



BUILDING
THE EUROPEAN ECOSYSTEM

FORWARD LOOKING STATEMENTS

This report contains forward-looking statements as defined in the United States Private Securities Litigation Reform Act of 1995 concerning our financial condition, results of operations and businesses.

These forward-looking statements are subject to a number of risks and uncertainties, many of which are beyond our control and all of which are based on our current beliefs and expectations about future events. Forward-looking statements are typically identified by the use of forward-looking terminology such as "believes", "expects", "may", "will", "could", "should", "intends", "estimates", "plans", "assumes" or "anticipates", or the negative thereof, or other variations thereon or comparable terminology, or by discussions of strategy that involve risks and uncertainties.

These forward-looking statements and other statements contained in this report regarding matters that are not historical facts involve predictions. No assurance can be given that such future results will be achieved. Actual events or results may differ materially as a result of risks and uncertainties facing us and our subsidiaries. Such risks and uncertainties could cause actual results to vary materially from the future results indicated, expressed or implied in such forward-looking statements.

There are a number of factors that could affect our future operations and could cause those results to differ materially from those expressed in the forward-looking statements including (without limitation): (a) changes to IFRS and associated interpretations, applications and practices as they apply to past, present and future periods; (b) ongoing and future acquisitions, changes to domestic and international business and market conditions such as exchange rate and interest rate movements; (c) changes in domestic and international regulatory and legislative environments; (d) changes to domestic and international operational, social, economic and political conditions; (f) labour disruptions and industrial action; and (g) the effects of both current and future litigation.

The forward-looking statements contained in the report speak only as of the date of the report. We are not under any obligation to (and expressly disclaim any such obligation to) revise or update any forward-looking statements to reflect events or circumstances after the date of the report or to reflect the occurrence of unanticipated events. We cannot give any assurance that forward-looking statements will prove correct and investors are cautioned not to place undue reliance on any forward-looking statements.

EUROPE'S competitive edge in tech



WORLD CLASS AI TALENT

- **Highest global** concentration of AI expertise
- Home to **over 50%** of the world's top science clusters



INNOVATION POWERHOUSE

- **~200 unicorns** across **65 cities**
- Strong presence in **next-gen AI** fields



UNTAPPED ECOSYSTEM POTENTIAL

- Mag7 **worth 4x** of total EU tech
- Top 7 EU tech companies **worth 21x less** than US
- **6 EU tech giants** vs. **33** in US

