

# #1 FASHION & LIFESTYLE DESTINATION IN GROWTH MARKETS.

**€449.9m**

**NET MERCHANDISE VALUE**  
+37.8% yoy

**9.8m**

**ORDERS**  
+32.5% yoy

**16.7m**

**ACTIVE CUSTOMERS**  
+25.8% yoy

**(3.8)%**

**ADJ. MARGIN EBITDA**  
+4.5 pp yoy

**MARKETPLACE  
NMV  
+ 99% YOY**

**2021 OUTLOOK  
REAFFIRMED**





# LATAM

**dafiti**

	Q1 2020	Q1 2021	CHANGE <sup>1</sup>
NMV (€M)	106.8	<b>108.8</b>	28.7%
Revenue (€M)	75.4	<b>67.0</b>	14.8%
Gross Profit Margin (%)	40.0	<b>44.0</b>	400bps
Active Customers (m)	6.0	<b>8.0</b>	33.3%

# CIS

**lamoda**

	Q1 2020	Q1 2021	CHANGE <sup>1</sup>
NMV (€M)	139.5	<b>159.2</b>	38.7%
Revenue (€M)	97.3	<b>98.6</b>	22.5%
Gross Profit Margin (%)	43.4	<b>47.2</b>	380bps
Active Customers (m)	3.0	<b>3.7</b>	21.2%

# SEA

**ZALORA**

	Q1 2020	Q1 2021	CHANGE <sup>1</sup>
NMV (€M)	64.7	<b>85.9</b>	41.4%
Revenue (€M)	54.0	<b>64.3</b>	27.2%
Gross Profit Margin (%)	32.7	<b>35.6</b>	290bps
Active Customers (m)	2.7	<b>3.3</b>	23.9%

# ANZ

**THE ICONIC**

	Q1 2020	Q1 2021	CHANGE <sup>1</sup>
NMV (€M)	61.2	<b>95.9</b>	45.4%
Revenue (€M)	44.9	<b>71.4</b>	47.9%
Gross Profit Margin (%)	45.4	<b>47.7</b>	230bps
Active Customers (m)	1.6	<b>1.7</b>	9.0%

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<sup>1</sup>NMV and Revenue change are measured on a constant currency basis.