

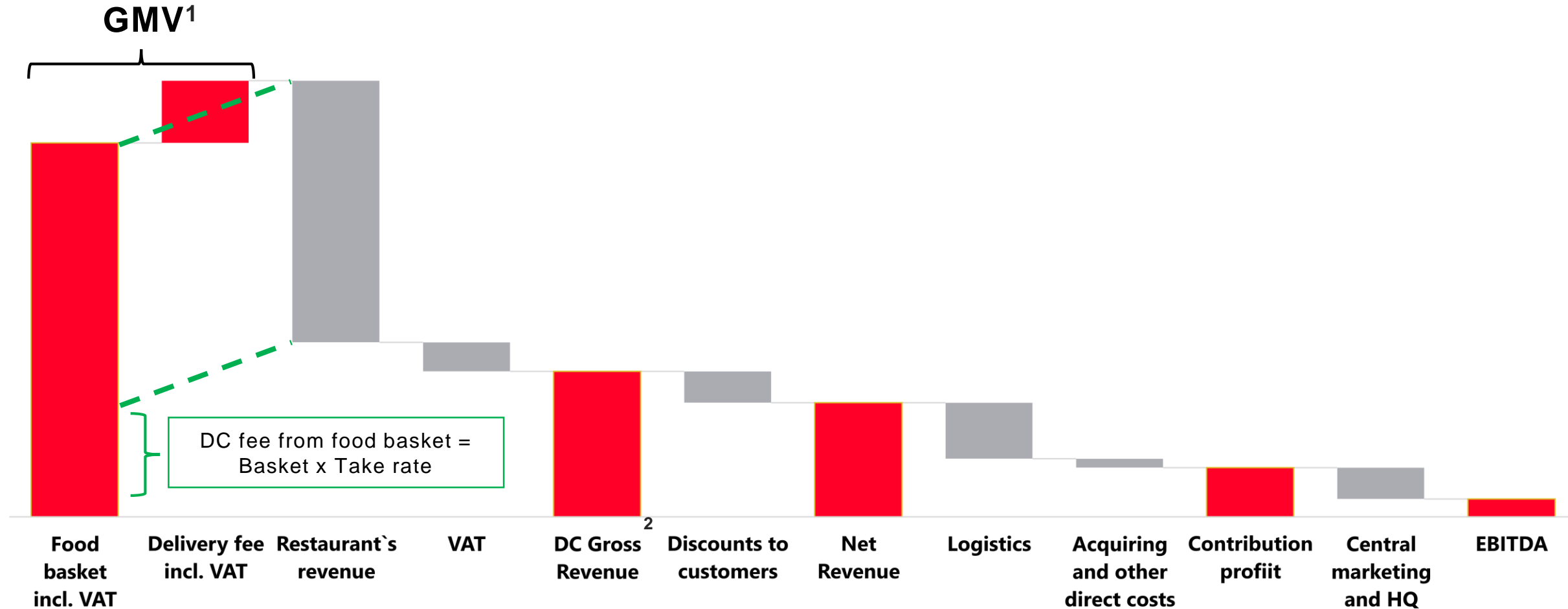
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Delivery Club and Citymobil

