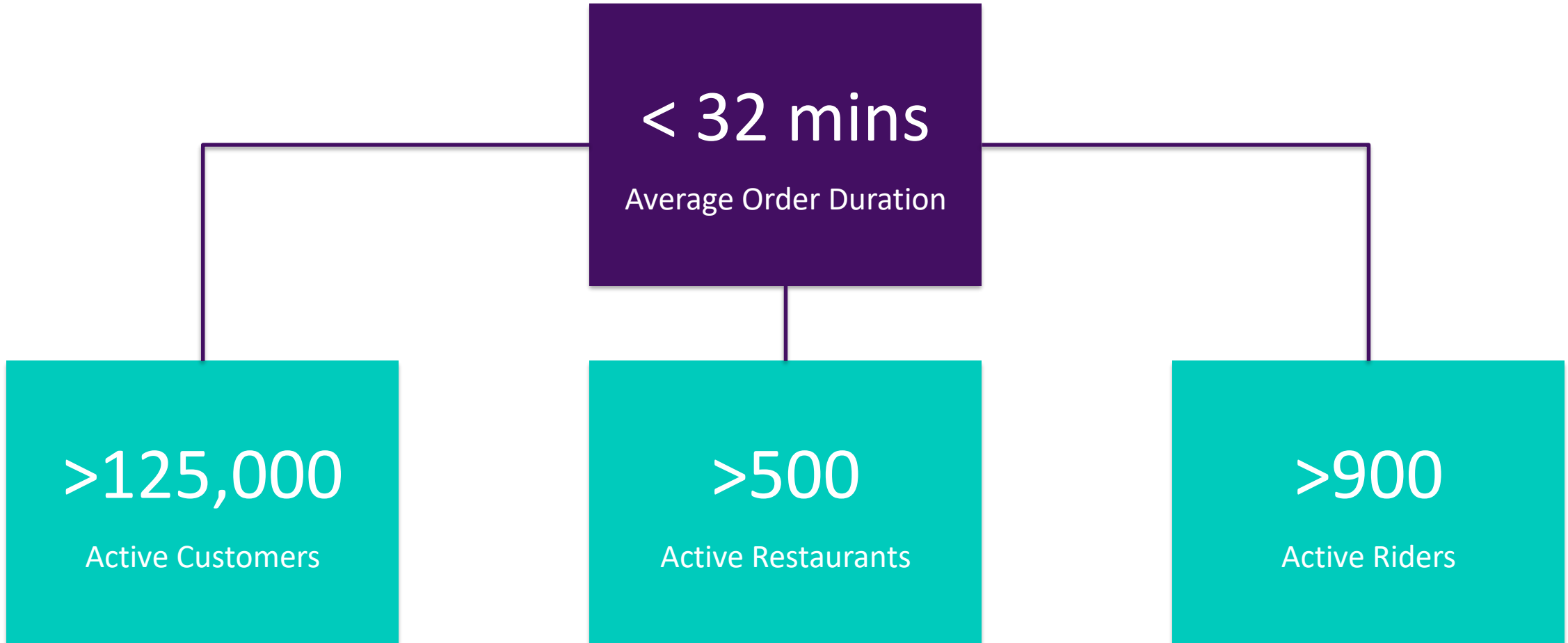
- Incremental sales
- Expanded reach
- Brand assurance

RIDERS



- Flexibility
- Earnings
- Security

CONNECTING CUSTOMERS, RESTAURANTS AND RIDERS UNDER 32 MINS



DELIVERING THE BEST SELECTION TO OUR CUSTOMERS



wagamama

boojum

LUIGI MALONES

FIVE GUYS
BURGERS and FRIES



XI'AN STREET FOOD
A bite of China
千 年 传 承

Orchid
at home

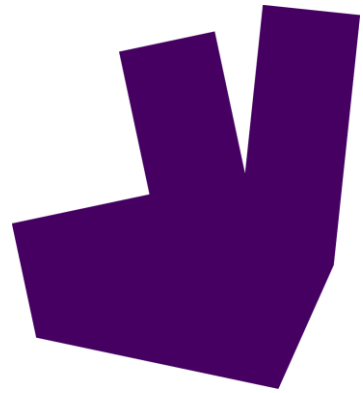


Jamie's
ITALIAN

Carluccio's



DELIVERING FOR OUR RESTAURANT PARTNERS



€15m boost for Irish restaurant sector in last 12 months



800 new jobs over the next 2 years in restaurant sector



610 jobs supported by Deliveroo, 150 in restaurant sector



€3.4m in additional tax revenues

FLEXIBLE WORK FOR OUR RIDERS



- 80% work with Deliveroo because of the flexibility it offers
- Riders have the freedom to work whenever and however long they want
- Our technology makes it easier for them to maximise earnings
- Self-employed and can work with others companies & platforms

FLEXIBLE WORK FOR OUR RIDERS



- 40% of riders are students and work around their studying
- 1 in 10 say Deliveroo is their main source of income
- 57% of riders set themselves a set number of hours each week

SECURITY FOR OUR RIDERS



- Launched an insurance product in the UK
- We want to offer more security to our riders here but not at the expense of the flexibility our riders want
- We want to engage with policymakers to offer both security and flexibility

WHAT'S TO COME?





deliveroo
editions

Custom-built, Delivery Only Kitchens Powered By Our Data And Technology

EDITIONS: THE FUTURE OF FOOD



EDITIONS: A WINNING CONCEPT



6
Countries

12
Cities

25
Editions Sites



Thank You