AN UNDERLEVERAGED OPPORTUNITY FOR A COMPOUNDING ECOSYSTEM PLAY

1

BUILDING ON TOP OF A STRONG CORE



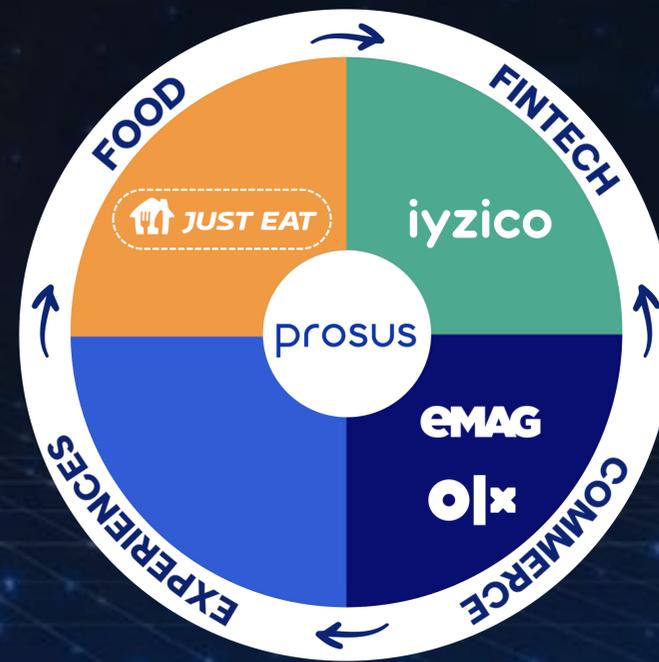
2

USING DATA TO ENHANCE
CONSUMER EXPERIENCE

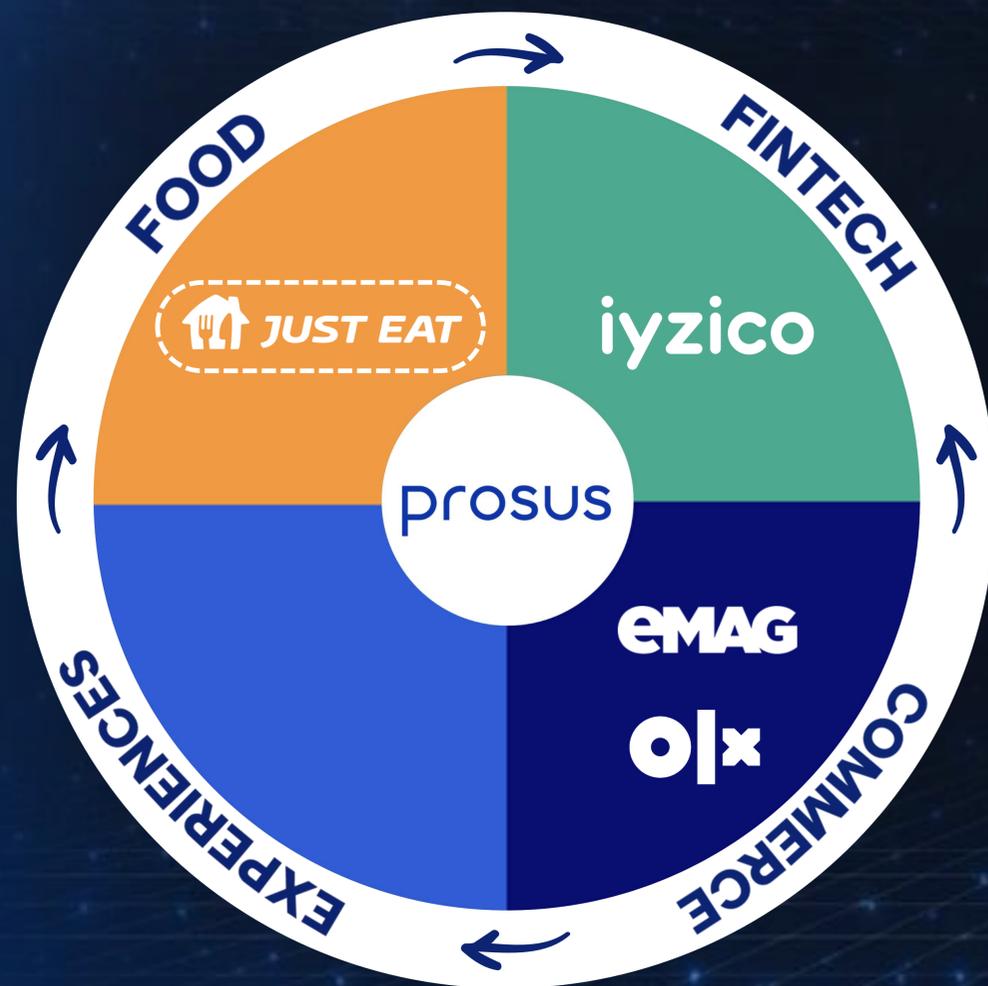


3

NETWORK EFFECT



EUROPEAN ECOSYSTEM HAS SIGNIFICANT POTENTIAL



~900M

TRANSACTIONS

>25B

VALUE TRANSACTED



>100M

CUSTOMERS

\$7.3B

REVENUE

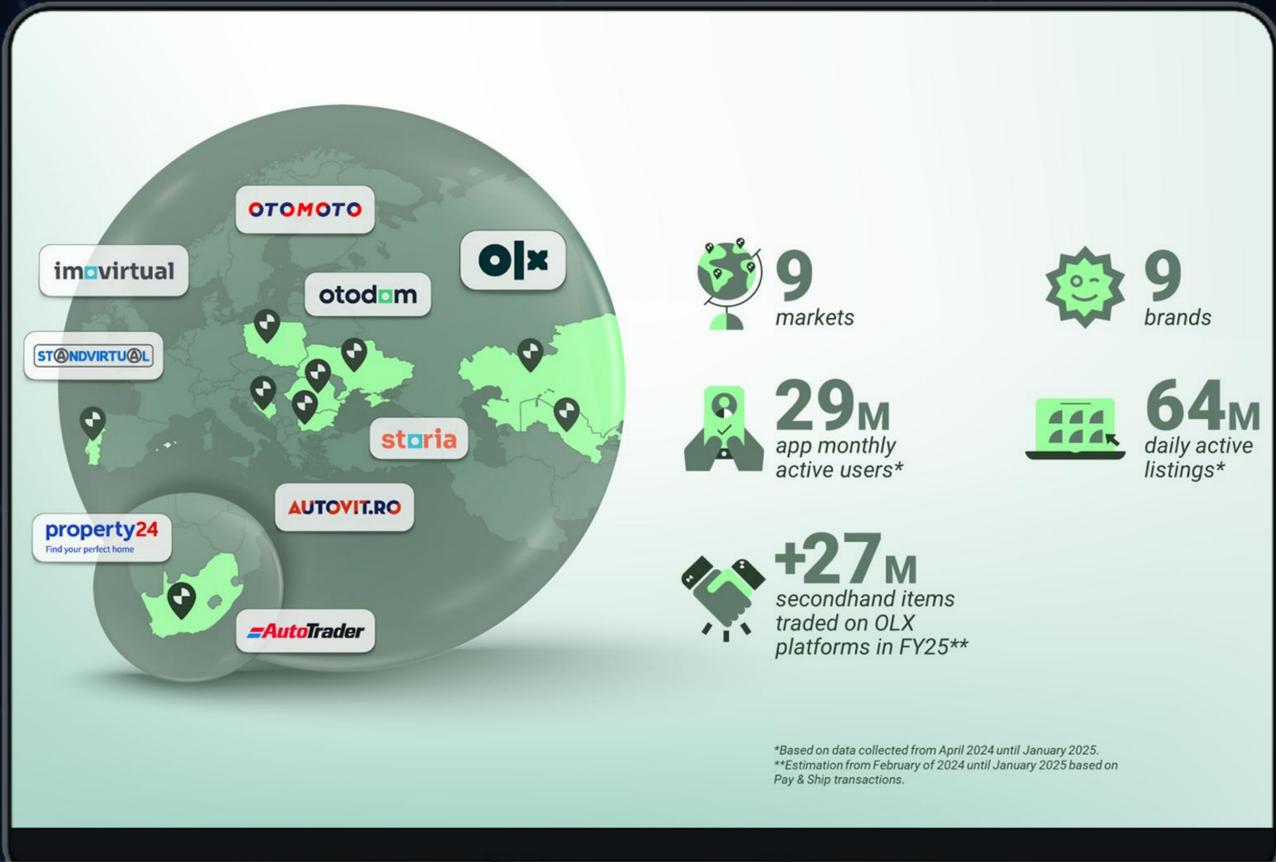
\$0.7B

aEBITDA

Launching **Amsterdam Innovation Center**

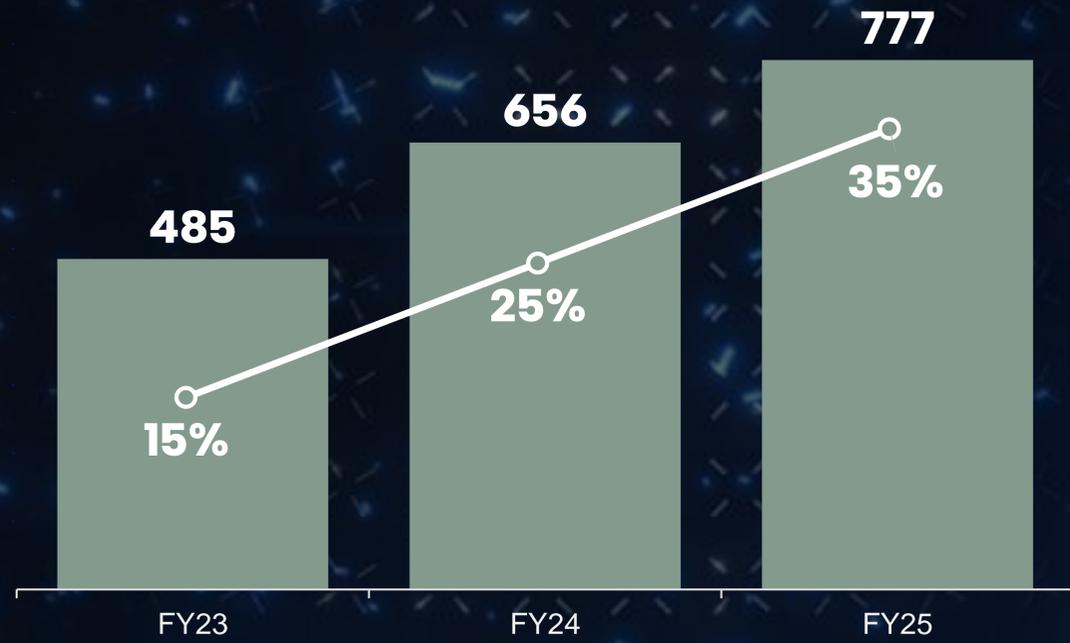
JET transaction not yet closed. Revenue and aEBITDA for OLX, Iyzico, Emag in FY25. Revenue and aEBITDA for JET from 2024 Annual Report, excluding discontinued operations. OLX transactions and value transacted (GMV) only for the Goods and Car Parts categories.

