

# #1 FASHION & LIFESTYLE DESTINATION IN GROWTH MARKETS.

**€488m**

**NET MERCHANDISE VALUE**  
+23% yoy

**10.6m**

**ORDERS**  
+19% yoy

**14.6m**

**ACTIVE CUSTOMERS**  
+22% yoy

**2.8%**

**ADJ. MARGIN EBITDA**  
+3.7 pp yoy

**SECOND PROFITABLE  
QUARTER**

Q2 2020

**CASH FLOW  
POSITIVE**

Q2 2020





## LATAM

dafiti

€M	Q2 2019	Q2 2020	CHANGE <sup>1</sup>
NMV	148.6	<b>146.1</b>	26.8%
Revenue	106.1	<b>92.2</b>	16.1%
Gross Profit	44.9	<b>41.8</b>	(6.9)%
Active customers (m)	5.4	<b>6.7</b>	24.2%

## CIS

la moda

€M	Q2 2019	Q2 2020	CHANGE <sup>1</sup>
NMV	139.0	<b>184.6</b>	45.2%
Revenue	104.8	<b>122.1</b>	27.2%
Gross Profit	50.0	<b>58.5</b>	17.0%
Active customers (m)	2.8	<b>3.4</b>	20.3%

## SEA

ZALORA

€M	Q2 2019	Q2 2020	CHANGE <sup>1</sup>
NMV	70.9	<b>83.2</b>	17.5%
Revenue	61.5	<b>67.9</b>	12.9%
Gross Profit	18.5	<b>20.2</b>	9.2%
Active customers (m)	2.3	<b>2.9</b>	29.1%

## ANZ

THE ICONIC

€M	Q2 2019	Q2 2020	CHANGE <sup>1</sup>
NMV	90.9	<b>74.3</b>	(14.8)%
Revenue	69.8	<b>54.0</b>	(19.3)%
Gross Profit	29.9	<b>23.4</b>	(21.7)%
Active customers (m)	1.5	<b>1.6</b>	4.0%

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