

#1 FASHION & LIFESTYLE DESTINATION IN GROWTH MARKETS.

€572.2m

NET MERCHANDISE VALUE
+12.4%¹ yoy

11.6m

ORDERS
+7.5% yoy

16.9m

ACTIVE CUSTOMERS
+9.7% yoy

(2.1)%

ADJ. MARGIN EBITDA
(5.0)ppt yoy

51%¹

**TWO YEAR NMV
GROWTH RATE**

**2021 OUTLOOK
REAFFIRMED**

¹NMV change is measured on a constant currency basis.

LATAM

dafiti

€M	Q3 2020	Q3 2021	CHANGE ¹
NMV	162.3	138.7	(17.2)%
Revenue	98.4	82.8	(15.9)%
Gross Profit Margin (%)	47.5	45.3	(2.2)ppt
Active Customers (m)	7.3	7.9	8.5%

CIS

lamoda

€M	Q3 2020	Q3 2021	CHANGE ¹
NMV	165.2	215.7	31.1%
Revenue	105.5	130.4	24.1%
Gross Profit Margin (%)	47.7	51.0	3.3ppt
Active Customers (m)	3.5	3.5	0.9%

SEA

ZALORA

€M	Q3 2020	Q3 2021	CHANGE ¹
NMV	79.2	91.1	15.7%
Revenue	62.4	62.6	1.0%
Gross Profit Margin (%)	31.4	38.0	6.6ppt
Active Customers (m)	3.0	3.6	19.3%

ANZ

THE ICONIC

€M	Q3 2020	Q3 2021	CHANGE ¹
NMV	96.7	126.7	28.6%
Revenue	70.2	90.4	26.3%
Gross Profit Margin (%)	47.0	44.1	(2.9)ppt
Active Customers (m)	1.6	1.9	17.0%

PR AND COMMUNICATIONS
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