

#1 FASHION & LIFESTYLE DESTINATION IN GROWTH MARKETS.

€610.1m

NET MERCHANDISE VALUE

+32.0% yoy

12.9m

ORDERS

+21.7% yoy

17.0m

ACTIVE CUSTOMERS

+15.8% yoy

2.9%

ADJ. MARGIN EBITDA

+0.1 pp yoy

**MARKETPLACE
NMV
+ 60% YOY**

**2021 OUTLOOK
REAFFIRMED**

LATAM

dafiti

	Q2 2020	Q2 2021	CHANGE ¹
NMV (€M)	146.1	169.9	21.4%
Revenue (€M)	92.2	97.2	9.6%
Gross Profit Margin (%)	45.3	48.2	290bps
Active Customers (m)	6.7	8.1	20.4%

CIS

la moda

	Q2 2020	Q2 2021	CHANGE ¹
NMV (€M)	184.6	202.3	23.6%
Revenue (€M)	122.1	127.5	17.1%
Gross Profit Margin (%)	47.9	50.6	270bps
Active Customers (m)	3.4	3.5	3.4%

SEA

ZALORA

	Q2 2020	Q2 2021	CHANGE ¹
NMV (€M)	83.2	104.9	32.5%
Revenue (€M)	67.9	73.6	14.0%
Gross Profit Margin (%)	29.7	36.8	710bps
Active Customers (m)	2.9	3.5	20.4%

ANZ

THE ICONIC

	Q2 2020	Q2 2021	CHANGE ¹
NMV (€M)	74.3	133.1	67.5%
Revenue (€M)	54.0	99.0	71.4%
Gross Profit Margin (%)	43.3	45.6	230bps
Active Customers (m)	1.6	1.8	14.3%

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