A WINNING VALUE PROPOSITION and scalable business model



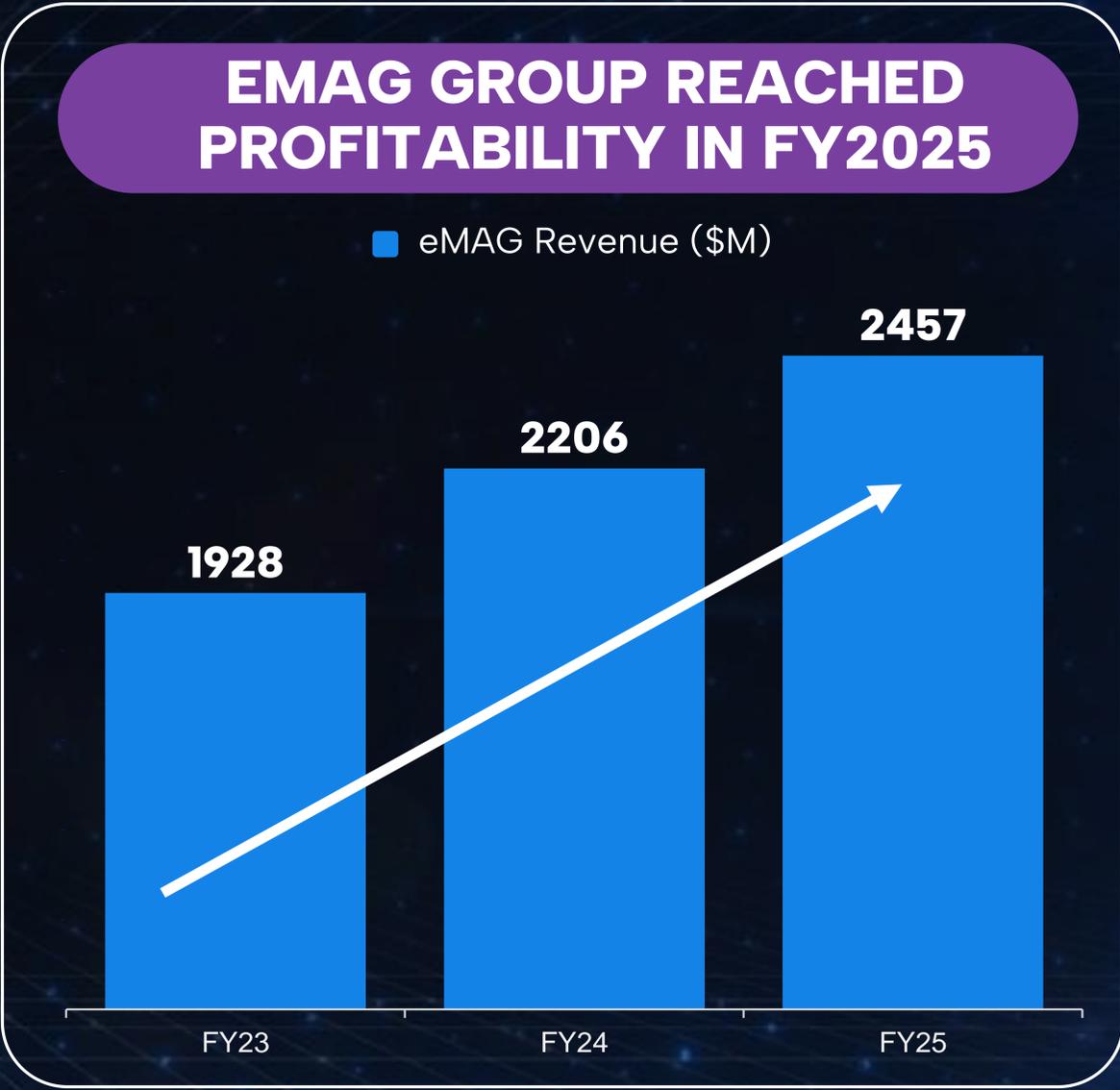
GROWTH WITH ROBUST PROFITABILITY

OLX Classifieds Revenue (\$M) and aEBIT Margin (%)

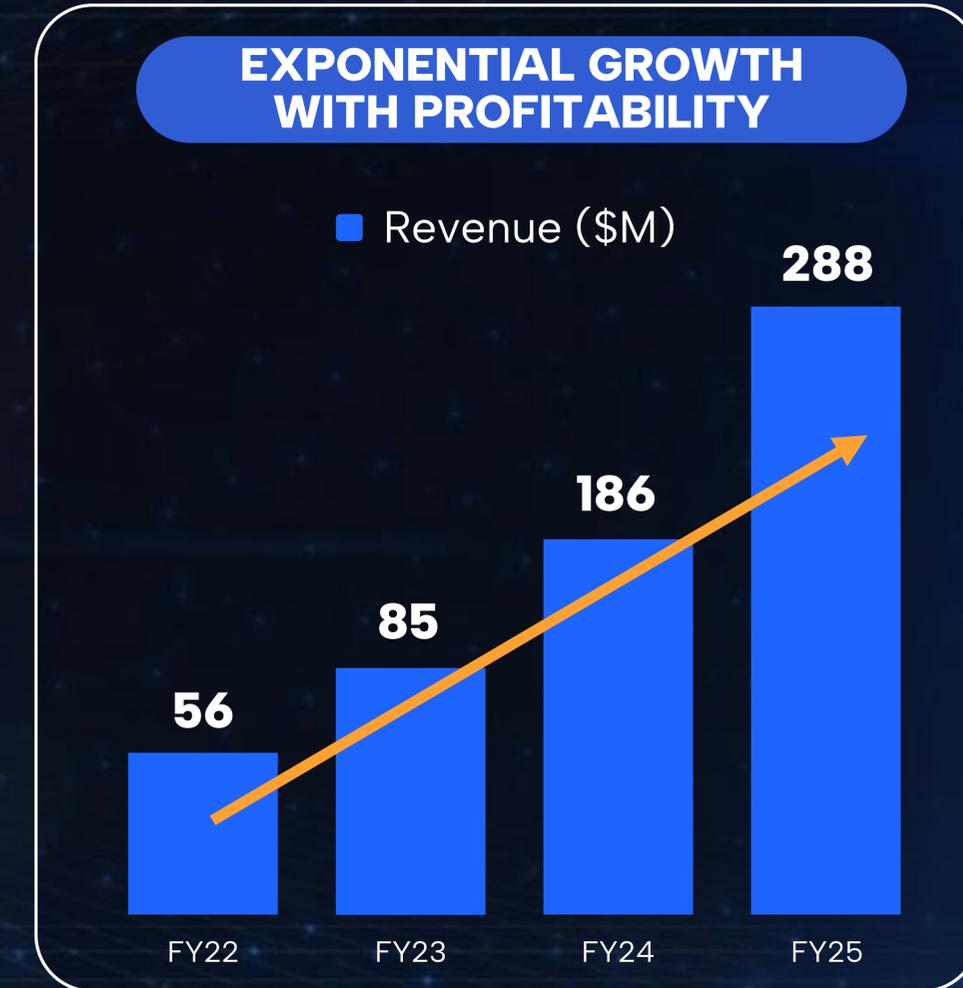


Notes: Proforma excluding the OLX Autos and the OLX Autos financing business.

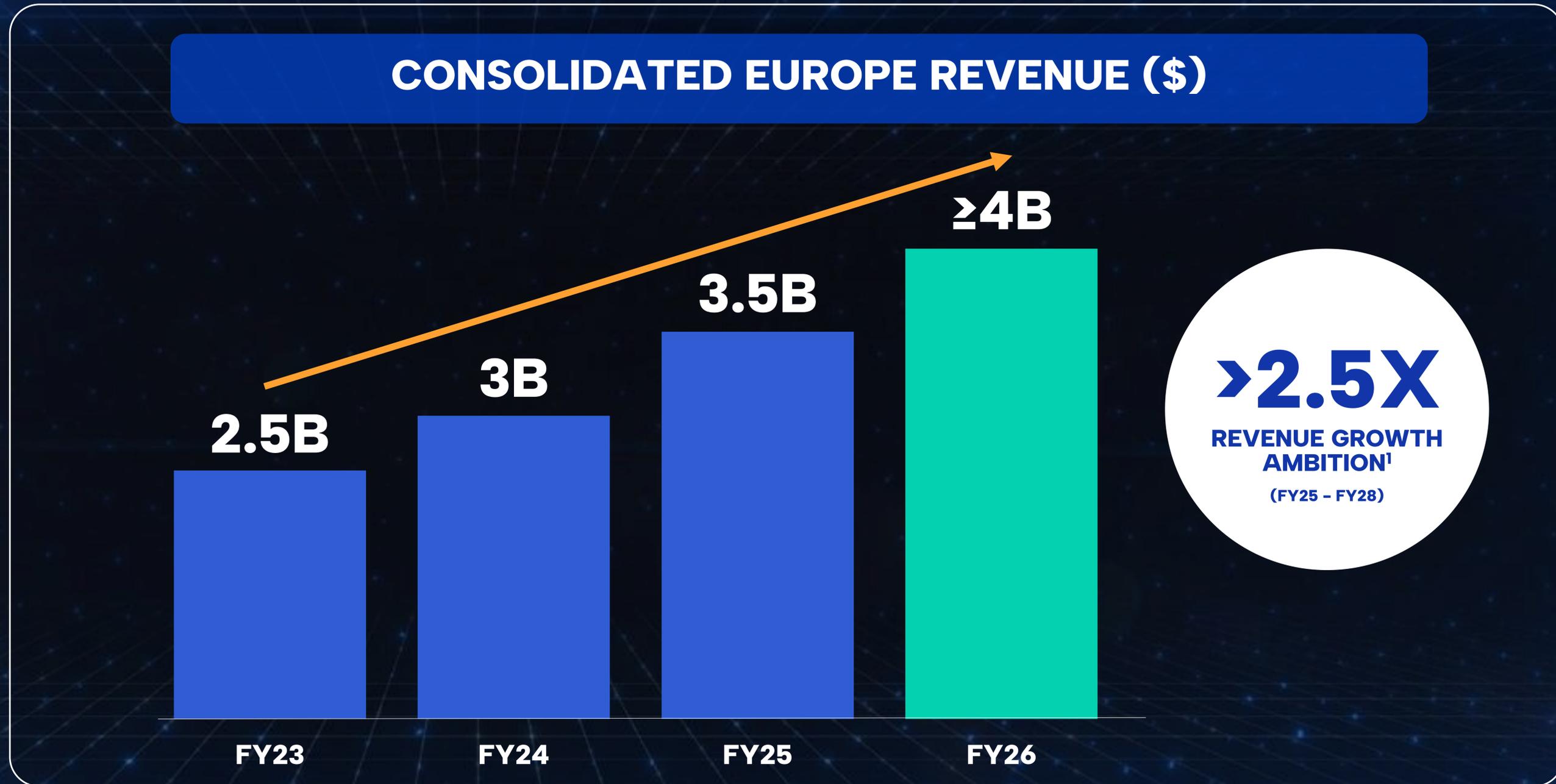
REVOLUTIONIZING
ecommerce
with a strong
platform



SIMPLIFYING PAYMENTS, empowering growth



EUROPEAN ECOSYSTEM
 expected to more than double



¹Future ambition includes the acquisition of Just Eat Takeaway which remains subject to shareholder and regulator approval. Assumptions: constant currency and no new acquisitions or disposals.

