

OrderYOYO (YOYO)



Strong Delivery in a Tough Market

OrderYOYO A/S (“OrderYOYO” or the “Company”) continued the Company’s strong performance in Q3-23, showing 38% ARR growth, amounting to DKK 256m and a net revenue growth of 44%, amounting to DKK 65m in Q3-23. Moreover, profitability continued to improve, and the EBITDA margin (before other extraordinary items) amounted to 11.5%, compared to 4.2% the same quarter last year, showcasing a continuing trend regarding profitability. By solving digital challenges for restaurants and a steady expansion of its product offerings, something that is expected to attract a greater number of restaurant partners and create upselling opportunities, OrderYOYO is estimated to continue to deliver profitable growth. Based on an EV/S-multiple of 3.9x on the 2023 forecast and adjusted for OrderYOYO’s net debt, a potential fair value of DKK 10.2 per share (10.2) is derived in a Base scenario.

Continued Growth in Difficult Conditions

The ARR grew 38% and amounted to DKK 256m in September 2023 compared to DKK 185m in September 2022, showcasing a continued strong growth during Q3-23. Moreover, the Q3-23 net revenue reached DKK 65m, in contrast to DKK 45m in Q3-22, reflecting an increase of 44% Y-Y. Thus, OrderYOYO continues to exhibit robust top-line growth, notwithstanding persistent macroeconomic challenges. Restaurant partners in the Company’s second-largest market, the UK, continues to be affected by high inflation and a lack of supply of goods in the economy, while consumers continue to grapple with inflation and rising interest rates. Although inflation is now trending downward in several markets, OrderYOYO’s performance in the current climate is perceived as strong and indicative of the Company’s resilient value proposition.

Economies of Scale are Increasing Profitability

EBITDA before other extraordinary items amounted to DKK 7.5m in Q3-23, in contrast to DKK 1.9m in Q3-22, corresponding to a growth of 295% and resulting in a margin of 11.5% (4.2%). Furthermore, OrderYOYO has been Cash EBITDA positive (defined as EBITDA before other extraordinary items minus capitalized R&D expenditures) in all months since June 2023, which means that the Company is self-sustaining and independent of external capital. The continued improved profitability is assumed to be a result of OrderYOYO being a market leader and increased economies of scale resulting from the Company’s consolidation strategy.

Intact Valuation Range

As OrderYOYO developed in line with our expectations during Q3-23, we have only made small adjustments in our estimates, mostly regarding costs as we anticipate some investments regarding staff during Q4-23. However, we still consider OrderYOYO to be well positioned to continue to deliver profitable growth and thus we repeat our valuation range in a Base, Bull and Bear scenario.

VALUATION RANGE

Bear
DKK 5.8

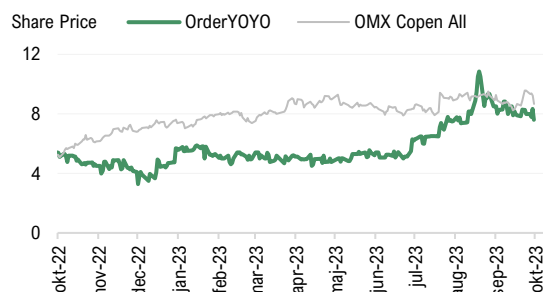
Base
DKK 10.2

Bull
DKK 13.2

KEY INFORMATION

Share Price (DKK) (2023-10-20)	7.54
Shares Outstanding	89,272,231
Market Cap (DKKm)	658.0
Net cash(-)/debt(+)	29.5
Enterprise Value (DKKm)	687.5
List	First North Copenhagen
Q4 Trading Update 2023	January 18 2024

SHARE PRICE DEVELOPMENT



OWNERS (SOURCE: ORDERYOYO)

Smart Capital GmbH	17.5%
SEED Capital	15.7%
TJOYY 2022	13.4%
EIFO	12.7%
Damgaard Company	10.9%

Estimates (DKKm)	2022*	2023E	2024E	2025E
Revenue	149.0	243.5	287.8	329.0
Gross Profit	123.2	199.7	238.8	279.0
Gross Margin	83%	82%	83%	85%
Operating Costs	-124.1	-176.1	-208.1	-228.0
Operational EBITDA **	-0.9	23.6	30.8	51.0
Operational EBITDA Margin **	-1%	10%	11%	16%
P/S	4.4	2.7	2.3	2.0
EV/S	4.6	2.8	2.4	2.1
EV/EBITDA	neg.	35.7	22.3	13.5

* OrderYOYO + app smart consolidated from July 2022.

** EBITDA before non-recurring cost such as IPO-related costs, acquisition costs related to the app smart merger and severance costs.

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ABOUT THE COMPANY

OrderYOYO was founded in 2015 and is a leading European software provider within online ordering, payment and marketing solutions, that enables independent takeaway restaurants to build their own-branded online presence and grow their businesses. Following the merger between OrderYOYO and app smart as of July 2022 the Company's offer has been expanded to also include POS (Point of sale) system. OrderYOYO currently supports ~10,000 takeaway restaurants, with a market leading position in the two largest takeaway markets in Europe, UK and Germany, as well as being market leader in Denmark, Ireland and Austria. OrderYOYO is listed on First North Copenhagen Stock Exchange since July 2021.

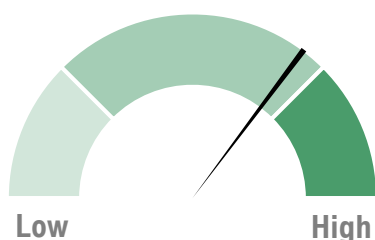
CEO AND CHAIRMAN

CEO	Jesper Johansen
Chairman	Victor Garcia

ANALYST

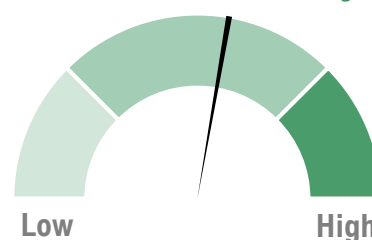
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Value Drivers



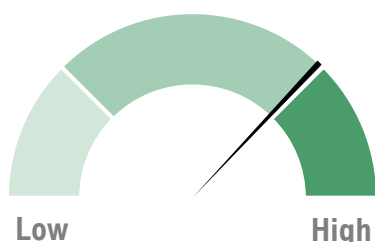
OrderYOYO's addressable market corresponds to a GMV of more than DKK 50bn and at the end of Q3-23 the Company's core GMV amounted to DKK 2.4bn. This corresponds to a market share of approximately 4%, which poses significant growth opportunities. Furthermore, OrderYOYO continues to expand the product offering in order to drive end-user lifetime value. The integrated POS system are currently used by approximately 10% of the total restaurant partners, which indicates significant upsell potential and therefore an estimated higher net revenue retention.

Historical Profitability



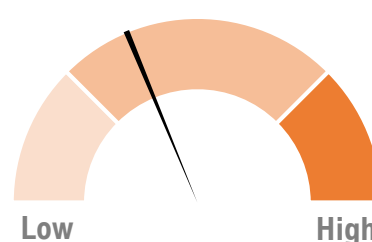
OrderYOYO has historically had a strong focus on growth, which naturally has had a negative effect on the Company's profitability. Therefore, the Company in 2021 showed an EBITDA-margin, before other non-recurring costs, of ~1 %, and a slightly negative operational EBITDA result in 2022. However, OrderYOYO has shown a positive profitability trend during the last year and Analyst Group estimates that the profit in 2023 and forward will expand significantly over time as the business matures. Nevertheless, the grade is based solely on the historical profitability.

Management & Board



The management and the board are assessed to have the right experience and qualifications in order for the Company to reach its goals. Jesper Johansen has a strong track-record as Chairman and CEO of OrderYOYO working closely together with the Company's organization in growing OrderYOYO's ARR from DKK 2m in mid-2016 to DKK 256m by September 2023. In total, management and the board owns approximately 59% of the Company, which presents confidence and incentives to move the Company forward.

Risk Profile



OrderYOYO has a low financial risk with cash receivables amounting to DKK 53m at the end of H1-23 and a positive cash flow from operations meaning that the organic operations are self-sustaining, which poses a low risk that the Company will have to raise additional capital to proceed its organic growth strategy. However, OrderYOYO's main revenue stream is based on a usage-based commission structure, which entails a sales risk that the Company is dependent on restaurant partners increasing their end-user revenue.

Comment on Q3 Trading Update

38%
ARR Growth

Continued Strong Growth and Improved Profitability

OrderYOYO's ARR amounted to DKK 256m in September 2023, corresponding to a growth of 38% compared to September 2022 figures of DKK 185m. The net revenue amounted to DKK 65m during Q3-23, compared to DKK 45m during Q3-22, corresponding to a growth of 44% Y-Y. EBITDA before other extraordinary items amounted to DKK 7.5m in Q3-23 compared to DKK 1.9m in Q3-22, corresponding to a growth of 295% and a margin of 11.5% (4.2%). The Company delivered an annualized GMV of DKK 2,438m in September 2023, compared to DKK 1,868m in September 2022. As mentioned in connection with the H1-23 report, OrderYOYO showed a positive Cash EBITDA in June (defined as EBITDA before other extraordinary items minus capitalized R&D expenditures), something that has continued all months in Q3-23, meaning that the organic operations are now self-sustaining and independent of external capital.

