

GROUP FINANCIALS



QUARTERLY RECONCILIATION OF SEGMENT KPIS AND FINANCIALS (1/2)

	FY 2016	FY 2017	Q1 18	Q2 18	Q3 18	Q4 18	FY 2018	Q1 19	Q2 19
-									
Group - NMV (EURm)	1,076.0	1,343.2	294.0	371.2	335.9	452.3	1,453.5	340.8	449.4
<i>Constant currency growth</i>		20.5%	20.2%	23.2%	23.7%	22.4%	22.5%	22.0%	22.7%
APAC	306.0	387.2	93.0	132.2	116.7	160.1	501.9	116.4	161.7
<i>Constant currency growth</i>		30.8%	37.4%	38.7%	34.5%	38.5%	37.4%	24.0%	22.0%
LatAm	416.6	493.6	101.8	123.6	111.0	148.0	484.3	109.6	148.6
<i>Constant currency growth</i>		15.2%	22.9%	18.2%	18.9%	15.8%	18.5%	18.4%	27.7%
CIS	353.4	462.5	99.3	115.5	108.2	144.3	467.3	114.8	139.0
<i>Constant currency growth</i>		18.3%	4.6%	14.5%	19.7%	15.6%	13.9%	23.5%	18.0%
Group - Active customers (m)	8.9	9.8	10.0	10.5	10.8	11.2	11.2	11.5	12.0
APAC	2.7	2.9	3.0	3.2	3.3	3.4	3.4	3.6	3.8
LatAm	3.9	4.4	4.5	4.7	4.9	5.0	5.0	5.2	5.4
CIS	2.3	2.5	2.5	2.6	2.6	2.7	2.7	2.8	2.8
Group - NMV / Active customer (EUR)	121.4	136.7	135.2	131.4	129.7	130.2	130.2	130.6	131.1
<i>Constant currency growth</i>		8.6%	8.3%	7.5%	6.9%	7.8%	7.8%	7.5%	7.1%
APAC	113.7	132.2	134.7	134.5	139.0	145.6	145.6	147.8	146.8
<i>Constant currency growth</i>		20.1%	19.4%	17.4%	13.6%	16.7%	16.7%	13.2%	10.5%
LatAm	106.6	113.1	110.2	104.7	98.8	96.7	96.7	95.3	95.2
<i>Constant currency growth</i>		3.1%	4.7%	4.5%	4.2%	3.2%	3.2%	2.4%	4.1%
CIS	156.2	182.7	180.2	176.8	175.3	172.5	172.5	174.2	179.1
<i>Constant currency growth</i>		5.7%	5.0%	4.7%	6.1%	6.4%	6.4%	7.7%	7.6%
Group - Revenue (EURm)	886.9	1,095.0	236.9	297.8	264.6	356.6	1,155.9	260.7	342.4
<i>Constant currency growth</i>		20.1%	17.8%	21.1%	18.3%	17.8%	18.7%	15.1%	16.5%
APAC	261.2	323.5	76.7	110.2	93.8	128.3	409.0	92.4	130.6
<i>Constant currency growth</i>		27.8%	30.5%	36.3%	30.1%	35.1%	33.4%	19.2%	18.1%
LatAm	315.5	365.2	75.2	90.9	82.3	110.7	359.0	80.1	106.1
<i>Constant currency growth</i>		12.5%	24.3%	19.9%	17.6%	15.7%	18.8%	16.4%	24.5%
CIS	302.7	395.1	81.3	94.5	85.0	115.5	376.4	86.1	104.8
<i>Constant currency growth</i>		18.6%	1.5%	8.9%	9.0%	7.0%	6.7%	13.0%	8.7%

Constant currency growth: 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 (2/2)

