

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

€594.5m

NET MERCHANDISE VALUE

+28.9% yoy

13.3m

ORDERS

+28.6% yoy

16.3m

ACTIVE CUSTOMERS

+24.6% yoy

+4.6%

ADJ. MARGIN EBITDA

+440pp yoy

**FIRST ADJ. EBITDA
POSITIVE YEAR**

**GUIDANCE FOR 2020
DELIVERED**



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LATAM

€M	Q4 2019	Q4 2020	CHANGE ¹
NMV	164.2	160.1	30.8%
Revenue	118.9	106.7	22.7%
Gross Profit	47.6	46.0	(3.4%)
Active Customers (m)	5.9	7.7	31.2%

dafiti

CIS

€M	Q4 2019	Q4 2020	CHANGE ¹
NMV	194.5	197.6	30.9%
Revenue	141.3	128.3	16.4%
Gross Profit	58.3	62.1	6.5%
Active Customers (m)	3.0	3.6	20.7%

la moda

SEA

€M	Q4 2019	Q4 2020	CHANGE ¹
NMV	91.5	115.2	33.4%
Revenue	79.9	90.6	22.5%
Gross Profit	27.4	31.3	14.2%
Active Customers (m)	2.6	3.3	26.7%

ZALORA

ANZ

€M	Q4 2019	Q4 2020	CHANGE ¹
NMV	103.4	121.5	18.2%
Revenue	78.9	90.0	14.9%
Gross Profit	37.1	44.4	19.7%
Active Customers (m)	1.6	1.6	3.6%

THE ICONIC

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