CONSOLIDATED EUROPE aEBITDA (\$)

And at the same time generate **3X in aEBITDA**



¹Future ambition includes Just Eat Takeaway which remains subject to shareholder and regulator approval. Assumptions: constant currency and no new acquisitions or disposals.



JUST EAT



Working to bring JET into the EUROPEAN ECOSYSTEM

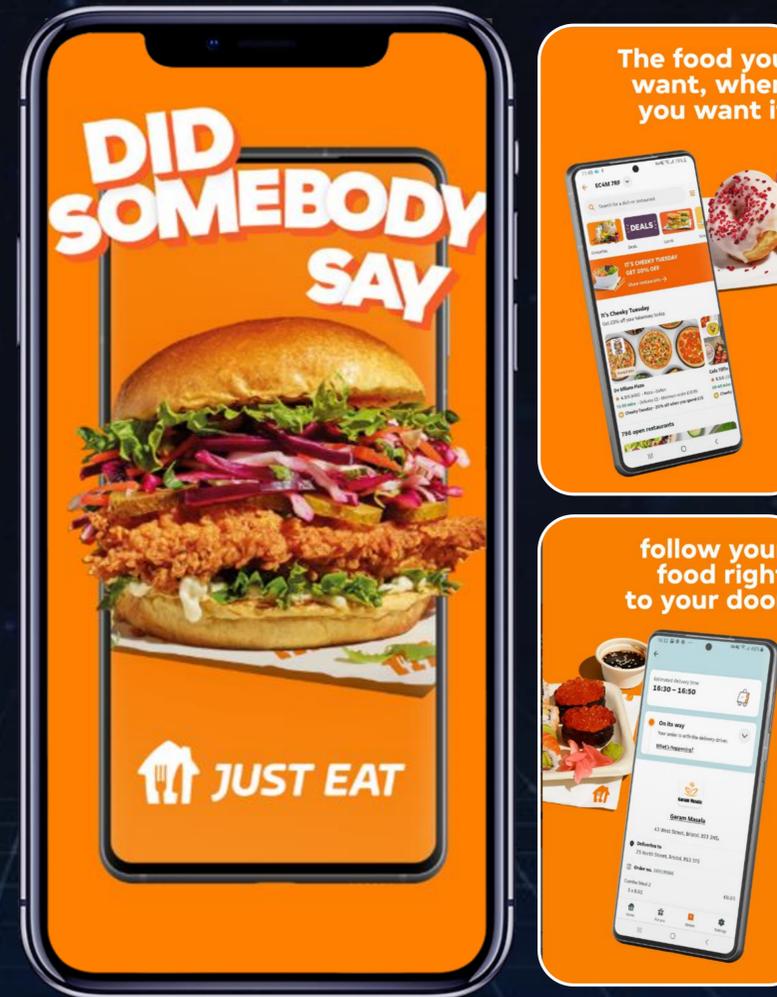
653M
orders

€360 – €380M
aEBITDA

61M
customers

356K
restaurants

Leading food delivery company in **UK, Netherlands and Germany**



1 Prosus has a strong track record of innovation, growth and profitability expressed through an ecosystem strategy

2 JET has strong positions and is profitable in key markets with growth potential

3 Prosus has a clear plan to accelerate JET's performance

Notes: Just Eat Takeaway deal not yet closed. JET aEBITDA is management guidance, other figures for 2024 excluding Grubhub.

But there are also
**CHALLENGES
TO FACE**



**BUSINESS
PERFORMANCE**



**ALIGNMENT TO THE
PROSUS WAY**



**WORLD-CLASS TECH
& INNOVATION**

PROSUS' FOOD KNOW HOW can help to accelerate growth at JET

SUCCESS DRIVER

TECH/PRODUCT

DEMAND GENERATION

OFFER QUALITY

SERVICE LEVEL

iFOOD RESULTS

Strong A/B testing culture with thousands of tests per year

Conversion went up 10 pp thanks to AI improvements

37M loyalty programme monthly orders

Active restaurants grew 26% with the right cuisines and location

Delivery cost down 9% while improving delivery time with AI

TECH/PRODUCT PIPELINE

inputs directly
from stakeholders

RESTAURANTS FORUM



- **+600** meeting hours
- **+190** tests

RESULTS

MONTHLY CHURN
IMPROVED 20%

CLIENTS FOCUS GROUPS



- **42** tests in one session
- Launch of **online community**

RESULTS

64% CONVERSION
(vs. 50–60% industry average)

DRIVERS FEEDBACK TEAM



- **Monthly meetings** since 2022
- **100% approval** rate in 2024

RESULTS

4,7 APP SCORE

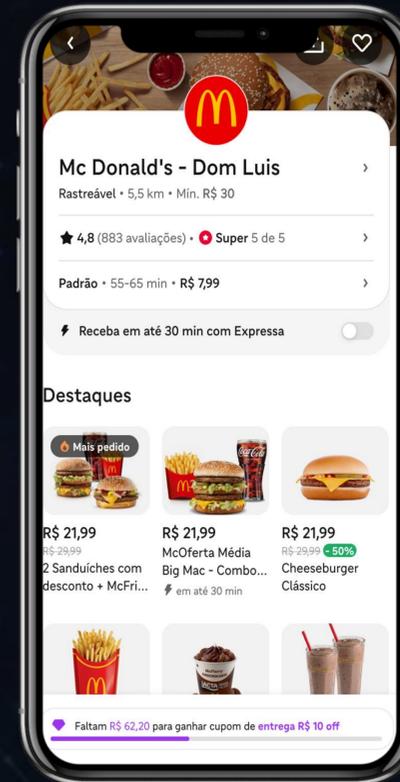
IMPROVED CUSTOMER JOURNEY increases conversion

DISCOVERY



~50%
OF CATEGORY TRAFFIC
ORIGINATING FROM FULLY
PERSONALIZED HOME

MERCHANT HOME



RESTAURANTS HIGHLIGHT DISHES
AND BOOST PROMO VISIBILITY

SUPPORT

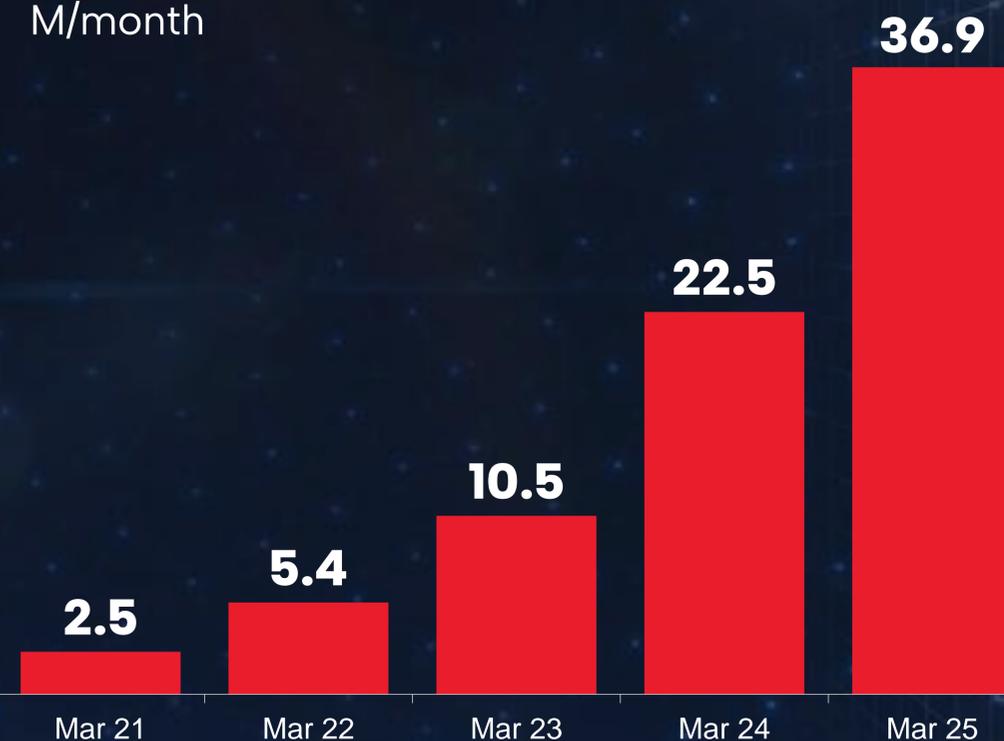


~65%
OF TICKETS RESOLVED
BY AI CHAT

Higher user engagement in **LOYALTY PROGRAMME** translates to robust order growth