	FY 2016	FY 2017	Q1 18	Q2 18	Q3 18	Q4 18	FY 2018	Q1 19	Q2 19
-									
Group - Gross profit margin (EURm)	361.4	430.9	87.6	127.7	95.9	138.4	449.7	98.1	141.3
% margin		39.4%	37.0%	42.9%	36.2%	38.8%	38.9%	37.6%	41.3%
APAC	103.2	125.2	28.5	39.9	34.0	49.8	152.1	35.4	47.7
% margin		38.7%	37.1%	36.3%	36.2%	38.8%	37.2%	38.3%	36.5%
LatAm	136.8	155.4	30.7	39.9	33.5	44.8	149.0	32.2	44.9
% margin		42.6%	40.8%	44.0%	40.8%	40.5%	41.5%	40.2%	42.4%
CIS	119.9	147.8	27.7	47.0	27.5	43.5	145.8	32.2	50.0
% margin		37.4%	34.1%	49.8%	32.3%	37.7%	38.7%	37.4%	47.7%
Group - Order frequency	2.2	2.4	2.4	2.4	2.5	2.5	2.5	2.6	2.6
Pro-forma growth ⁽¹⁾		6.1%	4.9%	5.1%	5.3%	7.0%	7.0%	8.3%	8.8%
Group - Number of orders (m)	19.8	23.2	5.4	7.1	7.1	8.6	28.2	6.9	8.9
Pro-forma growth ⁽¹⁾		17.7%	14.9%	23.1%	24.8%	22.0%	21.5%	26.8%	25.4%
Group - Average order value (EUR)	54.2	58.0	54.4	52.3	47.5	52.7	51.6	49.7	50.5
Constant currency growth		2.4%	4.6%	0.1%	(0.9)%	0.4%	0.8%	(3.8)%	(2.2)%

Constant currency growth: Growth rate is shown on a constant currency basis and therefore excludes the effect of foreign currency movements

(1) To ensure comparability between periods we have adjusted prior periods for acquisitions, disposals and corporate restructurings and adjustments for the impacts of hyperinflation

INCOME STATEMENT (1/2)

<i>In EUR m</i>	FY 2016	FY 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019
Revenue	886.9	1,095.0	236.9	297.8	264.6	356.6	1,155.9	260.7	342.4
Cost of sales	(525.5)	(664.1)	(149.3)	(170.1)	(168.7)	(218.2)	(706.2)	(162.6)	(201.1)
Gross profit	361.4	430.9	87.6	127.7	95.9	138.4	449.7	98.1	141.3
Operating (expenses)/income									
Selling and distribution expenses	(328.5)	(373.2)	(85.3)	(93.4)	(87.6)	(112.3)	(378.6)	(95.0)	(116.0)
Administrative expenses	(203.9)	(184.4)	(44.7)	(48.7)	(86.9)	(34.0)	(214.3)	(52.2)	(41.3)
Other operating income	10.0	15.4	0.7	0.5	0.5	1.7	3.4	0.8	6.4
Other operating expenses	(25.4)	(19.2)	(2.7)	(8.1)	(2.2)	(4.1)	(17.1)	(3.1)	(3.4)
Impairment losses	(684.5)	-	-	-	-	-	-	-	-
Net impairment losses of financial assets	(2.9)	(2.2)	0.2	(0.2)	(0.4)	(0.4)	(0.8)	(0.1)	(1.3)
Loss before interest and tax (EBIT)	(873.8)	(132.7)	(44.2)	(22.2)	(80.7)	(10.6)	(157.7)	(51.5)	(14.3)
Result from investment in associates	-	(3.8)	(1.7)	(2.2)	(2.2)	(3.0)	(9.1)	3.2	-
Result from deconsolidation of subsidiaries	-	1.7	-	-	-	-	-	-	-
Finance income	16.8	8.5	0.2	0.3	0.3	0.4	1.2	8.4	3.0
Finance costs	(19.3)	(20.1)	(11.2)	(4.9)	(4.5)	(11.7)	(32.3)	(3.7)	(10.9)
Result from indexation of IAS 29 Hyperinflation	-	-	-	-	0.5	0.7	1.2	0.3	0.5
Loss before tax	(876.3)	(146.4)	(56.9)	(29.0)	(86.6)	(24.2)	(196.7)	(43.3)	(21.7)
Income taxes	79.1	2.5	(0.7)	0.6	(2.9)	(2.2)	(5.2)	(1.2)	(5.0)
Loss for the period from continuing operations	(797.2)	(143.9)	(57.6)	(28.4)	(89.5)	(26.4)	(201.9)	(44.5)	(26.7)
Discontinued operations									
Gain/(loss) from discontinued operations, net of tax									
- Namshi	(2.1)	137.4	-	-	-	-	-	-	-
- Jabong	(103.3)	-	-	-	-	-	-	-	-
Loss for the period	(902.6)	(6.5)	(57.6)	(28.4)	(89.5)	(26.4)	(201.9)	(44.5)	(26.7)