Guidance for 2023 Raised Again and 2024 Guidance Released

Given that OrderYOYO continued to show a strong development during Q3-23, the Company raised its consolidated guidance for FY2023 for the fourth time this year, where the biggest change is in the operational EBITDA, where OrderYOYO is guiding for an EBITDA margin of 8-10% for the full year. The significant rise in guidance for EBITDA again proves the scalable business model that OrderYOYO possesses. In connection with the trading update for Q3-23, OrderYOYO also released guidance for the full year 2024. The Company guides for ARR to reach DKK 300-310m by December 2024, compared to DKK 260-270m in December 2023, which corresponds to a growth of 15%, given the mid-range of guidance. Moreover, EBITDA before other extraordinary items is expected to grow 19%, given the mid-range of guidance, where the stronger expected growth in EBITDA than ARR and revenue demonstrates continued margin expansion to 9-11%. The full guidance for 2024 can be found in the table below.

9-11%
EBITDA margin
2024 guidance

Guidance (DKKm)	2024	2023	Growth (mid-range of guidance)
Annualized Recurring Revenue (Annualized December MRR)	300-310	260-270	15%
GMV (Annualized December GMV)	2,800-3,000	2,500-2,700	12%
Net Revenue	260-270	230-240	13%
EBITDA before other extraordinary items	23-28	20-23	19%

Analyst Group's View of the Figures

OrderYOYO continues the strong growth during the third quarter and are continuing to gain market shares despite a tough market, which proves the Company's strong value proposition to its restaurant partners. The strong growth in ARR and revenue is attributable to a strong growth in GMV, which are estimated to be derived from both existing and new restaurant partners. In addition, OrderYOYO released a new, entirely cloud-based, POS system which offers several advantages for restaurant partners, including, among other things, an intelligent delivery system and a CRM system, which is expected to strengthen OrderYOYO's offer and the fixed subscription fees. Furthermore, the margin expansion continues as the EBITDA margin amounted to 11.5%, compared to 4.2% in Q3-22 and 8% during H1-23, which continues to prove the scalable business model and increased economies of scale.

**Strong
development
despite a tough
climate**

The strong development should be seen in the light of the current challenging macroeconomic situation with continued high inflation and rising interest rates. The combination of high input prices for restaurants and reduced purchasing power for consumers impacts restaurants significantly, why OrderYOYO's ability to grow both through existing and new customers proves the Company's strong value proposition regarding solving digital challenges for the restaurant partners. However, there are bright spots regarding inflation, which is tapering down in most economies worldwide. The UK, OrderYOYO's second-largest market, recently released data for the month of September, indicating a 0.2% month-over-month decrease in prices for food and non-alcoholic beverages compared to August, marking the first monthly decline since September 2021. However, the year-over-year price increase for food and non-alcoholic beverages remains high at 12%, indicating persistent high inflation. As macroeconomic factors continue to improve, Analyst Group estimates that OrderYOYO's churn, which amounted to 7.7% in H2-22 – H1-23, will decrease further, which we view as an important driver for continued ARR growth going forward.

OrderYOYO's Addressable Market is Valued at DKK +50bn

European market leader

OrderYOYO operates in the market for online food services and holds a market leading position within the white-label software solution segment in Europe, with presence in UK, Germany, Denmark, Ireland, Austria and a minor position in Poland and Switzerland. The technological advancements in the restaurant industry and the rising need for restaurant-specific software such as billing and payment processing, marketing optimization, data analytics and menu management are the major factors expected to stimulate the growth of the global restaurant management software market. OrderYOYO's addressable market consists of takeaway restaurants with their own delivery capabilities. In Europe, where OrderYOYO is established, the addressable market corresponds to a GMV of more than DKK 50b, which in turn means that OrderYOYO has a total market share, in terms of GMV, of approximately 4%, hence Analyst Group believes that the Company has significant potential to continue its growth in both existing and potential markets.

Fixed Subscription Contribute with Stable and Recurring Cash Flow

Recurring cash flow

OrderYOYO's ARR was earlier mainly driven by the usage-based subscription, i.e., commission on orders flowing through the Company's system. However, following the merger with app smart, fixed subscription fees are now a substantial part of ARR which constituted 38% of total ARR by the end of H1-23. Analyst Group believes that there are several benefits with the usage-based revenue model, for example, the built-in incentive structure of a falling commission rate in return for higher order volumes are beneficial for both OrderYOYO and the Restaurant Partner as increased usage is far more powerful under the usage-based subscription model. However, when the business climate deteriorates the fixed subscription contributes with stable recurring revenue, which helps to smooth profits and cash flow against more volatility in usage-based revenue model.

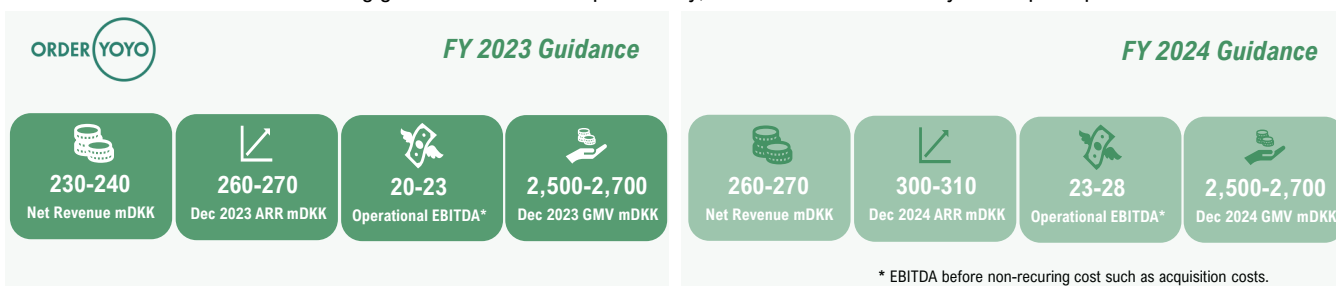
ARR is Expected to Increase to DKK ~350m by 2025

In the coming years, OrderYOYO's ARR is expected to be driven primarily by two main factors, 1) increase in number of restaurant partners in all main markets, UK, Germany, Ireland, Denmark and Austria, and 2) a continued focus on expanding the product offering in order to drive end-user lifetime value. Following the merger, OrderYOYO has succeeded to integrate former app smart's POS system, which are currently used by approximately 10% of the total restaurant partner base, which indicates significant upsell potential and therefore an estimated higher Net Revenue Retention (NRR). Furthermore, a POS system creates customer stickiness because once it is established with the customer, it is considered both time- and cost-consuming for the customer to change systems, which is estimated to reduce churn. Overall, this is estimated to increase the NRR from 101% in 2022 to 106% by 2025 and the churn rate is expected to decrease from -10% in 2022 to -4% in 2025. This positive churn development along with an increased focus on growing existing restaurant partners, is estimated to yield an ARR of DKK 358m in 2025.

106%
Net Revenue Retention
2025E

Raised Guidance

Given OrderYOYO's continued strong performance in Q3-23, the Company updated the guidance for 2023 for a fourth time. Moreover, OrderYOYO also released guidance for 2024. The guidance reflects continued strong growth and increased profitability, which is in line with Analyst Group's expectations.



A Motivated Valuation of DKK 10.2 Per Share in a Base Scenario

DKK 10.2
per share in a
Base scenario

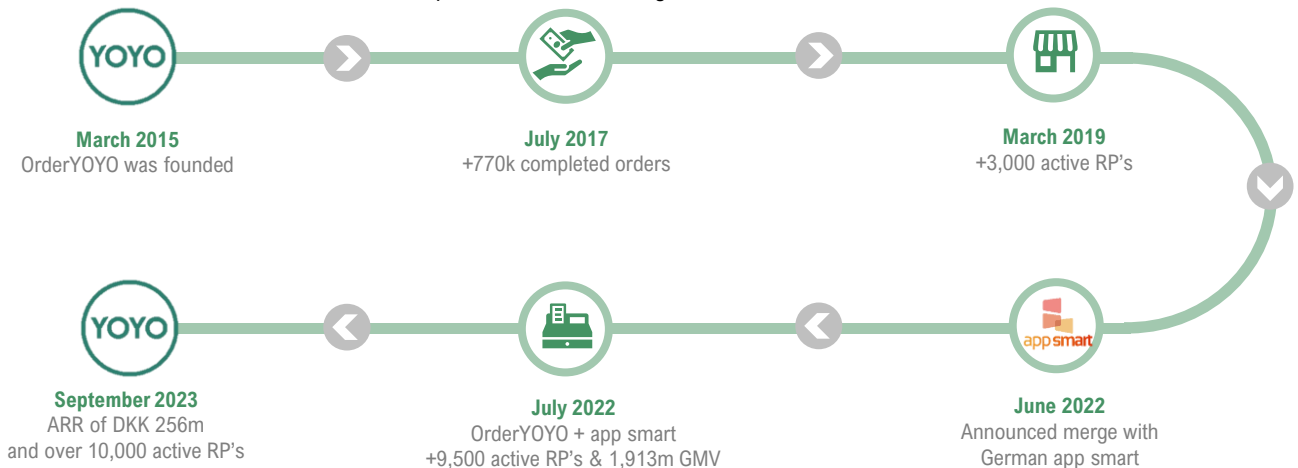
Through a continued expanded product offering, which is expected to attract more restaurant partners as well as provide significant upsell potential, in combination with a higher customer stickiness, and thus reduced churn rates, OrderYOYO is estimated to reach a revenue of DKK 244m in 2023. Based on an EV/S-multiple of 3.9x on the 2023 forecast and adjusted for the net debt, a potential fair value of DKK 10.2 per share is derived, in a Base scenario.