CLUBE ORDERS

M/month



✓ POWERED BY AI

✓ POSITIVE ECONOMICS

✓ FREQUENCY IMPACT

✓ CLEAR VALUE PROPOSITION

✓ HIGH ADOPTION

**DECREASING
DELIVERY COSTS**
while improving
service level



LOGISTICS LEVERS



Orders
batching



Demand
shaping



Delivery
methods



Router
optimisation

Enhanced by AI

RESULTS



5PP

INCREASE IN CUSTOMER
SATISFACTION LEVELS



23%

DRIVER
PRODUCTIVITY INCREASE



9%

DECREASE IN
DELIVERY COSTS

JET DEAL TIMELINE **AHEAD**

DEAL MILESTONES

 **Announced Tender Offer**
FEB 24

 **Launched Tender Offer**
MAY 19

JET EGM
JUL 8

OFFER PERIOD / CLOSING POSSIBLE



REGULATORY PROCESS

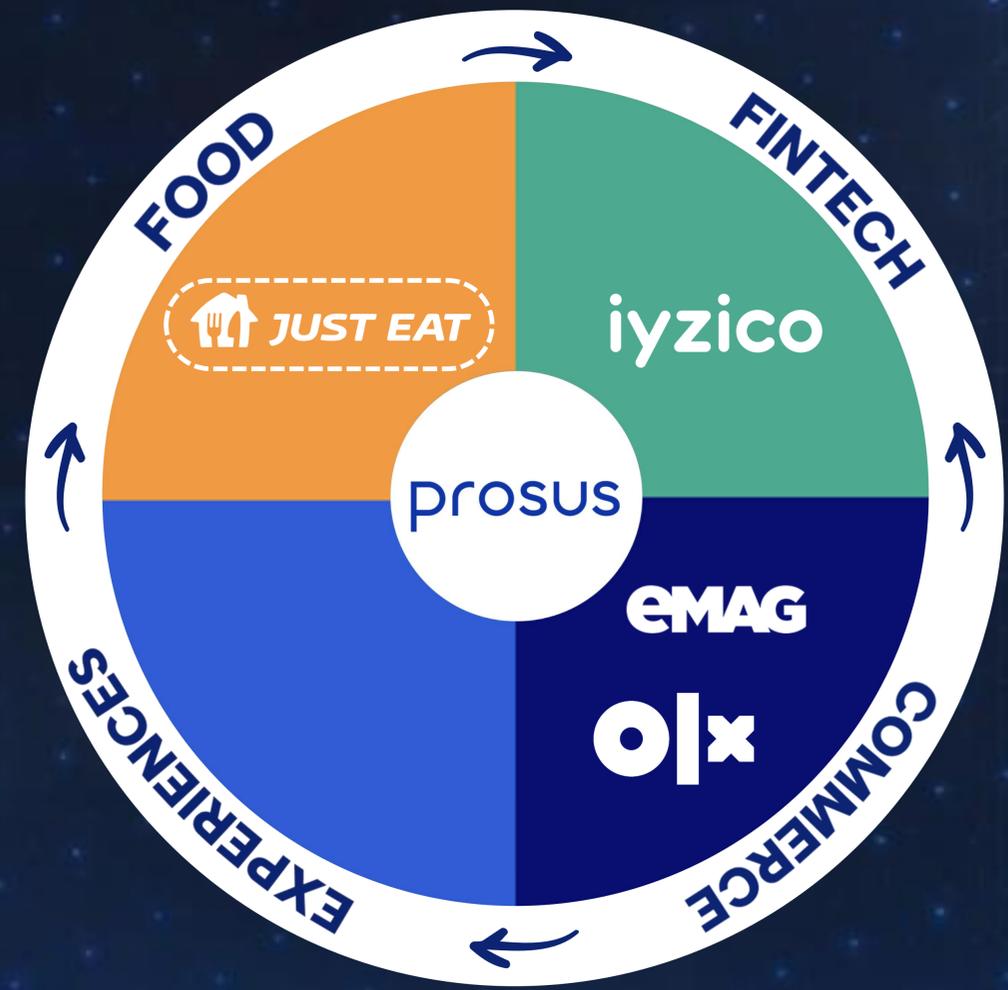
 **All FDI approvals obtained**
  

 **Merger approvals**
 

EU ANTITRUST PROCESS

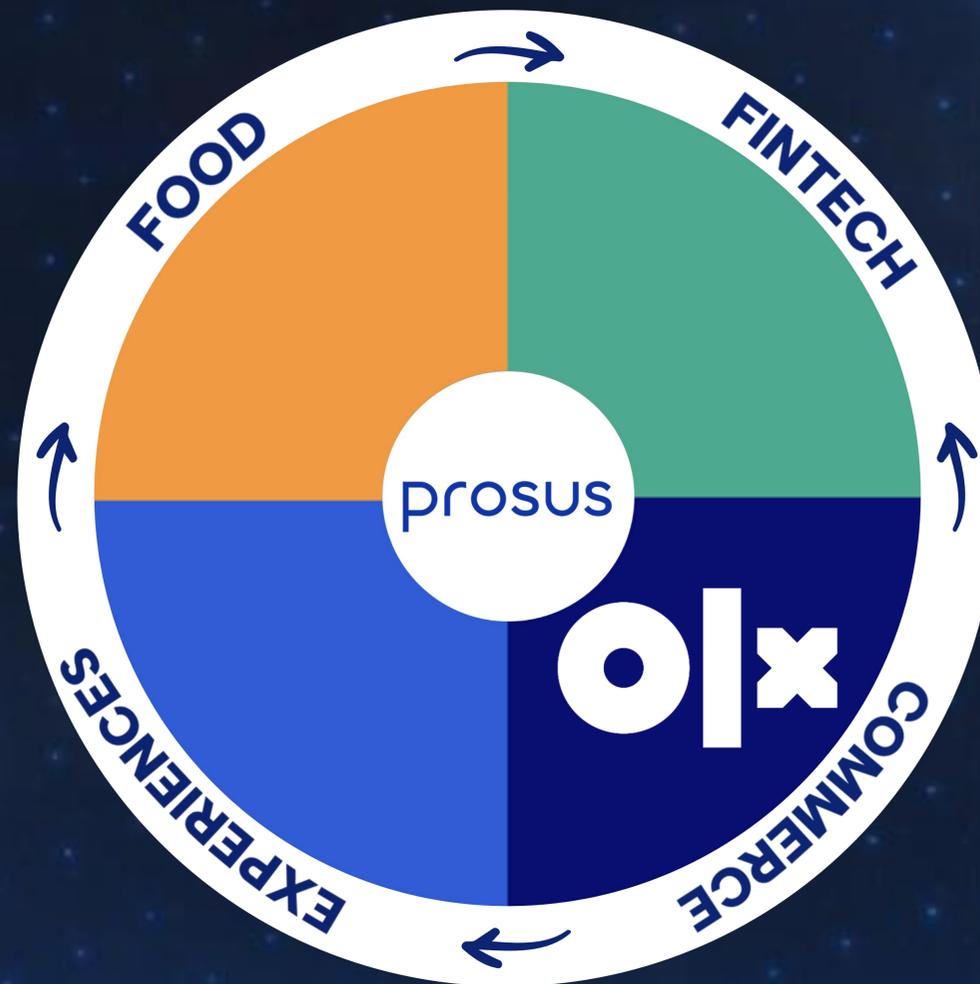
OUR PRIORITY: **MOVE FAST**

BUILDING A STRONG ECOSYSTEM
fueled by the power of our brands



- 1** Explore **actual local synergies**
- 2** Invest to **enhance** our ecosystem
- 3** **Strengthen** our standalone businesses