INCOME STATEMENT (2/2)

<i>In EUR m</i>	FY 2016	FY 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019
Loss for the period attributable to:									
Equity holders of the parent	(872.4)	(1.6)	(54.4)	(25.7)	(86.5)	(29.4)	(196.0)	(42.3)	(24.8)
Non-controlling interests	(30.2)	(4.9)	(3.2)	(2.7)	(3.0)	3.0	(5.9)	(2.2)	(1.9)
Loss for the period	(902.6)	(6.5)	(57.6)	(28.4)	(89.5)	(26.4)	(201.9)	(44.5)	(26.7)
Basic and diluted, loss for the period attributable to ordinary equity holders of the parent	(11.3)	(2.0)	(0.8)	(0.4)	(1.3)	(0.4)	(2.9)	(0.6)	(0.4)
Loss for the period	(902.6)	(6.5)	(57.6)	(28.4)	(89.5)	(26.4)	(201.9)	(44.5)	(26.7)
Other comprehensive (expense)/income									
Items that will be subsequently reclassified to profit or loss									
Exchange differences on translation to presentation currency	67.0	(47.2)	(12.2)	(13.0)	(11.9)	2.4	(34.7)	6.9	4.7
Other changes	(0.3)	(0.3)	-	-	-	(0.4)	(0.4)	-	-
Other comprehensive (expense)/income for the period, net of tax	66.7	(47.5)	(12.2)	(13.0)	(11.9)	2.0	(35.1)	6.9	4.7
Total comprehensive expense for the period, net of tax	(835.9)	(54.0)	(69.8)	(41.4)	(101.4)	(24.4)	(237.0)	(37.6)	(22.0)
Total comprehensive expense for the period attributable to:									
Equity holders of the parent	(809.2)	(46.3)	(66.6)	(37.4)	(98.0)	(27.2)	(229.2)	(35.5)	(19.8)
Non-controlling interests	(26.7)	(7.7)	(3.2)	(4.0)	(3.4)	2.8	(7.8)	(2.1)	(2.2)
Total	(835.9)	(54.0)	(69.8)	(41.4)	(101.4)	(24.4)	(237.0)	(37.6)	(22.0)

BALANCE SHEET (1/3)