Company Description

**~10,000
restaurant
partners**

OrderYOYO is a leading European online ordering, payment, POS and marketing software solution provider. The Company was founded in 2015 and has experienced strong growth since the foundation. OrderYOYO currently supports ~10,000 restaurants in Denmark, UK, Ireland, Germany, Austria, Poland and Switzerland helping them to engage directly with their end-users. The Company enables independent takeaway restaurants to have a strong online presence that fit into their own brand identity. In today's digital society end-users expect that they are able to order online in an easy and convenient way. However, mostly of the small local takeaway restaurants have scarce resources. Generally, the restaurants do not have the inhouse capabilities to operate an online ordering solution, manage a website, an app and create marketing campaigns. All this is addressed when entering a partnership with OrderYOYO, providing the restaurants with its own online presence and marketing solution.



The Company's white-label solution is offered as a Software-as-a-Service (SaaS) and enables primarily small and independent takeaway restaurants to grow their digital presence. The platform, called *MySuite*, offers a palette of software solutions that consists of four modules; *MyOrdering*, *MyBusiness*, *MyGrowth* and *MyCare*. Following the merger between OrderYOYO and app smart, OrderYOYO's product offering also includes Point Of Sales (POS) solutions tailor-made for the takeaway restaurant. In July 2023, OrderYOYO released a new POS system, which is completely cloud-based, faster and quicker than previous version, which are important factors for RP's. The new cloud-based system enables, among other things, easier menu management, a smart delivery system and a CRM system to get an overview of the customer base and enables targeting with marketing campaigns.

MyOrdering	MyOrdering handles all end-user orders including payments, while being highly scalable in terms of third-party integrations. Whether the restaurant partners have their own delivery fleet or a third-party delivery provider, the orders are easily connected to the delivery provider.
MyBusiness	MyBusiness enables RPs to manage every digital aspect of their business online, such as opening hours, Google optimization, analytics dashboard, menu items, business goals etc. Furthermore, the solution also provides the possibility of a complete overview of order types, most sold items, and popular delivery locations.
MyGrowth	MyGrowth is a full suite of tailored marketing solutions designed to help restaurant partners to grow their end-user reach and increase orders. The online marketing solution include customized Google Ads, local search strategies and campaigns to ensure top ranking on Google.
MyCare	Through the MyCare solution, new restaurant partners are swiftly onboarded, active account management is offered, and RPs receive proactive advice. With MyCare, OrderYOYO provides highly trained restaurant partner care, allowing RPs to focus on their core competencies.
POS System	The POS system consists of software and various individual and expandable Windows-based modules. The POS system can be installed as a single or multi-user solution. Furthermore, additional functions such as order manager, cash registers, customer displays, and barcode scanners can be connected to the system.

Company Description

Revenue Model

Revenue Streams

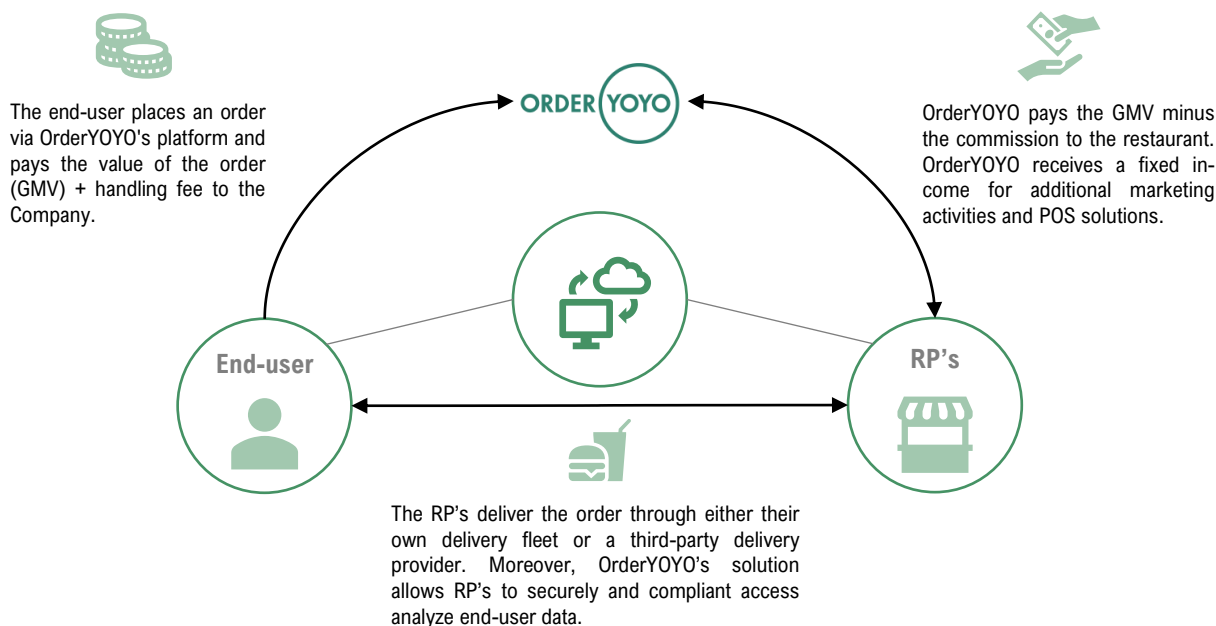


Shop GMV



Price/month

OrderYOYO's main revenue stream is based on a usage-based commission structure. The Company handles all payments from the end-users and transfers the last week's payments to the restaurant partners. Therefore, the RPs receive the total end-user revenue, called Gross Merchandise Value (GMV), minus the commission rate which the restaurant partners pay OrderYOYO. This structure ensures that OrderYOYO always gets paid and does not have any outstanding receivables from the RPs. The Pricing model is based on weekly commission rates, which is divided into five GMV-levels. When restaurant partners increase their end-user revenue, the weekly commission rate decreases – giving the RP's incentive to grow with OrderYOYO. In addition to a commission rate, OrderYOYO is charging end-users a handling fee per order. Lastly, the Company offers additional marketing activities to restaurant partners when RPs sign up for additional marketing campaigns such as Google AdWords and direct e-mail campaigns. Furthermore, following the merger between OrderYOYO and app smart, the company's product offering has been expanded to also include Point of Sales solutions. App smart's revenue model is partly commission-based, but the Company also charges an upfront start-up fee and a fixed fee per month, which is expected to contribute with more stable recurring revenue.



Cost Drivers

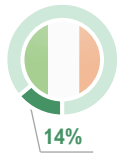
OrderYOYO has spent the last seven years developing and improving the software to ensure that it can scale and grow to accommodate the development in orders in the coming years. Even though the Company is expected to continue to invest in the software, OrderYOYO is estimated to have invested the main part of the investment costs that are attributable to such a development. Henceforward, OrderYOYO's main costs are expected to consist of overhead expenses such as personnel, sales and marketing costs. Furthermore, OrderYOYO intends to continue its strong and deep market penetration in selected markets, which will require significant organizational investments such as country managers, sales and support functions, which is estimated to drive the most part of the expenditures.

Strategic Outlook

OrderYOYO is currently active in Denmark, UK, Ireland, Germany, Austria, Switzerland and a minor position in Poland. The Company's ambition is to expand the business in current markets, as well as other geographical markets such as the Netherlands and Sweden in the coming years. The business model of the Company is not a "one-fits-all-model", every new geographical market has its own characteristics, therefore, it is important to understand specific market needs, behavioral patterns, use of payment methods, relevant third-party integrations etc. For this reason, OrderYOYO will need to adjust its offer in order to become successful in the new market, for example adjust for payment methods and relevant third-party integrations.

Market Analysis

ARR Split by main Markets



OrderYOYO's Addressable Market has Increased Significantly

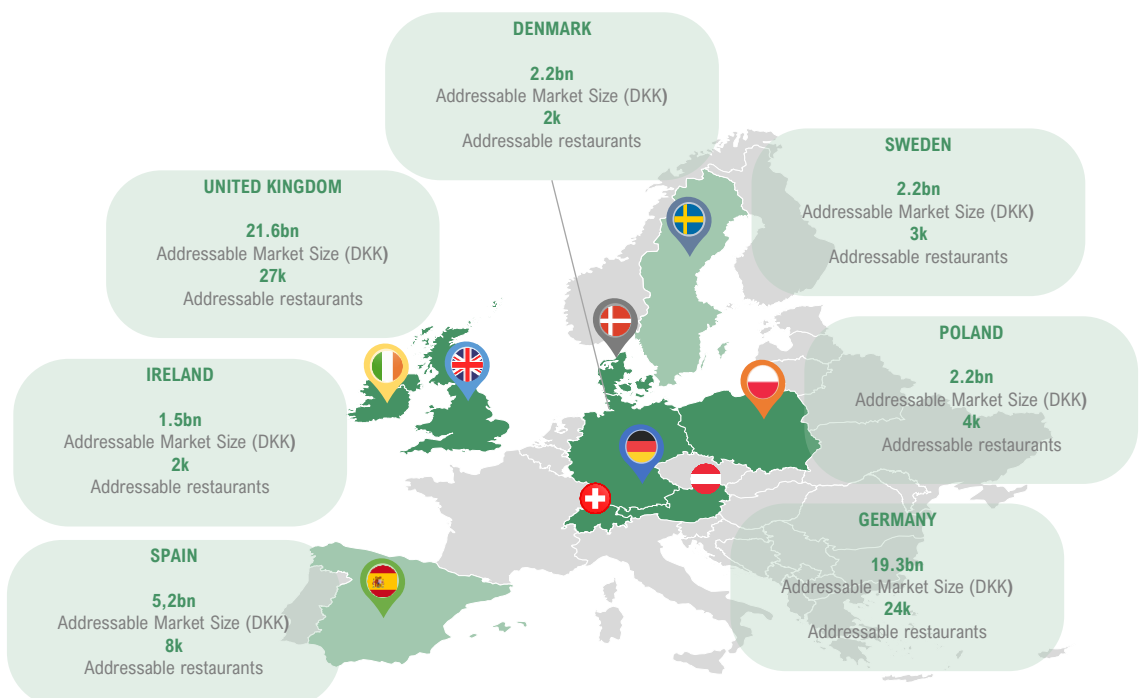
OrderYOYO operates in the market for online food services and holds a market leading position within the white-label software solution segment in Europe, with presence in UK, Germany, Denmark, Ireland, Austria and a minor position in Poland. The technological advancements in the restaurant industry and the rising need for restaurant-specific software such as billing and payment processing, marketing optimization, data analytics and menu management are the major factors expected to further increase the demand, and thus the growth of the global restaurant management software market. Moreover, growing awareness regarding the importance of data analytics solutions in providing valuable insights to improve day to day operations, is one factor that is expected to drive the market growth. The market for online takeaway food has increased significantly in recent years with the Covid-19 pandemic accelerating the growth even further. Historically, the takeaway market has been dominated by direct analog ordering through phone-calls and walk-ins, however, today end-users increasingly convert from offline ordering to online ordering. According to Grand View Research, the global cloud kitchen market is expected to grow at a CAGR of 12.4% from 2021-2028 and amount to USD ~132bn, primarily driven by increasing consumer preference for online food services over dining experiences.