BUILDING A STRONG ECOSYSTEM
 fueled by the power of our brands



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- 2 Invest to **enhance** our ecosystem
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A leading business, consistently overperforming **WITH A CLEAR STRATEGY AND AMBITION**

LEADING BUSINESS

9
markets

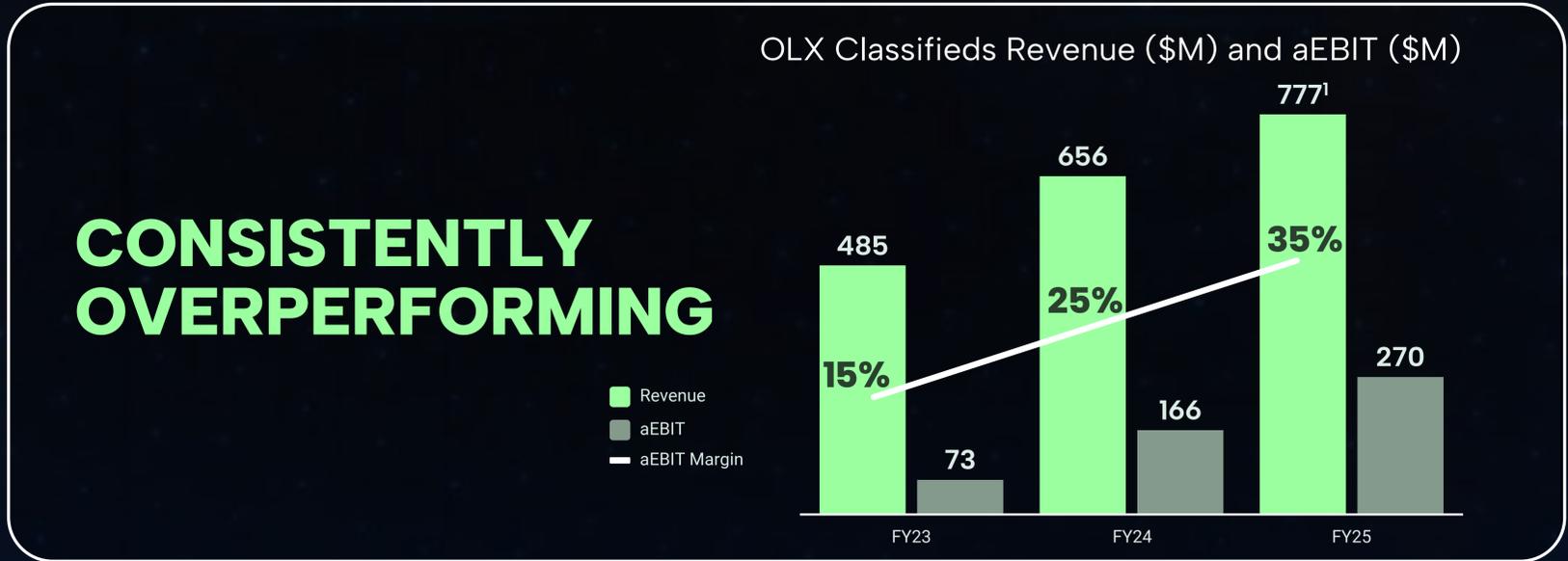
9
brands

29M
app monthly active users*

64M
daily active listings*

~27M
second-hand items traded on OLX platforms in FY25*

*Based on data collected during FY25



1. Excludes revenue from OLX autos, which has been carved out. Revenue from this business is included in statutory reporting due to IFRS requirements

WITH A CLEAR STRATEGY AND AMBITION

20%^{*}+

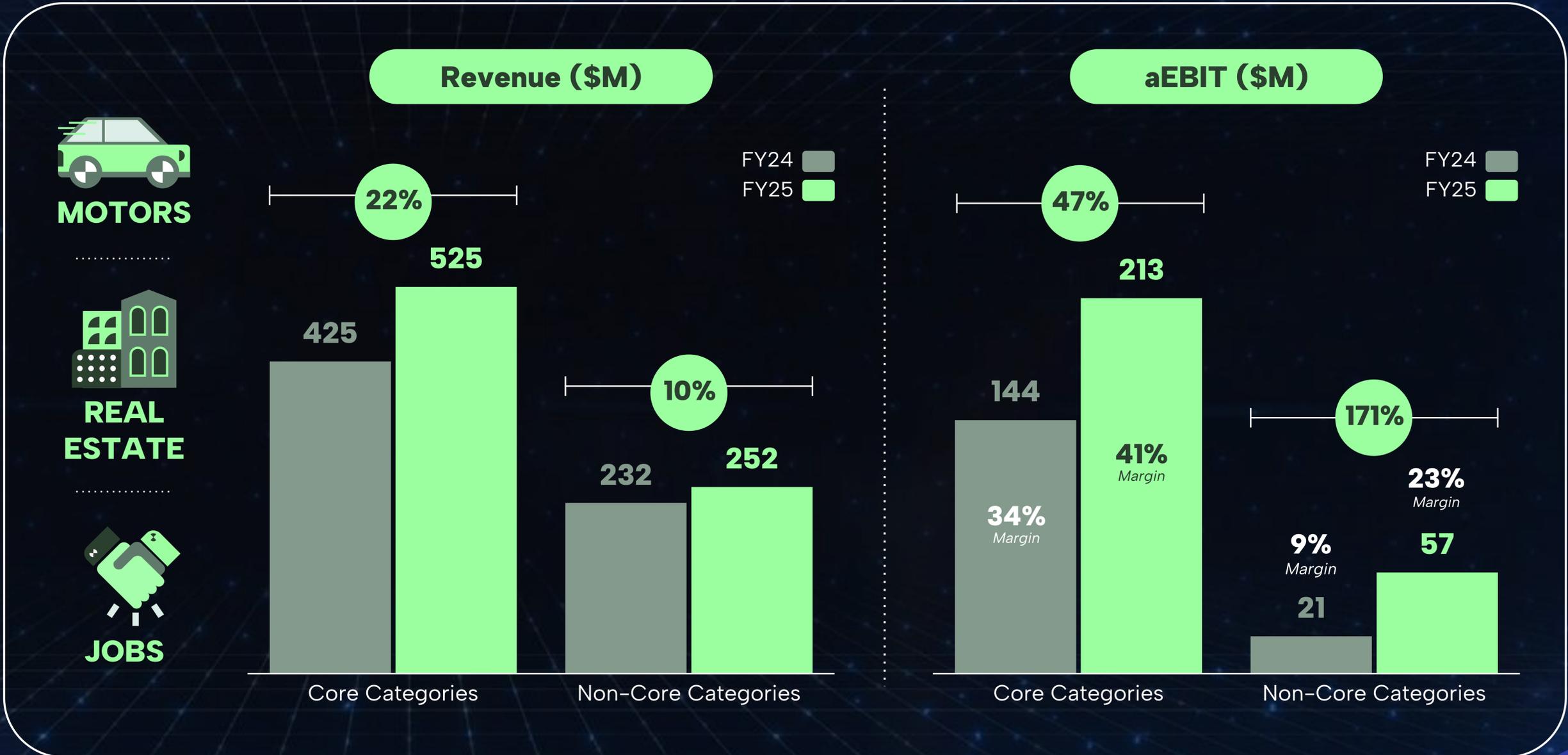
Revenue Growth

50%^{*}+

aEBIT margin

*Long-term ambition based on the company's best estimates.