<i>In EUR m</i>	FY 2016	FY 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019
ASSETS									
Non-current assets									
Property, plant and equipment	59.9	66.5	64.6	64.7	64.2	70.1	70.1	153.7	155.2
Goodwill	301.9	203.5	197.3	185.9	180.4	185.6	185.6	188.7	188.3
Other intangible assets	210.1	149.6	144.5	139.6	137.7	136.2	136.2	139.5	139.1
Investments in associates	-	116.4	114.2	112.8	110.6	107.9	107.9	0.1	0.1
Other financial assets	3.1	24.7	17.3	16.6	46.6	38.7	38.7	74.2	74.4
Deferred tax assets	-	-	-	-	-	-	-	0.1	0.3
Income tax receivables	0.1	0.3	0.2	-	0.1	0.1	0.1	0.1	0.2
Other non-financial assets	1.7	1.0	2.2	2.6	3.0	0.7	0.7	1.2	0.7
Total non-current assets	576.8	562.0	540.3	522.2	542.6	539.3	539.3	557.6	558.3
Current assets									
Inventories	180.2	172.0	217.5	201.5	233.2	186.1	186.1	244.9	229.1
Trade and other receivables	48.2	48.1	37.3	48.1	43.1	55.2	55.2	37.6	60.9
Other financial assets	25.8	19.0	17.5	19.7	13.3	16.9	16.9	12.4	14.6
Income tax receivables	1.9	1.6	1.8	2.0	1.8	2.1	2.1	1.9	2.3
Other non-financial assets	78.0	46.3	52.0	54.7	56.1	50.8	50.8	64.5	83.2
Cash and cash equivalents	244.2	251.4	180.6	163.5	108.8	105.0	105.0	103.5	55.7
Total current assets	578.3	538.4	506.7	489.5	456.3	416.1	416.1	464.8	445.8
Total assets	1,155.1	1,100.4	1,047.0	1,011.7	998.9	955.4	955.4	1,022.4	1,004.1

BALANCE SHEET (2/3)

<i>In EUR m</i>	FY 2016	FY 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019
EQUITY AND LIABILITIES									
Equity									
Ordinary share capital	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	1.5
Convertible preference shares	0.7	0.8	0.8	0.8	0.8	0.8	0.8	0.8	-
Treasury shares	(7.5)	(7.5)	(7.5)	(7.5)	(7.5)	(7.5)	(7.5)	(7.5)	(7.5)
Capital reserves	2,101.6	2,102.2	2,102.2	2,102.2	2,102.2	2,102.2	2,102.2	2,102.2	2,102.2
Other reserves	-	-	-	-	-	0.3	0.3	0.3	0.3
Share-based payment reserves	67.6	74.7	78.7	86.1	116.1	111.3	111.3	116.6	113.7
Accumulated deficit	(1,406.1)	(1,392.3)	(1,441.4)	(1,467.1)	(1,550.4)	(1,581.0)	(1,581.0)	(1,622.7)	(1,647.2)
Other comprehensive (expense)/ income reserve	38.2	(6.7)	(18.8)	(30.6)	(42.1)	(39.5)	(39.5)	(32.7)	(27.9)
Equity attributable to equity holders of the parent	795.2	771.9	714.7	684.6	619.8	587.3	587.3	557.7	535.1
Non-controlling interests	29.2	21.5	18.8	14.9	11.4	16.5	16.5	14.4	12.2
Total equity	824.4	793.4	733.5	699.5	631.2	603.8	603.8	572.1	547.3
Non-current liabilities									
Lease liabilities	0.4	4.1	3.7	3.6	3.8	4.0	4.0	63.8	63.4
Other financial liabilities	4.0	-	-	-	20.1	17.5	17.5	19.9	14.2
Provisions	2.0	3.2	3.2	3.1	3.3	3.5	3.5	3.7	4.0
Deferred tax liabilities	21.5	7.7	6.4	6.0	7.9	9.3	9.3	10.5	14.2
Non-financial liabilities	-	0.4	0.5	0.4	0.4	0.4	0.4	0.4	0.5
Total non-current liabilities	27.9	15.4	13.8	13.1	35.5	34.7	34.7	98.3	96.3

BALANCE SHEET (3/3)

