

GROUP FINANCIALS



QUARTERLY RECONCILIATION OF SEGMENT KPIS AND FINANCIALS (1/3)

	FY 2020	Q1 2021	Q2 2021	H1 2021	Q3 2021	Q4 2021	FY 2021	Q1 2022
Group - NMV (€m)	1,958.2	449.9	610.1	1,060.0	572.2	758.3	2,390.5	543.2
% growth ¹	25.7%	37.8%	32.0%	34.4%	12.4%	19.8%	23.9%	22.9%
LATAM	575.3	108.8	169.9	278.7	138.7	165.8	583.2	109.5
% growth ¹	30.9%	28.7%	21.4%	24.2%	(17.2)%	(3.1)%	3.9%	(6.4)%
CIS	686.9	159.2	202.3	361.5	215.7	284.7	861.9	216.4
% growth ¹	32.3%	38.7%	23.6%	29.8%	31.1%	31.8%	30.7%	50.5%
SEA	342.2	85.9	104.9	190.8	91.1	125.3	407.2	94.1
% growth ¹	27.0%	41.4%	32.5%	36.3%	15.7%	5.8%	21.0%	5.1%
ANZ	353.8	95.9	133.1	229.0	126.7	182.5	538.2	123.2
% growth ¹	4.8%	45.4%	67.5%	57.5%	28.6%	44.7%	45.3%	27.7%
Group - Revenue (€m)	1,359.7	301.3	397.3	698.6	366.2	494.7	1,559.5	349.2
% growth ¹	15.3%	26.6%	24.2%	25.2%	8.5%	13.0%	17.2%	17.9%
LATAM	372.7	67.0	97.2	164.3	82.8	105.0	352.1	68.1
% growth ¹	20.8%	14.8%	9.6%	11.7%	(15.9)%	(5.3)%	(0.4)%	(5.7)%
CIS	453.3	98.6	127.5	226.1	130.4	167.1	523.6	127.2
% growth ¹	17.4%	22.5%	17.1%	19.4%	24.1%	19.3%	20.5%	42.7%
SEA	274.9	64.3	73.6	137.8	62.6	88.6	289.0	64.8
% growth ¹	21.2%	27.2%	14.0%	19.7%	1.0%	(4.8)%	7.1%	(3.8)%
ANZ	259.2	71.4	99.0	170.4	90.4	134.0	394.8	89.5
% growth ¹	0.5%	47.9%	71.4%	60.7%	26.3%	43.2%	45.5%	24.6%
Group – Gross profit (€m)	586.2	132.9	183.7	316.6	167.6	227.4	711.5	157.4
% margin	43.1%	44.1%	46.2%	45.3%	45.8%	46.0%	45.6%	45.1%
LATAM	164.7	29.5	46.9	76.4	37.5	44.8	158.8	29.8
% margin	44.2%	44.0%	48.2%	46.5%	45.3%	42.7%	45.1%	43.7%
CIS	213.2	46.6	64.5	111.1	66.5	85.6	263.2	62.4
% margin	47.0%	47.2%	50.6%	49.1%	51.0%	51.2%	50.3%	49.0%
SEA	88.8	22.9	27.1	50.0	23.8	35.9	109.6	23.9
% margin	32.3%	35.6%	36.8%	36.2%	38.0%	40.5%	37.9%	36.9%
ANZ	121.2	34.1	45.2	79.2	39.9	61.2	180.2	41.8
% margin	46.8%	47.7%	45.6%	46.5%	44.1%	45.6%	45.7%	46.6%

(1) Growth rate is shown on a **constant currency** basis and therefore excludes the effect of foreign currency movements

QUARTERLY RECONCILIATION OF SEGMENT KPIS AND FINANCIALS (2/3)