The European Addressable Market is Valued at DKK +50bn

OrderYOYO's addressable market consists of takeaway restaurants with their own delivery capabilities. In Europe, where OrderYOYO is established, the addressable market corresponds to a GMV of more than DKK 50bn. UK is the largest European market within takeaway restaurants with own delivery capabilities, the markets is valued at DKK 21.6bn and consists of approximately 27,000 addressable restaurants. Additionally, OrderYOYO is market leader in the Danish market which is valued at DKK 2.2bn with 2,000 restaurants and the Irish market which addresses 2,000 restaurants valued at DKK 1.5bn. Lastly, OrderYOYO acquired app smart in Germany in July 2022, which led the Company to a market leading position in the region. The German market is the second largest market for OrderYOYO and is valued at DKK 19.3bn with 24,000 addressable takeaway restaurants, which poses substantial growth opportunities. In addition to mentioned markets, OrderYOYO also has a market leading position in Austria and a minor position in Poland and Switzerland, which is not included in the valuation of the addressable market.

OrderYOYO Continues to Grow In Existing Markets, Whilst Targeting New European Markets.

Addressable Market Size (DKK) Measured by GMV and Addressable Restaurants, by Each Region



Source: OrderYOYO company description, 2021.

To provide a perspective on the competitive situation in the market, OrderYOYO's closest competitors are described.

Flipdish



Flipdish is based in Dublin and offers restaurants a white-label platform, enabling them to take online orders from their own websites and set up loyalty programmes for their customers. Flipdish is a global company with +7,500 customers in 25 countries which includes for example Spain, Germany, France, US, Australia, Portugal, Switzerland, Austria and Mexico. The company's core customer is small independent take-away restaurants, but Flipdish is also expanding to sign up larger chains and other hospitality businesses, like hotels and sports stadiums. There are several similarities between Flipdish and OrderYOYO, in terms of business model, product offering, addressable market etc. However, OrderYOYO is focusing entirely on independent takeaway restaurants, unlike Flipdish who addresses a broader segment. This allows OrderYOYO to target sales efforts and tailor the solution specifically to the Company's segment, which is less costly and more accurate. Furthermore, OrderYOYO is expected to cover a larger customer base in core markets such as UK and Germany, since it is common for customers to adopt solutions suggested and used by similar customers in the same environment, OrderYOYO's large Restaurant Partner base can therefore be used to drive a flywheel effect of sign-ups.

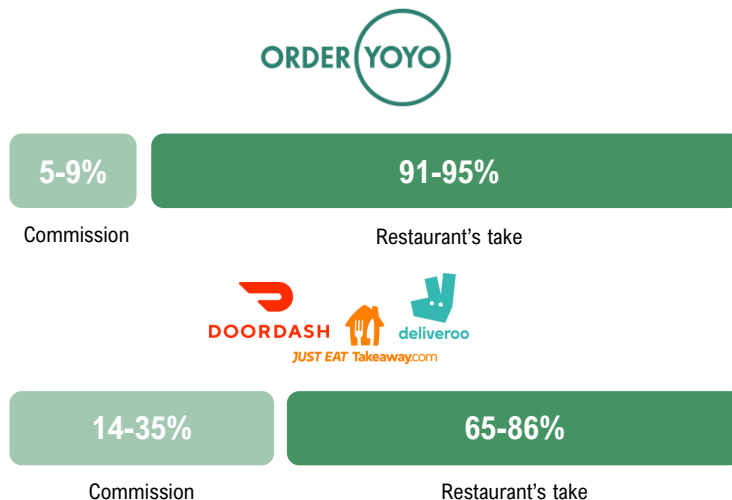
Food Portals



OrderYOYO is not a logistic provider but a software solution provider to local takeaway restaurants with their own delivery capabilities. Food portals such as Just Eat Takeaway, DoorDash and Deliveroo are aggregators of multiple restaurants enabling the end-user to discover and choose between a wide selection of different takeaway restaurants. OrderYOYO and food portals are not directly compared, they are competitors because they compete in the takeaway market, but there are several significant differences in the business model: End-users goes to the food portals app or website, finds the food they want to order and pays via the food portal. The food portal will then charge 14-35 % in commission and transfers the remaining amount to the restaurant. The end-user trades with the food portal and therefore it is the food portal that receives all data and has the entire customer contact afterwards. This leads to several significant complications for the takeaway restaurant. Firstly, the Restaurant Partners pay a high fee of between 14-35% depending on which platform they use, and in addition, the restaurants do not have any direct end-user relationship or data access as the end-user is a customer of the food portal directly. Furthermore, food portals desire to increase their sales, and one way for them to do so is to sell more expensive orders. Hence, food portals can market alternative restaurants when the customer searches for a specific restaurant, which means that the takeaway restaurant loses customers.

Significant Savings in Paid Commission Rates for RP's With Their Own-branded Software Solution.

Commission Rates for Restaurants Regarding Food Portals vs. OrderYOYO's Solution



Source: OrderYOYO Annual Report 2021.

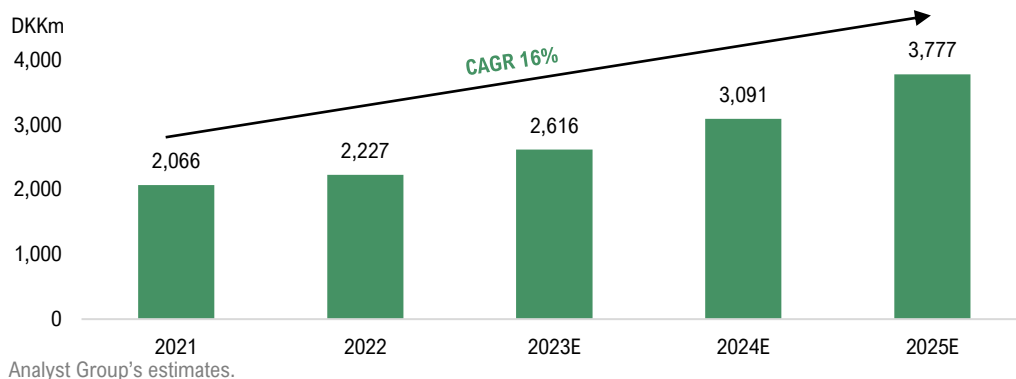
The Gross Merchandise Value is Expected to Reach DKK ~3,800m by 2025

OrderYOYO's revenues are derived partly from variable income in terms of commissions and handling fees, as well as fixed income in terms of additional marketing campaigns and POS-system. The Company's commission rate fluctuates between 5-9%, depending on the restaurant partner's GMV (Gross Merchandise Level). The GMV is the total value of merchandise sold over a certain period of time, in other words it is based on the value of goods times the number of goods sold. In order to derive the number of goods sold, the number of restaurant partners as well as the number of transactions per restaurant has been estimated. Following the merger with app smart and Kingfood, OrderYOYO has increased the number of restaurant partners to over 10,000 by the end of H1-23, with presence in Denmark, UK, Ireland, Germany, Austria, Switzerland and a minor position in Poland. During H1-23, Germany was the largest market for OrderYOYO (44%) in terms of ARR split by country. On the other hand, Analyst Group estimates that the Company only has a ~15-20 % market share in Germany, which poses significant opportunities to increase its market share and invest even more in acquiring restaurant partners to drive growth. OrderYOYO is forecasted to reach an annualized GMV of approximately DKK 3.8bn in 2025, through an increase of restaurant partners and a significant focus on growing existing restaurant partners.

Significant growth opportunities

OrderYOYO Has Considerable Opportunities to Grow In Both Existing- and New Markets.