By focusing on our largest, most profitable and fastest growing categories, and our B2C customers
WE CAN DELIVER SIGNIFICANT VALUE



MOTORS CONTINUES TO GROW SUSTAINABLY whilst improving its value proposition

- South Africa
- Portugal
- Lease
- Poland
- Romania
- Poland, Romania, Bulgaria, Portugal, Ukraine, Uzbekistan, Bosnia and Herzegovina and Kazakhstan



LEADING DESTINATION TO BUY AND SELL CARS

- #1** Poland, Romania, Portugal, South Africa, Uzbekistan and Bosnia and Herzegovina
- #2** Ukraine, Bulgaria and Kazakhstan

MOTORS CATEGORY REVENUE (\$M)



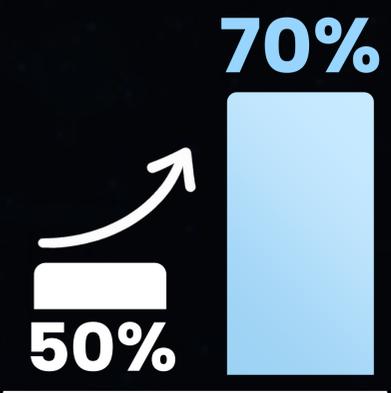
1. Revenue Growth rates in Local Currency, excluding M&A
 2. Notes: Ranking based on the average number of Monthly Active Users in the period of Jun'24-May'25 - OLX own methodology. Source: Desktop, mWeb - SimilarWeb and App - data.ai.

Our product evolution continues to bring **MEANINGFUL VALUE TO DEALERS AND CAR BUYERS**

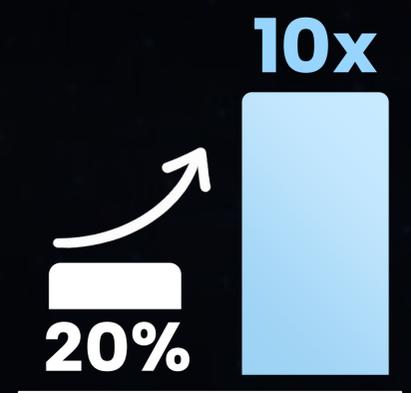


DEALER TOOLS

Pro tool adoption drives ARPI up +20% YoY and rising



WEEKLY ADOPTION
Dealer insights dashboard



MoM In 1 Year
Multi-use accounts for large dealers

Better buyer experience: AI Ad to Post

30% more users return and re-engage with the video ads



IN REAL ESTATE
we are on the path
to **FURTHER**
ACCELERATE
GROWTH

- property24** South Africa
Find your perfect home

- imovirtual** Portugal

- otodom** Poland

- storia** Romania

- olx** Ukraine, Poland, Portugal, Romania, Bulgaria, Uzbekistan, Bosnia and Herzegovina and Kazakhstan

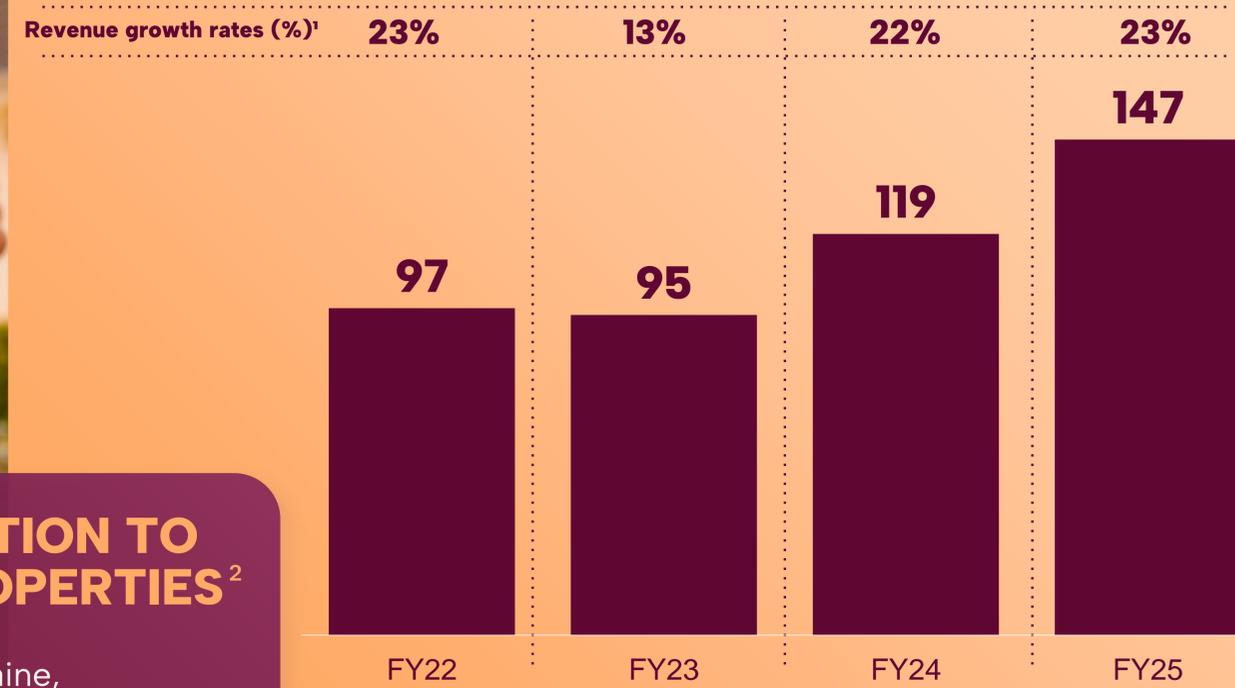


LEADING DESTINATION TO BUY AND SELL PROPERTIES²

- #1** Poland, Romania, Ukraine, South Africa, Portugal, Uzbekistan, Bosnia and Herzegovina

- #2** Bulgaria and Kazakhstan

REAL ESTATE CATEGORY REVENUE (\$M)



1. Revenue Growth rates in Local Currency, excluding M&A

2. Notes: Ranking based on the average number of Monthly Active Users in the period of Jun'24-May'25 - OLX own methodology. Source: Desktop, mWeb - SimilarWeb and App - data.ai.

New monetisation initiatives building momentum while we **SIGNIFICANTLY IMPROVE AGENTS AND BUYERS' EXPERIENCES**

MONETISATION INITIATIVES

NEW B2C OFFERING
implemented in Romania, Portugal, South Africa and Poland, **yielding great results**

NEXT:

- ▲ C2C Geo-based offering
- ▲ New VAS product suite
- ▲ B2C Value-based pricing

NEW B2C OFFERING IMPLEMENTED IN POLAND

Price harmonization



1

New benefits configuration



2

Sale vs. Rent listing fee differentiation



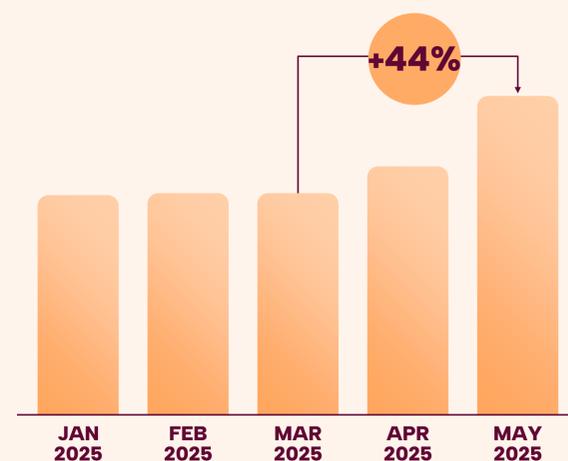
3

New Rent PRO Add-On



4

2025 Average Revenue per Insertion (ARPI) - Otodom Agencies



MESSAGE INBOX REVAMP



+50% Message read rate

+10% Faster time to read



+40% Seller reply rate: up

~5% Reply time: down



+9% ENGAGEMENT:
more messages/thread

AI AND PRODUCT ENHANCEMENT are fundamental to ACCELERATING GROWTH and BOOSTING PROFITABILITY IN JOBS