<i>In EUR m</i>	FY 2016	FY 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019
Current liabilities									
Borrowings	2.8	0.9	0.7	0.7	0.7	0.7	0.7	-	0.7
Lease liabilities	0.6	1.6	1.7	1.8	1.7	1.8	1.8	19.2	19.0
Trade payables and other financial liabilities	228.7	220.8	233.7	220.4	258.0	251.6	251.6	268.7	270.1
Provisions	20.5	12.9	7.0	11.7	9.5	9.1	9.1	8.9	9.9
Income tax liabilities	2.6	4.2	5.8	5.1	5.6	4.5	4.5	4.4	4.2
Non-financial liabilities	47.6	51.2	50.8	59.4	56.7	49.2	49.2	50.8	56.6
Total current liabilities	302.8	291.6	299.7	299.1	332.2	316.9	316.9	352.0	360.5
Total liabilities	330.7	307.0	313.5	312.2	367.7	351.6	351.6	450.3	456.8
Total equity and liabilities	1,155.1	1,100.4	1,047.0	1,011.7	998.9	955.4	955.4	1,022.4	1,004.1

CASH FLOW STATEMENT (1/3)

<i>In EUR m</i>	FY 2016	FY 2017	Q1 2018	Q2 2018 YTD	Q3 2018 YTD	FY 2018	Q1 2019	Q2 2019
Cash flows from operating activities								
Loss before tax	(876.3)	(146.4)	(56.9)	(85.9)	(172.5)	(196.7)	(43.3)	(65.0)
Adjustments for:								
Depreciation of property, plant and equipment	9.7	11.5	3.3	6.3	9.7	13.0	9.2	19.0
Amortisation of intangible assets	30.7	20.9	4.7	9.5	14.4	19.5	5.3	11.0
Impairment losses of goodwill and intangible assets	684.5	-	-	-	-	-	-	-
Share-based payment expenses	18.1	9.4	4.0	11.5	62.6	55.2	7.7	(0.2)
Change in redemption value of puttable shares	0.1	-	-	-	-	-	-	-
Interest income	(2.7)	(8.5)	(0.2)	(0.5)	(0.8)	(1.2)	(0.4)	(3.5)
Interest costs	19.2	8.8	1.8	3.3	4.5	6.6	3.7	7.1
Result from deconsolidation of subsidiaries	-	(1.7)	-	-	-	-	-	-
Share of losses of investment accounted for using the equity method	-	3.8	-	3.9	6.2	9.1	1.7	1.8
Foreign currency losses/(gains)	(18.3)	9.1	2.5	3.2	5.1	6.8	(3.5)	(2.2)
Other non-cash transactions	(1.3)	11.2	9.3	9.0	10.0	15.5	0.5	0.3
(Gains)/losses from disposal of property, plant and equipment and intangible assets	1.2	0.2	-	(0.1)	(0.3)	(0.4)	(0.2)	(0.1)
Changes in provisions	7.5	(3.0)	(5.6)	(0.8)	(2.3)	(3.1)	(0.2)	0.7
Gains from disposal of associated entities	-	-	-	-	-	-	(4.9)	(4.9)
Cash effective operating loss before changes in working capital	(127.6)	(84.7)	(37.1)	(40.6)	(63.4)	(75.7)	(24.4)	(36.0)
Changes in working capital related to operating activities								
Increase/decrease in trade and other receivables	(28.1)	14.6	3.9	(17.5)	(15.3)	(16.5)	9.5	(34.1)
Increase/decrease in inventories	(25.7)	(28.4)	(50.0)	(40.8)	(79.6)	(39.2)	(50.0)	(34.2)
Increase/decrease in trade and other payables	49.7	29.6	15.9	25.4	69.4	54.5	2.2	13.8
Cash used in operations	(131.7)	(68.9)	(67.3)	(73.5)	(88.9)	(76.9)	(62.7)	(90.5)

CASH FLOW STATEMENT (2/3)