Estimated GMV (2021-2025)



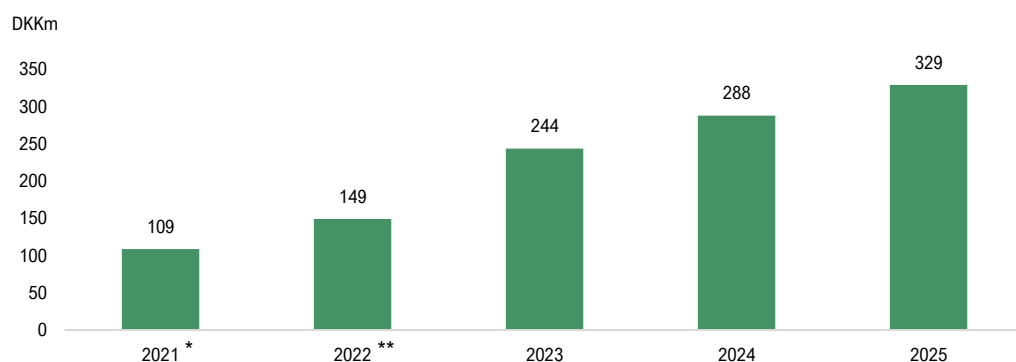
Total Revenue is Estimated to DKK 329m in 2025

Through an average commission rate of approximately 7% in 2025, along with revenue streams from handling fees, additional marketing activities and POS system, Analyst Group expects OrderYOYO to reach a revenue of DKK 329m in 2025. This development is a result of a strong focus on securing end-user revenues for level 1 restaurant Partners, bringing the restaurant partner from trial basis to an ongoing partnership. This is expected to not only increase the revenue, but also reduce the churn rate.

~7%
In average
commission
rate

An Increase of Restaurant Partners and Expansion of Existing Customers Will Drive the Revenue.

Estimated Total Revenue In DKKm



Analyst Group's estimates.

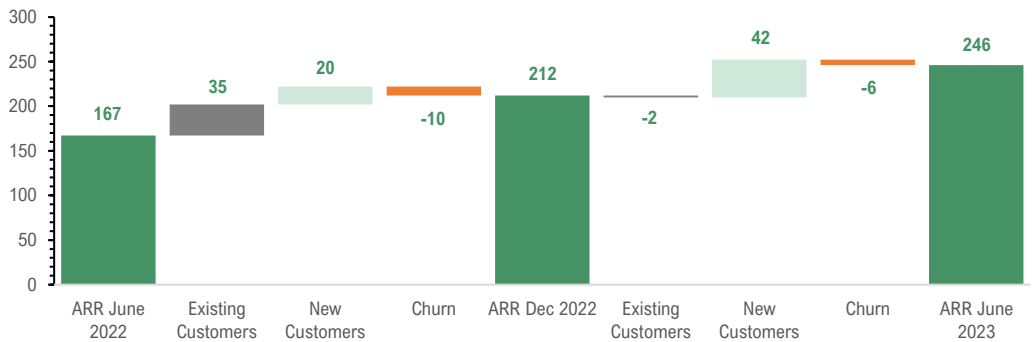
* OrderYOYO standalone ** OrderYOYO + app smart consolidated from July 2022



For SaaS businesses, like OrderYOYO's, the most accurate metric of future cash flow is Annual Recurring Revenue (ARR), which shows the money that comes in every year for the life of a subscription. In this case, the ARR is the annualized value of Monthly Recurring Revenue (MRR), i.e. MRR in a given month times twelve. MRR is the total monthly value of commissions paid by Restaurant Partners on orders, service fees charged to end consumers on orders, marketing services and POS system fees from restaurant partners. The development in ARR depends on factors such as expansion revenue from existing restaurant partner's, the total amount gained from new ones and the total amount lost due to cancellations (churn).

Churn Ratios Decreased During H1-23 Despite a Continued Challenging Market.

Consolidated Proforma ARR Development (mDKK)



Source: OrderYOYO H1-23 report.

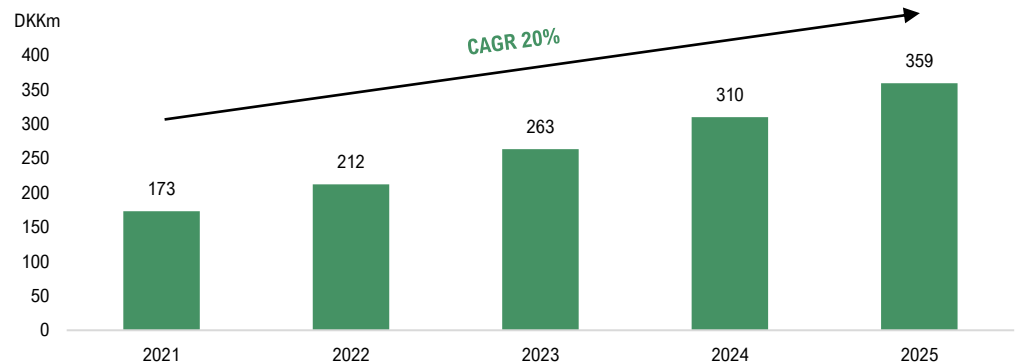
Following the merger, app smart continues to leverage OrderYOYO's marketing solutions, and OrderYOYO continues to leverage app smart's own POS system, which provides significant upsell potential and therefore an estimated higher Net Revenue Retention. Considering this, and that OrderYOYO is expected to continue invest in its product offering and technology partnerships in all three pillars of the Company's product, online ordering, payment and marketing, which is estimated to contribute with additional value for the RP's, OrderYOYO's Net Revenue Retention is estimated to increase during the forecast period and reach 106% by the end of 2025. An example of investments in new products includes OrderYOYO's new Point of Sale (POS) system. This system is entirely cloud-based and offers, among its features, a convenient method for menu editing, an intelligent delivery system, and a CRM system designed to monitor customers, facilitating targeted marketing campaigns. Anticipated benefits of this new system encompass heightened operational speed and user-friendliness, factors expected to enhance customer satisfaction and consequently increase the proportion of RP's who sustain their utilization of OrderYOYO's solution. Furthermore, a POS system creates customer stickiness because once it is established with the customer, it is considered both time- and cost-consuming for the customer to change systems. Overall, this is estimated to contribute to a lower revenue churn, which we witnessed an initial evidence of in H1-23, as churn fell to 7.7% compared to 8.8% in the full year 2022 and is estimated to decrease to approx. 4% by the end of 2025. This positive churn development along with an increased focus on growing existing RP's, is estimated to yield an ARR of approximately DKK 359m in 2025, according to Analyst Group's forecasts.

106%
NRR by the end of 2025

~4%
Revenue churn by the end of 2025

ARR is Estimated to DKK 359m by 2025.

Estimated Combined Annual Recurring Revenue (ARR)



Analyst Group's estimates.

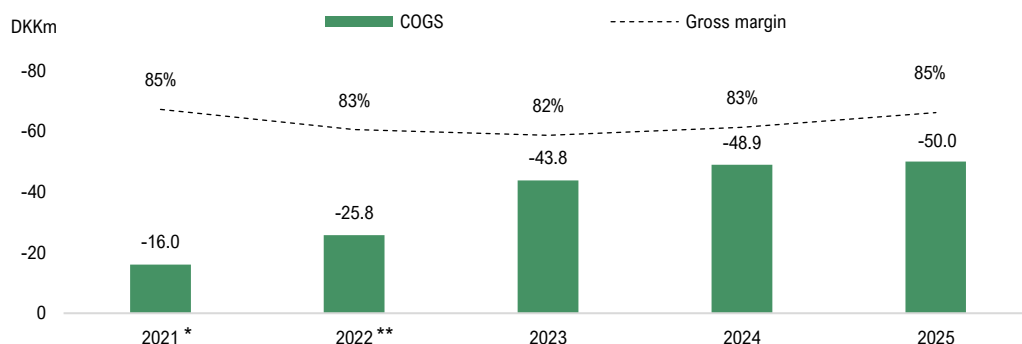
85%
Estimated
Gross Margin
2025

OrderYOYO is Estimated to Show a Strong Gross Margin of 85% in 2025

OrderYOYO has developed its software for a long time and has already extracted the main part of the investment costs that are attributable to such development, hence future sales are expected to show a stronger margin as the larger part of development costs already are taken. OrderYOYO, app smart and Kingfood together has managed to onboard and support over 10,000 customers with ~240 employees, which proves that there is a high scalability in the business model. As the customer base matures, supporting each one becomes cheaper, which is estimated to reduce the COGS in relations to revenue and result in a gross margin of 85% in 2025, according to Analyst Group's calculations.

The Scalable Business Model is Expected to Lead to a Gross Margin of 85% in 2025.

Estimated Cost Of Good Sold (COGS) and Gross margin



Analyst Group's estimates.

