

#1 FASHION & LIFESTYLE DESTINATION IN GROWTH MARKETS.

€503.4m

NET MERCHANDISE VALUE

+35% yoy

10.8m

ORDERS

+26% yoy

15.4m

ACTIVE CUSTOMERS

+24% yoy

3.1%

ADJ. MARGIN EBITDA

+5.9 pp yoy

**MOST PROFITABLE
QUARTER YET**

Q3 2020

**CASH FLOW
POSITIVE**

Q3 2020

LATAM

dafiti

€M	Q3 2019	Q3 2020	CHANGE ¹
NMV	135.2	162.3	52.1%
Revenue	96.3	98.4	34.5%
Gross Profit	39.8	46.8	17.6%
Active Customers (m)	5.6	7.3	30.7%

CIS

la moda

€M	Q3 2019	Q3 2020	CHANGE ¹
NMV	150.3	165.2	31.8%
Revenue	110.7	105.5	14.0%
Gross Profit	46.7	50.4	7.9%
Active Customers (m)	2.9	3.5	20.9%

SEA

ZALORA

€M	Q3 2019	Q3 2020	CHANGE ¹
NMV	61.9	79.2	34.0%
Revenue	52.7	62.4	27.9%
Gross Profit	15.3	19.6	27.9%
Active Customers (m)	2.4	3.0	27.2%

ANZ

THE ICONIC

€M	Q3 2019	Q3 2020	CHANGE ¹
NMV	86.4	96.7	12.8%
Revenue	65.7	70.2	7.8%
Gross Profit	31.0	32.9	6.1%
Active Customers (m)	1.6	1.6	2.2%

PR AND COMMUNICATIONS
CONTACT

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¹NMV and Revenue change are measured on a constant currency basis and Gross Profit change is measured on an absolute EUR basis.