	FY 2020	Q1 2021	Q2 2021	H1 2021	Q3 2021	Q4 2021	FY 2021	Q1 2022
Group Active customers (m)	16.3	16.7	17.0	17.0	16.9	17.0	17.0	16.8
LATAM	7.7	8.0	8.1	8.1	7.9	7.8	7.8	7.5
CIS	3.6	3.7	3.5	3.5	3.5	3.6	3.6	3.7
SEA	3.3	3.3	3.5	3.5	3.6	3.6	3.6	3.5
ANZ	1.6	1.7	1.8	1.8	1.9	2.0	2.0	2.0
Group – NMV/Active Customer (€)	120.3	121.9	127.3	127.3	131.5	140.5	140.5	148.2
% growth ¹	0.9%	3.6%	14.9%	14.9%	15.5%	18.5%	18.5%	22.5%
LATAM	74.3	72.1	74.1	74.1	72.7	75.0	75.0	77.7
% growth ¹	(0.3)%	2.8%	11.8%	11.8%	4.5%	3.5%	3.5%	9.7%
CIS	191.8	193.5	206.2	206.2	218.3	238.4	238.4	249.1
% growth ¹	9.6%	12.3%	26.3%	26.3%	29.2%	29.5%	29.5%	32.7%
SEA	103.6	109.4	109.1	109.1	111.4	111.6	111.6	117.8
% growth ¹	0.3%	5.9%	12.1%	12.1%	9.2%	9.4%	9.4%	7.1%
ANZ	214.8	227.0	249.5	249.5	254.9	272.5	272.5	279.5
% growth ¹	1.2%	3.8%	16.7%	16.7%	17.4%	21.2%	21.2%	19.3%
Group – Order frequency	2.6	2.7	2.8	2.8	2.8	2.8	2.8	2.9
% growth ¹	(2.5)%	0.6%	9.6%	9.6%	10.9%	8.8%	8.8%	8.4%
Group - Number of orders (m)	42.0	9.8	12.9	22.6	11.6	13.6	47.8	10.3
% growth ¹	21.4%	32.5%	21.7%	26.1%	7.5%	2.2%	13.8%	5.1%
Group - Average order value (€)	46.6	46.0	47.4	46.8	49.3	55.8	50.0	52.9
% growth ¹	3.5%	4.0%	8.5%	6.6%	4.5%	17.2%	8.9%	17.0%

(1) Growth rate is shown on a **constant currency** basis and therefore excludes the effect of foreign currency movements

QUARTERLY RECONCILIATION OF SEGMENT KPIS AND FINANCIALS (3/3)

	FY 2020	Q1 2021	Q2 2021	H1 2021	Q3 2021	Q4 2021	FY 2021	Q1 2022
Group Adjusted EBITDA (€m)	16.4	(11.5)	11.6	0.1	(7.5)	21.1	13.6	(11.3)
<i>% margin</i>	1.2%	(3.8)%	2.9%	0.0%	(2.1)%	4.3%	0.9%	(3.2)%
<i>YoY change in % margin (ppt)</i>	4.0	4.5	0.1	2.2	(5.0)	(0.3)	(0.3)	0.6
LATAM	11.9			(3.1)			(12.0)	
<i>% margin</i>	3.2%			(1.9)%			(3.4)%	
<i>YoY change in % margin (ppt)</i>	1.7			(2.4)			(6.6)	
CIS	27.0			13.1			31.4	
<i>% margin</i>	6.0%			5.8%			6.0%	
<i>YoY change in % margin (ppt)</i>	5.0			3.1			-	
SEA	(6.9)			(4.7)			-	
<i>% margin</i>	(2.5)%			(3.4)%			0.0%	
<i>YoY change in % margin (ppt)</i>	7.5			3.1			2.5	
ANZ	13.2			4.2			15.6	
<i>% margin</i>	5.1%			2.5%			4.0%	
<i>YoY change in % margin (ppt)</i>	4.4			4.6			(1.1)	

FINANCIAL DEFINITIONS

1

Active Customers are the number of customers who have purchased at least one item after cancellations, rejections and returns in the last twelve months.

2

EBITDA is calculated as loss before interest and tax adjusted for depreciation of property, plant and equipment and right-of-use assets, amortisation of intangible assets and impairment losses.

3

Adjusted EBITDA is EBITDA adjusted for share-based payment (income)/expenses, impairment of goodwill, Group recharges, IAS 29 Hyperinflation result, Ukrainian support costs, changes to estimates for prior year tax, fulfilment centre closure costs and continuity incentives, and change in legal provisions and project costs.

4

Net Merchandise Value (“NMV”) is defined as the value of goods sold including value-added tax (“VAT”)/goods and services tax (“GST”) and delivery fees, after actual or provisioned rejections and returns.

5

Order frequency is defined as the average number of orders per customer per year (calculated as the last twelve month’s orders divided by active customers).

6

Average order value is defined as the NMV per order.