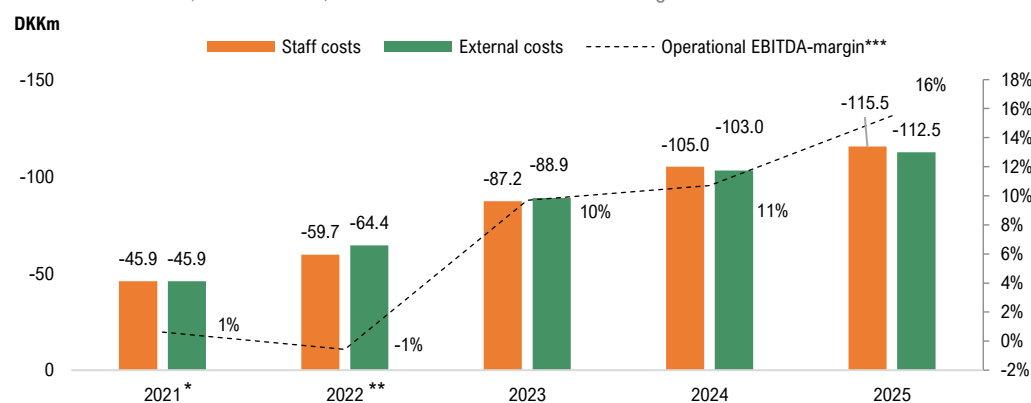
* OrderYOYO standalone ** OrderYOYO + app smart consolidated from July 2022

OrderYOYO is Expected to Reach an EBITDA Margin of 16% in 2025

OrderYOYO is expected to continue to execute on its current road map through increased investments mainly in the biggest European takeaway markets UK and Germany, but also in Denmark, Ireland and Austria, simultaneously as the Company scales up its market expansion in Poland and Switzerland. When entering new markets, significant organizational investments will be required as well as understanding specific market needs, behavioral patterns, use of payment methods, relevant third-party integrations etc. Therefore, strong local organizations are essential, including country managers, sales and support functions etc. However, as the business matures and the Company spends relatively less on growth-related cost items, the EBITDA margin is estimated to expand. The external costs are mainly affected by sales and marketing costs, and since it is common for customers to adopt solutions suggested and used by similar customers in the same environment, OrderYOYO's large restaurant partner base can therefore be used to drive a flywheel effect of sign-ups, which is estimated to reduce the sales and marketing costs. Therefore, the external costs are estimated to decrease in terms of percent as of sales and reach DKK 113m in 2025. Following the merger with app smart, Analyst Group expects that some of the staff has been eliminated, however, as organizational investments will be required when entering new markets, including country managers, sales and support functions, the total staff costs are expected to grow to DKK 116m in 2025.

The External Costs Are Estimated to Decrease In Terms of Percentage As of Sales.

Estimated Staff Costs, External Costs, Other External Costs and EBITDA Margin.



* OrderYOYO standalone

** OrderYOYO + app smart consolidated from July 2022 *** EBITDA before non-recurring cost such as IPO-related costs, acquisition costs related to the app smart merger and severance costs.

Analyst Group's estimates

16%
EBITDA Margin
2025

The derived fair value per share is based on a relative methodology where OrderYOYO is compared to the Danish SaaS sector. Although the companies differ in terms of product offering and addressable market, there are still several similarities between the comparison companies and OrderYOYO, in terms of size, revenue model, margins and to some extent capital structure. Since many peers are currently unprofitable, and as the majority are in rapid sales growth phases, the valuation will be derived from the EV/S-multiple.

Selected Key Metrics for OrderYOYO and Comparable Companies.

Financial Estimates, Base Scenario

Peers	Impero	Penneo	ReleSYS	Agillic	MapsPeople	RISMA Systems	Average	Median	OrderYOYO
Market Cap (DKKm)	82.7	260.1	190.9	210.2	142.4	152.0	173.0	171.4	673.1
Revenue CAGR (2020-2023E)	34%	36%	34%	11%	18%	37%	28%	34%	47%
ARR CAGR (2020-2023E)	35%	35%	37%	16%	36%	42%	34%	36%	36%
Gross Margin (LTM)	42%	84%	89%	76%	89%	78%	76%	81%	81%
EBITDA Margin (LTM)	-61%	-15%	-41%	5%	-194%	-41%	-58%	-41%	8%
D/E-ratio	1.8	0.4	1.3	n.a	n.a	1.9	1.4	1.6	1.0
Revenue Churn	4%	4%	5%	n.a	4%	4%	4%	4%	8%
NRR	117%	113%	109%	106%	117%	103%	111%	111%	101%
EV/S 2023E	2.7	2.6	3.4	3.2	3.5	4.1	3.3	3.3	2.9
P/ARR 2023E	2.7	2.9	3.3	2.9	1.7	4.2	2.9	2.9	2.6

Source: Analyst Group's estimates & company reports, 2023.

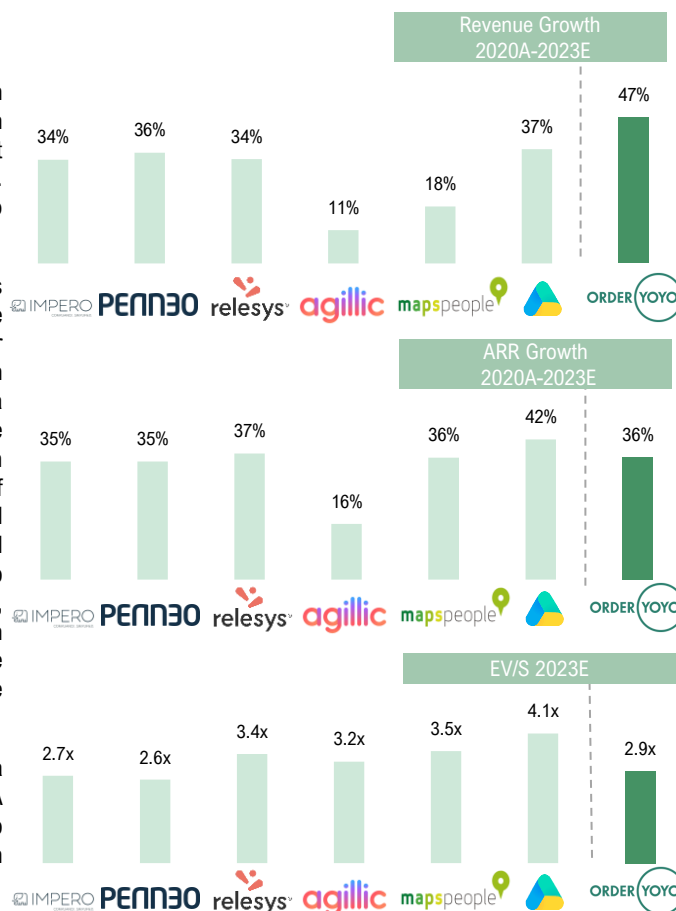
* Based on the H1-23 report ** Based on the Q3 Trading Update

Base Scenario

What OrderYOYO and the comparison companies have in common is that they all have a SaaS-based revenue model, with historically high growth, as well as high gross margins, but historically unprofitable on an operating level (EBITDA). OrderYOYO is valued today (LTM) at a discount compared to peers, both in terms of revenue and ARR.

What implies that OrderYOYO should be valued at a discount is that the Company (LTM) has a low Net Revenue Retention Rate and a higher revenue churn, which is expected to result in lower ARR growth. At the same time, OrderYOYO's NRR and churn have been negatively affected in the most recent period as a result of, above all, an extraordinary difficult situation for the Company's restaurant partners in the UK. The UK market is in general under severe pressure both in terms of lack of employees in critical parts of the economy and a general challenging macroeconomic environment with high inflation and interest rates. However, this is not something that Analyst Group expects to be a sustained trend, but as the market normalizes, we expect that the Company can regain a higher NRR through partial cross-selling with app smart, as well as a lower revenue churn as the restaurant partners increase their use of the company's products, which creates customer stickiness.

Taking this to account, as well as the fact that OrderYOYO is a larger company, lower D/E-ratio, and are profitable on EBITDA level with a margin of 8% (LTM), compared to the peer group that currently is unprofitable, we do argue that a valuation premium is justified.



Base Scenario: Continuation

To give the valuation further perspective, OrderYOYO is also compared to Olo Inc., an American SaaS company in the restaurant software field, where similarities are found regarding, for example, product offering, business model and addressable market.



Olo Inc. is a B2B SaaS company that provides a cloud-based commerce platform for multi-location restaurant brands. Enabling digital ordering and delivery, while enhancing the restaurants direct consumer relationships. Its open SaaS platform includes various core modules: Ordering, Dispatch and Rails. Its Ordering is a fully-integrated, white-label, on-demand commerce solution. Its Dispatch is a fulfillment solution, enabling restaurants to offer, manage and expand direct delivery.

Most significant differences between Olo and OrderYOYO are Olo's dispatch module which allows restaurants to offer and manage their own delivery service and a focus on large chains. However, following the merger between OrderYOYO and app smart, OrderYOYO's revenue is expected to consist of a mix of both usage-based revenues and subscription revenues, which is also the case in Olo.

Olo Inc. in Numbers

22% Revenue Growth CAGR 2021A-2023E	115% NRR LTM
11% EBITDA Margin 2023E	25.4x EV/EBITDA 2023E
4.0x Price/Sales 2023E	2.7x EV/Sales 2023E

Given the forecasts made, OrderYOYO trades at a similar EV/S multiple (2.9) compared to Olo (2.7) on the 2023 forecast. OrderYOYO is a significantly smaller company, higher operational risk and lower retention rate (LTM), which motivates a valuation discount. However, considering that OrderYOYO is expected to show higher revenue growth as well as a higher gross margin, which indicates a greater potential profitability level of the business when it reaches a more mature phase, together with an EBITDA margin in line with Olo in 2023, Analyst Group believes that a valuation premium can be motivated.

DKK 10.2
per share
in a Base scenario

Overall, Analyst Group believes, that an EV/S multiple of 3.9x on the expected revenue of DKK 244m in 2023 is justified. This results in an enterprise value of DKK 940m, which, adjusted for OrderYOYO's net debt, yields a potential market value of DKK 911m, or DKK 10.2 per share in a Base scenario.

Bull scenario

The following are potential value drivers in a Bull scenario:

- The integration between OrderYOYO and app smart continues to entail the Company to both scale up its market expansion in existing markets at a higher rate and continue the cross-selling the companies' offer.
- The increase in the number of restaurant partners and a higher Net Revenue Retention, as well as a lower revenue churn, will have a strong positive effect on both ARR and revenues over the forecast period, which is estimated to result in revenues of DKK 365m in 2025.
- In a Bull scenario, further cost synergies are estimated through the merger of app smart than expected in a Base scenario, which in combination with a more mature customer base, is estimated to lead to a higher profitability.