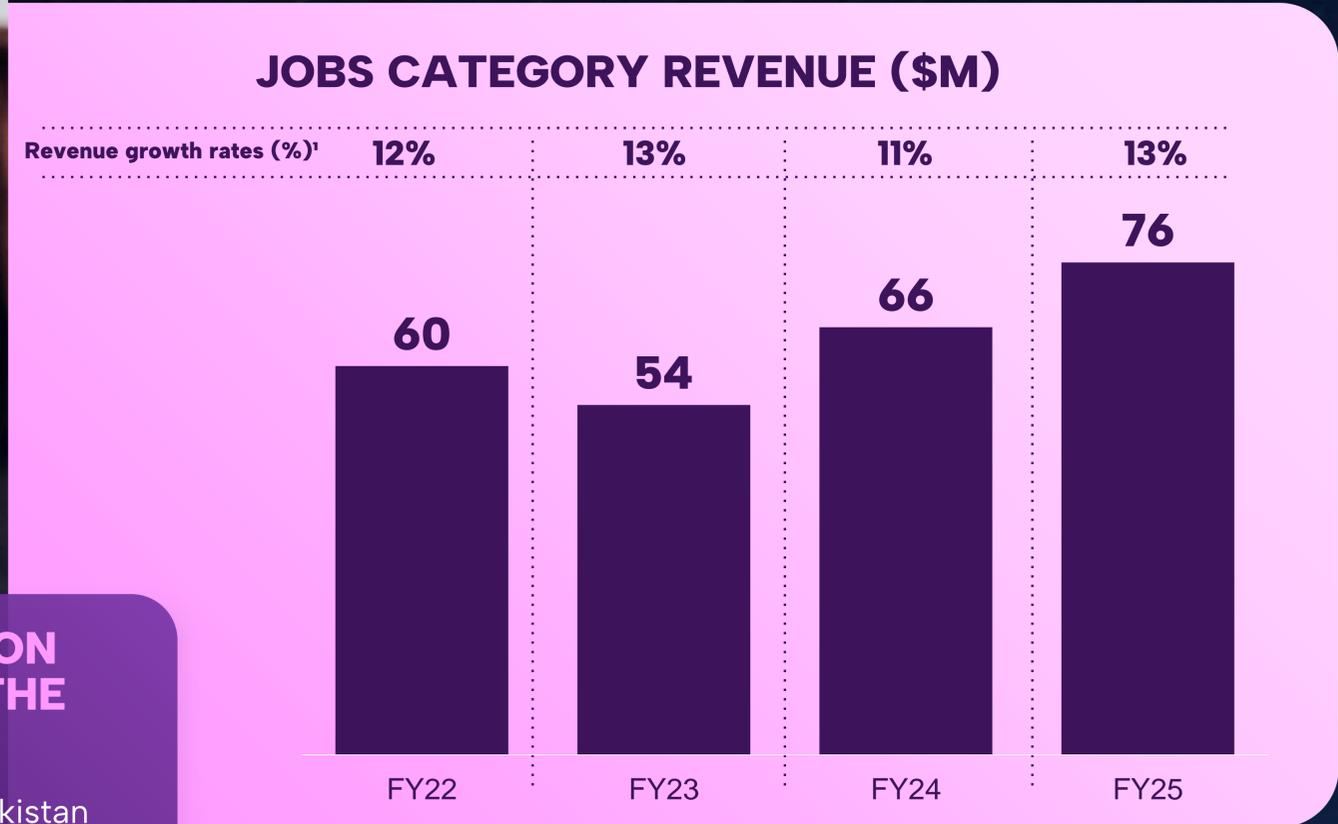
Poland, Romania, Bulgaria
Portugal, Ukraine, Uzbekistan,
Kazakhstan and Bosnia
and Herzegovina



LEADING DESTINATION TO FIND JOBS AND THE BEST CANDIDATES²

#1 Poland, Bulgaria, Uzbekistan and Kazakhstan

#2 Romania, Portugal and Bosnia and Herzegovina



1. Revenue Growth rates in Local Currency, excluding M&A

2. Notes: Ranking based on the average number of Monthly Active Users in the period of Jun'24-May'25 - OLX own methodology. Source: Desktop, mWeb - SimilarWeb and App - data.ai.

Expanding to grey and white-collar segments and **CHANGING THE GAME WITH AI**

BANKING & INSURANCE OFF TO A STRONG START



15 TOP

banks & insurers on board



30+

candidates per listing



Driving **awareness** & expanding **client base**



Newly launched **'Just take the first step'** TV campaign in Romania extending our candidate base & market share.

AI IS RESHAPING THE JOBS MARKET

FOR COMPANIES



+100

companies adopted the employer branding feature in only 2 months



16%

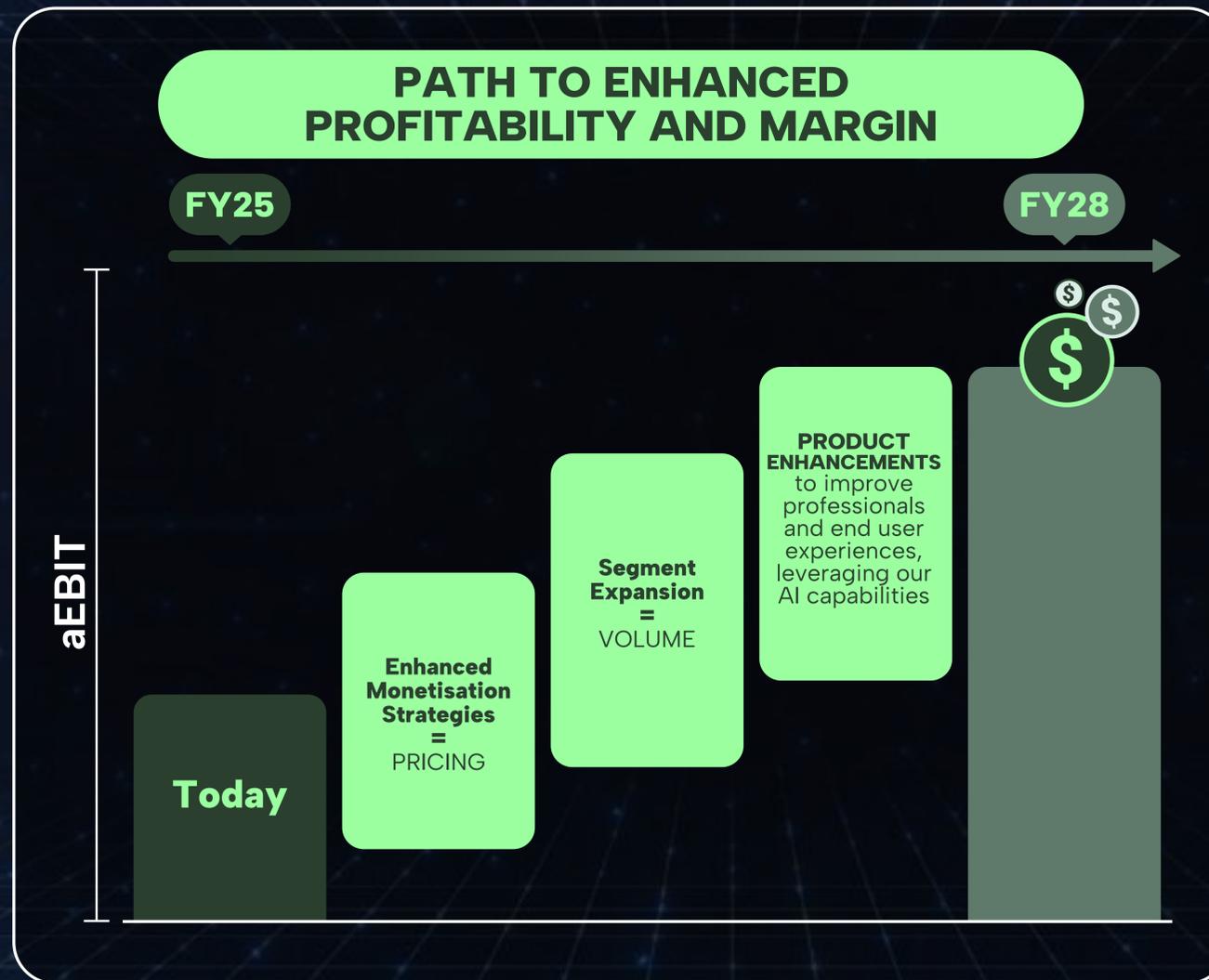
faster candidate selection (thanks to active matchmaking)



INSTANT CANDIDATE POOL via passive matchmaking

SIGNIFICANT ROOM TO CONTINUE SUSTAINING STRONG REVENUE GROWTH

while enhancing profit margins for the OLX Group



*Long-term ambition based on the company's best estimates.

LONG-TERM AMBITION

20%+*
Revenue Growth

50%+*
aEBIT margin

MANY FURTHER POSSIBILITIES WITH ECOSYSTEM SYNERGIES:

- Logistics (eMag)
- Financial Services (Izyco)
- Electronics refurbishment (flip)
- Contribution to the LCM

POWERED BY
PROSUS