<i>In EUR m</i>	FY 2016	FY 2017	Q1 2018	Q2 2018 YTD	Q3 2018 YTD	FY 2018	Q1 2019	Q2 2019
Assets/liabilities held for sale (except cash)	(0.5)	-	-	-	-	-	-	-
Cash flow from share-based payments	-	-	-	-	(1.0)	(1.2)	-	(0.6)
Income taxes paid	(0.8)	(0.5)	(0.4)	(1.0)	(1.1)	(2.5)	(0.5)	(1.0)
Interest received	2.7	6.0	0.2	0.5	0.8	1.0	0.5	3.5
Interest paid	(11.3)	(0.4)	(1.4)	(2.7)	(3.9)	(5.7)	(3.6)	(7.2)
Net cash used in operating activities from continuing operations	(141.6)	(63.8)	(68.9)	(76.7)	(94.1)	(85.3)	(66.3)	(95.8)
Discontinued operations (operating activities)	(22.3)	(9.8)	-	-	-	-	-	-
Net cash used in operating activities	(163.8)	(73.6)	(68.9)	(76.7)	(94.1)	(85.3)	(66.3)	(95.8)
Cash flows from investing activities								
Purchase of property, plant and equipment	(31.5)	(24.3)	(4.0)	(9.6)	(13.9)	(24.1)	(7.3)	(13.3)
Proceeds from sale of property, plant and equipment	1.6	0.5	0.3	0.5	0.8	1.0	0.3	0.8
Cash inflow from gaining control	-	0.5	-	-	0.6	0.6	-	-
Acquisition of subsidiaries, associated companies and investments	-	(0.8)	(0.5)	(0.5)	(1.1)	(1.1)	-	-
Cash inflow/(outflow) from disposal of subsidiaries and associated companies	4.5	(0.4)	-	-	-	-	114.3	114.3
Granting of loans for financing companies associated with the Group	-	-	-	-	(0.1)	-	-	-
Acquisition of intangible assets	(4.5)	(6.0)	(1.6)	(4.5)	(10.8)	(15.0)	(3.9)	(9.6)
Proceeds from sale of intangibles	0.2	-	-	-	-	-	-	-
Cash outflow from other securities and deposits and transfer of restricted cash	2.5	(2.2)	(0.3)	(0.3)	(25.7)	(27.0)	(34.6)	(34.6)
Net cash from/(used in) investing activities from continuing operations	(27.2)	(32.7)	(6.1)	(14.4)	(50.2)	(65.6)	68.8	57.6
Discontinued operations (investing activities)	45.0	110.0	-	-	-	-	-	-
Net cash (used in)/from investing activities	17.8	77.3	(6.1)	(14.4)	(50.2)	(65.6)	68.8	57.6

CASH FLOW STATEMENT (3/3)

<i>In EUR m</i>	FY 2016	FY 2017	Q1 2018	Q2 2018 YTD	Q3 2018 YTD	FY 2018	Q1 2019	Q2 2019
Cash flows from financing activities								
Proceeds from borrowings and other financial liabilities	155.0	0.4	0.2	15.7	22.4	0.4	-	0.2
Repayment of borrowings	(166.4)	(2.3)	(1.2)	(16.7)	(23.3)	(1.5)	(0.2)	(0.3)
Purchase of treasury shares	(7.5)	-	-	-	-	-	-	-
Capital contributions from shareholders	330.3	15.3	5.9	5.9	5.8	8.6	-	-
Payments under finance lease	(1.4)	(1.8)	(0.4)	(0.9)	(1.6)	(2.3)	(5.4)	(10.6)
Net cash from/(used in) financing activities from continuing operations	310.0	11.6	4.5	4.0	3.3	5.2	(5.6)	(10.7)
Net cash from/(used in) financing activities	310.0	11.6	4.5	4.0	3.3	5.2	(5.6)	(10.7)
Cash and cash equivalents at the beginning of the period	76.7	244.2	251.4	251.4	251.4	251.4	105.0	105.0
Effect of exchange rate changes on cash and cash equivalents	3.5	(8.1)	(0.3)	(0.8)	(1.6)	(0.6)	1.6	(0.4)
Cash and cash equivalents at the end of the period	244.2	251.4	180.6	163.5	108.8	105.0	103.5	55.7