Based on a 4.8x EV/S multiple with estimated sales in 2023 of DKK 252m, a valuation (market cap) of DKK 1180m or DKK 13.2 per share is implied.

Bear scenario

The following are potential value drivers in a Bear scenario:

- OrderYOYO has grown rapidly over a relatively short period of time with a significant growth of its customer base. In a Bear scenario, the Company can have trouble to onboard and educate employees fast enough to serve the restaurant partners with the necessary level of competence.
- The substandard support to the individual restaurant partner results in that several new restaurant partners do not continue their partnership, which leads to a higher churn rate.
- Fewer restaurant partners are expected to lead to a lower GMV, which in turn leads to lower sales. Furthermore, since it is costly to acquire a customer which then does not lead to an ongoing partnership, the EBITDA-margin in 2025 is also expected to be lower (11%) in a Bear scenario, compared to (15%) in a Base scenario.

Based on a 2.4x EV/S target multiple with estimated sales in 2023 of DKK 230m, a valuation (market cap) of DKK 518m or 5.8 per share is implied.

Management & Board



Jesper Johansen, CEO and Board Member

With a background in Management Consulting, Investment Banking and Private Equity Jesper works as professional investor primarily in technology companies. In the last decade, Jesper has acted as chairman and board member in a large number of highly successful Danish companies including Mofibo, Plenti, Secunia, Libratone, RESON, Edulab and Endomondo amongst others. Jesper has a M.Sc. in Finance from Copenhagen Business School.

Ownership: Jesper owns 50% of TJOYY 2022, that owns 13.4% of OrderYOYO A/S shares, and holds 973,767 warrants with a strike price of DKK 5.25.



Matthias Thorn, Deputy CEO

Following the merger with app smart, Matthias Thorn joined the Company as deputy CEO in July 2022. He is the founder of app smart and has worked as CEO within the company for almost nine years. Matthias has experience from operating leading positions in software companies specialized on POS systems.

Ownership: Matthias owns 50% of Smart Capital GmbH, that owns 17.5% of OrderYOYO A/S shares and holds 973,767 warrants with a strike price of DKK 5.25.



Jesper Hyeled, CFO

Jesper joined the company 1 September 2021 as CFO. Jesper brings close to 15 years of global and strategic financial experience across companies and industries. Before joining OrderYOYO Jesper worked as CFO in a digital communication and software-as-a-service. Jesper began his career at PwC working with audit and financial risk & compliance in Copenhagen. In 2014, he moved to Lundbeck to head up the global financial compliance and enterprise risk management across the group. In 2017, he relocated to Mexico and became part of the regional management as Regional Finance Director. Upon returning to Denmark in 2019, Jesper ended his career with Lundbeck and started working as CFO in Copenhagen. Jesper holds a Master of Science in Business Economics and Auditing from Copenhagen Business School.

Ownership: Jesper currently owns shares in OrderYOYO and holds effective January 17th 2021 973,767 warrants at a strike price of DKK 5.25.



Kristian Brønshøj, CCO

With more than 6 years experience as Sales Director for Denmark & Norway at Just Eat and prior commercial leadership roles in FMCG, Kristian is an expert at executing sales and commercial activities in the online foodservice industry. Kristian has an Executive MBA from Copenhagen Business School, Marketing & Marketing Management from Copenhagen Business School, Graduate Diploma in Business Administration.

Ownership: Kristian currently owns shares in OrderYOYO and holds 973,767 warrants – of which 708,194 can be exercised at a strike price of DKK 1.22 and the remaining 265,573 can be exercised at a strike price of DKK 5.25.



Boris Pomeranets, CIO

Following the merger with app smart, Boris Pomeranets joined the Company as CIO in July 2022. He is one of the founders of app smart and has worked as CFO within the company for almost nine years.

Ownership: Boris owns 50% of Smart Capital GmbH, that owns 17.5% of OrderYOYO A/S shares and holds 973,767 warrants with a strike price of DKK 5.25.



Ralf Sohl, CTO

Ralf Sohl joined the Company as CTO the 1 August 2021. Ralf is an experienced technical advisor within product strategies, commercial execution and the underlying technical structures and designs. Ralf brings more than 15 years of hands-on CTO experience and leadership in building teams and digital products. Educational background: Computer Science (AP).

Ownership: Ralf currently owns shares in OrderYOYO A/S and holds January 17th 2021 973,767 warrants at a strike price of DKK 5.25.



Mauro Greco, CPO

Following the merger with app smart, Mauro Greco joined the Company as CPO in July 2022. He has worked as CPO within app smart for almost two years. Mauro has experience from operating leading positions in software companies specialized on POS systems.

Ownership: Mauro currently owns shares in OrderYOYO A/S and holds 500,000 warrants with a strike price of DKK 5.25.



Victor Garcia, Chairman

Victor is currently Senior managing director at Stifel and joined OrderYOYO as chairman in 2023. Victor has more than 25 years of experience in technology M&A transactions, with longstanding experience of working with Nordic growth companies. Holds deep relationships across the venture capital and growth equity landscape, as well as with global leading technology companies. Victor holds a Bachelor of Economics from University of Exeter, UK.

Ownership: Victor owns no shares at OrderYOYO. Victor or closely related parties has been granted 700,000 warrants.



Ulla Brockenhuus-Schack, Board Member

Ulla is Managing Partner at Seed Capital where she is responsible for the partner team, support staff and five current Seed Capital investments. Ulla has extensive experience within the innovation environment, which includes positions as Board Member in companies such as Active Owners Denmark, Veo Technologies, Vivinio, Tattodo and many more. Ulla has a MBA in Strategy and Innovation from Columbia Business School.

Ownership: Ulla is Managing Partner at Seed Capital that owns 15.7% of OrderYOYO A/S shares.



Thisis Regner Riber Søndergaard, Board Member

Thisis is a highly-talented serial entrepreneur. Thisis has co-founded companies such as Vivino, Fusentasterne and BullGuard and currently serves as Chief Product Officer at the world's most popular wine community, Vivino. Thisis has extensive experience from growing IT start-ups having expanded BullGuard from 2 to 100 employees in 7 years. Thisis has an educational background from Danish School of Journalism.

Ownership: Thisis currently owns shares in OrderYOYO A/S.



Jacob Arup Bratting Pedersen, Board Member

Jacob has several years of experience within the venture capital market, as Partner at Northcap and currently Partner at EIFO. Jacob holds several Board Member seats in SaaS companies currently including eloomi, Monsido, Tame, raffle.ai and Neurons Inc. Jacob has a MSc in Business Administration and Commercial Law at Copenhagen Business School.

Ownership: Jacob is Partner at EIFO, that owns 12.7% of OrderYOYO A/S shares.

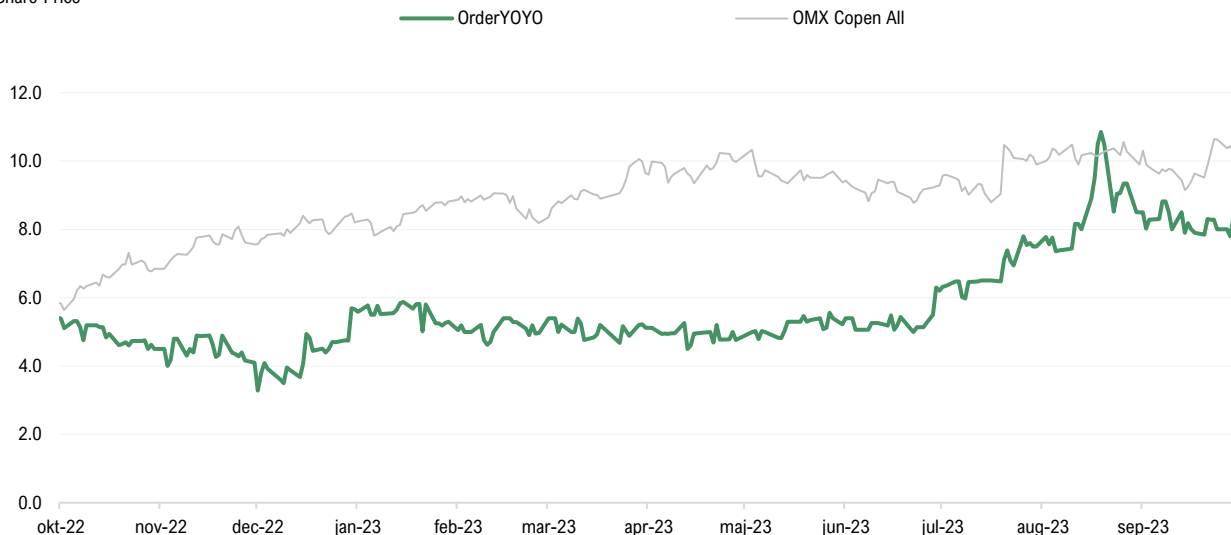


Adrian Fröhling, Board Member

Adrian is founding partner of MATTERLING, an independent M&A boutique specialized on transactions in the food and drink sector in Europe. Adrian has over 19 years' experience in corporate finance advisory of which around eight years dedicated to the food and drink and consumer related sectors. During his career he has been involved in numerous domestic and cross-border transactions, spanning from company successions, corporate divestitures or strategic acquisitions to initial public offerings or capital raisings of emerging growth companies.

Ownership: Adrian is Managing Partner at Matterling that owns shares in OrderYOYO A/S.