Illustrative waterfall charts with key financial indicators



Delivery Club - illustrative example of the key financial indicators *



Source: Internal data

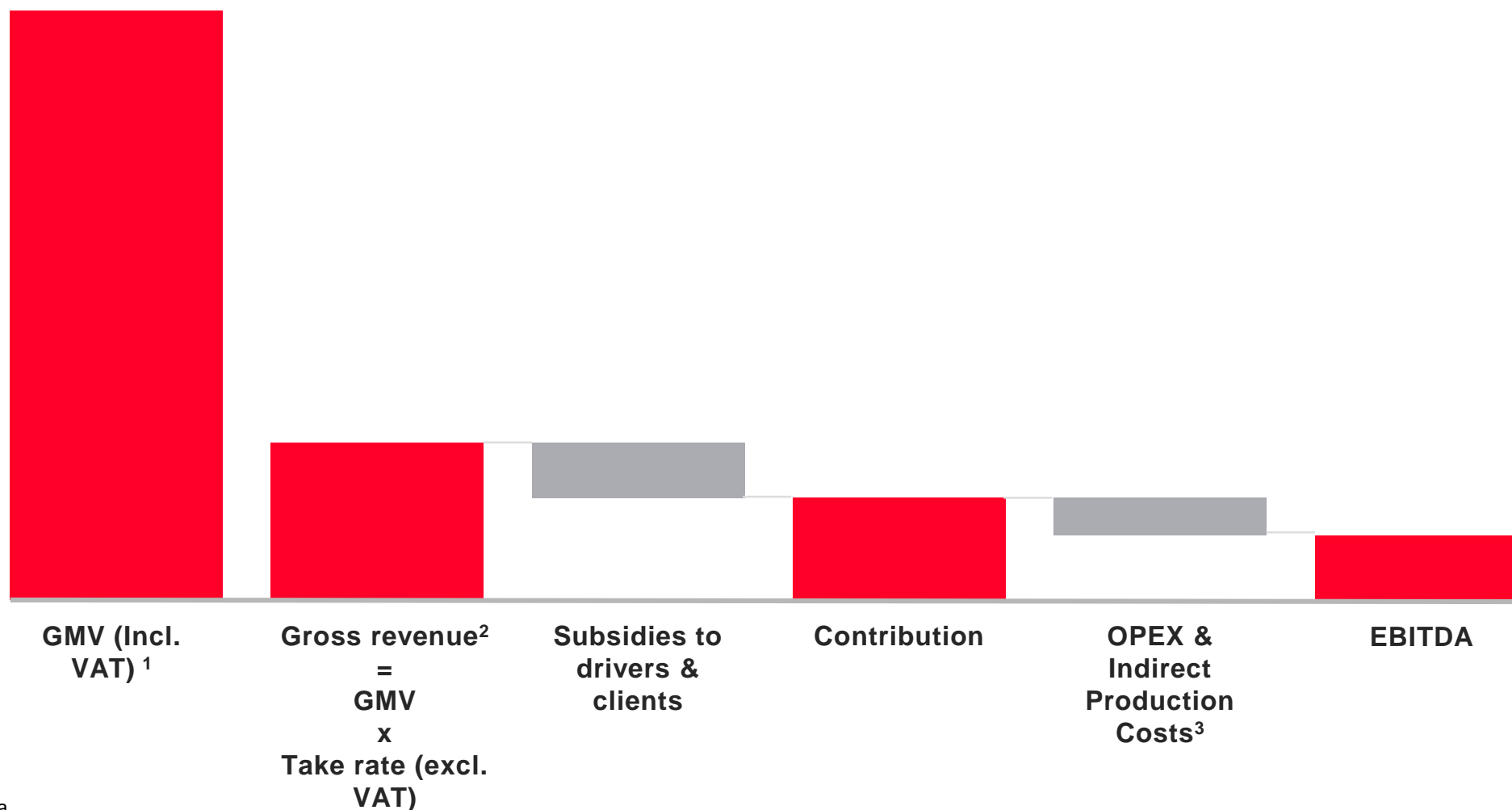
* The given waterfall chart does not provide real proportions between the various financial indicators of DC. It illustrates only the transition between the various financial indicators for purely illustrative purposes

¹ For commission businesses GMV is defined as gross turnover before deduction of discounts and VAT. For non-commission revenue GMV is defined as Revenue before deduction of discounts and VAT

² IFRS Revenue for O2O businesses differs from Gross Revenue under management accounts shown above due to incentives, which are partially netted within the IFRS Revenue, according to IFRS 15



Citymobil - illustrative example of the key financial indicators*



Source: Internal data

* The given chart does not provide real proportions between the various financial indicators. It illustrates only transition between the various financial indicators for purely illustrative purposes.

¹ For commission businesses GMV is defined as gross turnover before deduction of discounts and VAT

² IFRS Revenue for O2O businesses differs from Gross Revenue under management accounts disclosed above due to Client and Driver incentives, which are partially netted within the IFRS Revenue, according to IFRS 15

³ OPEX consists of Sales and marketing, Operation and support, R&D, G&A, Indirect production costs include acquiring, SMS, insurance, bank fees