

**#1 FASHION &
LIFESTYLE
DESTINATION
IN GROWTH
MARKETS.**

€372 M

NET MERCHANDISE VALUE

+13% yoy

7.4 M

ORDERS

+8% yoy

13.3 M

ACTIVE CUSTOMERS

+16% yoy

(8.3)%

ADJ. EBITDA MARGIN

+1.5 pp yoy

COVID-19 RESPONSE:

Quick Response and business adaptability ensures employee safety , financial health and ongoing delivery of strategic priorities.

APAC

THE ICONIC ZALORA

EURm	Q1 2019	Q1 2020	change ¹
Active customers (m)	3.6	4.2	19.6%
NMV	116.4	125.9	9.5%
Revenue	92.4	98.7	8.1%
Gross Profit	35.4	37.8	6.9%

LATAM

dafiti

EURm	Q1 2019	Q1 2020	change ¹
Active customers (m)	5.2	6.0	16.4%
NMV	109.6	106.8	9.2%
Revenue	80.1	75.4	6.8%
Gross Profit	32.2	30.2	(6.3)%

CIS

lamoda

EURm	Q1 2019	Q1 2020	change ¹
Active customers (m)	2.8	3.0	8.8%
NMV	114.8	139.5	19.8%
Revenue	86.1	97.3	11.4%
Gross Profit	32.2	42.2	30.9%