Share Price



Base scenario, Income Statement (DKKm)	2021A*	2022A**	2023E	2024E	2025E
Net Revenue	108.5	149.0	243.5	287.8	329.0
COGS	-16.0	-25.8	-43.8	-48.9	-50.0
Gross Profit	92.5	123.2	199.7	238.8	279.0
Gross Margin	85%	83%	82%	83%	85%
Staff Costs	-45.9	-59.7	-87.2	-105.0	-115.5
External Costs	-45.9	-64.4	-88.9	-103.0	-112.5
Operational EBITDA***	0.7	-0.9	23.6	30.8	51.0
Operational EBITDA Margin***	1%	-1%	10%	11%	16%
Non-recurring Costs	-24.2	-15.1	-4.4	0.0	0.0
EBITDA	-23.6	-15.9	19.2	30.8	51.0
EBITDA Margin	-22%	-11%	8%	11%	16%
Depreciations & Amortization	-4.7	-31.8	-34.5	-25.0	-21.5
EBIT	-28.3	-47.8	-15.3	5.8	29.5
EBIT-Margin	-26%	-32%	-6%	2%	9%
Financial income	2.9	0.0	1.9	1.4	0.7
Financial expenses	-3.3	-8.2	-7.9	-8.4	-8.9
EBT	-28.6	-55.9	-21.2	-1.1	21.2
Tax on profit/loss for the year	5.5	7.7	0.0	0.0	-4.6
Profit/loss for the year	-23.1	-48.2	-21.2	-1.1	16.6
Net margin	-21%	-32%	-9%	0%	5%

Key Metrics	2021A	2022A	2023E	2024E	2025E
P/S	6.1	4.4	2.7	2.3	2.0
EV/S	6.3	4.6	2.8	2.4	2.1
EV/EBITDA	neg.	neg.	35.7	22.3	13.5
EV/EBIT	neg.	neg.	neg.	118.7	23.3

* OrderYOYO standalone.

** OrderYOYO + app smart consolidated from July 2022.

*** EBITDA before non-recurring cost such as IPO-related costs, acquisition costs related to the app smart merger and severance costs.

Base scenario, Balance Sheet (DKKm)	2021A	2022A	2023E	2024E	2025E
Assets					
Completed development projects	15.5	38.8	35.8	37.8	41.8
Development projects in progress	22.2	18.1	31.1	38.1	43.1
Acquired intangible assets	1.0	131.2	126.3	131.1	138.1
Goodwill	0.4	95.4	90.4	84.9	78.9
Intangible assets	39.1	283.4	283.6	291.8	301.8
PP&E	2.4	2.7	3.2	3.7	4.2
Financial assets	0.5	0.5	0.5	0.5	0.5
Fixed assets	41.9	286.6	287.3	296.0	306.5
Inventories	2.1	1.9	3.0	3.4	3.4
Trade receivables	12.7	22.4	38.0	44.9	51.4
Other receivables	12.4	14.3	14.6	17.3	19.7
Receivables	25.2	36.7	52.6	62.2	71.1
Cash	45.9	61.1	34.1	34.1	49.5
Current assets	73.2	99.6	89.7	99.7	124.0
Assets	115.1	386.2	377.0	395.7	430.5
Equity and liabilities					
Equity	46.1	203.8	172.8	171.7	188.3
Provisions	0.0	39.2	39.2	39.2	39.2
Non-current liabilities	21.5	65.2	67.2	69.7	72.7
Trade payables	12.2	10.4	13.2	14.7	15.1
Current portion of long-term liabilities	4.9	9.0	11.5	14.0	16.5
Other payables	30.4	58.7	73.1	86.3	98.7
Current liabilities	47.5	78.1	97.8	115.1	130.3
Liabilities	69.0	143.3	165.0	184.8	203.0
Equity and liabilities	115.1	386.2	377.0	395.7	430.5

Base scenario, Cash Flow Statement (DKKm)	2021A	2022A	2023E	2024E	2025E
Operating cash flow					
Operating profit/loss	-28.3	-47.8	-15.3	5.8	29.5
Depreciation, amortization and impairment losses	4.7	31.8	34.5	25.0	21.5
Change in working capital	4.2	7.8	0.1	4.9	3.7
Cash flows from operating activities before net financials	-19.3	-8.1	19.3	35.7	54.7
Interest received	2.9	0.0	1.9	1.4	0.7
Interest paid	-3.3	-8.2	-7.9	-8.4	-8.9
Income tax received/paid	2.5	5.5	0.0	0.0	-4.6
Cash flows from operation activities	-17.2	-10.8	13.4	28.7	41.9
Cash flow from investment activities	0.0	0.0	0.0	0.0	0.0
Business combinations	-	-27.1	-	-	-
Purchase of intangible assets	-32.4	-29.6	-33.1	-31.8	-30.0
Purchase of fixed asset	-1.8	-1.4	-2.0	-2.0	-2.0
Cash flows from investment activities	-34.2	-58.1	-35.1	-33.8	-32.0
Cash flow from financing activities	0.0	0.0	0.0	0.0	0.0
Cash capital increase and own share purchase	79.9	40.4	-9.8	-	-
Other cash flows from financing activities	-5.6	42.7	4.5	5.0	5.5
Cash flow from financing activities	74.3	83.1	-5.3	5.0	5.5
Change in cash and cash equivalents, including currency adjustments	21.3	15.2	-27.0	0.0	15.4
Cash and cash equivalents beginning of year	24.7	45.9	61.1	34.1	34.1
Cash and cash equivalents end of year	45.9	61.1	34.1	34.1	49.5

Bull scenario, Income Statement (DKKm)	2021A*	2022A**	2023E	2024E	2025E
Net Revenue	108.5	149.0	252.0	304.6	364.9
COGS	-16.0	-25.8	-42.8	-45.7	-47.4
Gross Profit	92.5	123.2	209.2	258.9	317.4
Gross Margin	85%	83%	83%	85%	87%
Staff Costs	-45.9	-59.7	-87.0	-97.5	-109.5
External Costs	-45.9	-64.4	-92.0	-103.6	-116.8
Operational EBITDA***	0.7	-0.9	30.2	57.9	91.2
Operational EBITDA Margin***	1%	-1%	12%	19%	25%
Non-recurring Costs	-24.2	-15.1	-4.0	0.0	0.0
EBITDA	-23.6	-15.9	26.2	57.9	91.2
EBITDA Margin	-22%	-11%	10%	19%	25%
Depreciations & Amortization	-4.7	-31.8	-34.5	-25.0	-21.5
EBIT	-28.3	-47.8	-8.3	32.9	69.7
EBIT-Margin	-26%	-32%	-3%	11%	19%
Financial income	2.9	0.0	2.0	1.5	0.7
Financial expenses	-3.3	-8.2	-7.9	-8.4	-8.9
EBT	-28.6	-55.9	-14.1	26.0	61.5
Tax on profit/loss for the year	5.5	7.7	0.0	-5.6	-13.3
Profit/loss for the year	-23.1	-48.2	-14.1	20.4	48.2
Net margin	-21%	-32%	-6%	7%	13%
Key Metrics	2021A	2022A	2023E	2024E	2025E
P/S	6.1	4.4	2.6	2.2	1.8
EV/S	6.3	4.6	2.7	2.3	1.9
EV/EBITDA	neg.	neg.	26.2	11.9	7.5
EV/EBIT	neg.	neg.	neg.	20.9	9.9

* OrderYOYO standalone.

** OrderYOYO + app smart consolidated from July 2022.

*** EBITDA before non-recurring cost such as IPO-related costs, acquisition costs related to the app smart merger and severance costs.

Bear scenario, Income Statement (DKKm)	2021A*	2022A**	2023E	2024E	2025E
Net Revenue	108.5	149.0	230.2	237.6	251.8
COGS	-16.0	-25.8	-42.6	-45.1	-45.3
Gross Profit	92.5	123.2	187.6	192.4	206.5
Gross Margin	85%	83%	82%	81%	82%
Staff Costs	-45.9	-59.7	-84.0	-85.5	-88.1
External Costs	-45.9	-64.4	-85.2	-87.9	-90.7
Operational EBITDA***	0.7	-0.9	18.4	19.0	27.7
Operational EBITDA Margin***	1%	-1%	8%	8%	11%
Non-recurring Costs	-24.2	-15.1	-4.6	0.0	0.0
EBITDA	-23.6	-15.9	13.8	19.0	27.7
EBITDA Margin	-22%	-11%	6%	8%	11%
Depreciations & Amortization	-4.7	-31.8	-34.5	-25.0	-21.5
EBIT	-28.3	-47.8	-20.7	-6.0	6.2
EBIT-Margin	-26%	-32%	-9%	-3%	2%
Financial income	2.9	0.0	1.8	1.2	0.5
Financial expenses	-3.3	-8.2	-7.9	-8.4	-8.9
EBT	-28.6	-55.9	-26.7	-13.2	-2.2
Tax on profit/loss for the year	5.5	7.7	0.0	0.0	0.0
Profit/loss for the year	-23.1	-48.2	-26.7	-13.2	-2.2
Net margin	-21%	-32%	-12%	-6%	-1%
Key Metrics	2021A	2022A	2023E	2024E	2025E
P/S	6.1	4.4	2.9	2.8	2.6
EV/S	6.3	4.6	3.0	2.9	2.7
EV/EBITDA	neg.	neg.	49.8	36.2	24.8
EV/EBIT	neg.	neg.	neg.	neg.	110.9

* OrderYOYO standalone.

** OrderYOYO + app smart consolidated from July 2022.

*** EBITDA before non-recurring cost such as IPO-related costs, acquisition costs related to the app smart merger and severance costs.

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