



9M Proven Winners Results

December 16th, 2015

Disclaimer

This document is being presented solely for informational purposes and should not be treated as giving investment advice. It is not intended to be (and should not be used as) the sole basis of any analysis or other evaluation. All and any evaluations or assessments stated herein represent our personal opinions. We advise you that some of the information is based on statements by third persons, and that no representation or warranty, expressed or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of this information or opinions contained herein.

This presentation contains certain forward-looking statements relating to the business, financial performance and results of Rocket Internet SE, its subsidiaries and its participations (collectively, "Rocket") and/or the industry in which Rocket operates. Forward-looking statements concern future circumstances and results and other statements that are not historical facts, sometimes identified by the words "believes," "expects," "predicts," "intends," "projects," "plans," "estimates," "aims," "foresees," "anticipates," "targets," and similar expressions. The forward-looking statements contained in this presentation, including assumptions, opinions and views of Rocket or cited from third party sources, are solely opinions and forecasts which are uncertain and subject to risks. Actual events may differ significantly from any anticipated development due to a number of factors, including without limitation, changes in general economic conditions, in particular economic conditions in the markets in which Rocket operates, changes affecting interest rate levels, changes in competition levels, changes in laws and regulations, environmental damages, the potential impact of legal proceedings and actions and Rocket's ability to achieve operational synergies from acquisitions. Rocket does not guarantee that the assumptions underlying the forward-looking statements in this presentation are free from errors nor does it accept any responsibility for the future accuracy of the opinions expressed in this presentation or any obligation to update the statements in this presentation to reflect subsequent events. The forward-looking statements in this presentation are made only as of the date hereof. Neither the delivery of this presentation nor any further discussions of Rocket with any of the recipients thereof shall, under any circumstances, create any implication that there has been no change in the affairs of Rocket since such date. Consequently, Rocket does not undertake any obligation to review, update or confirm recipients' expectations or estimates or to release publicly any revisions to any forward-looking statements to reflect events that occur or circumstances that arise in relation to the content of the presentation.

Neither Rocket Internet SE nor any other person shall assume any liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of this presentation or the statements contained herein as to unverified third person statements, any statements of future expectations and other forward-looking statements, or the fairness, accuracy, completeness or correctness of statements contained herein, or otherwise arising in connection with this presentation.

Agenda

Topic

Presenter

Proven Winners - 9M 2015 Results and LPV Update

Peter Kimpel
CFO Rocket Internet

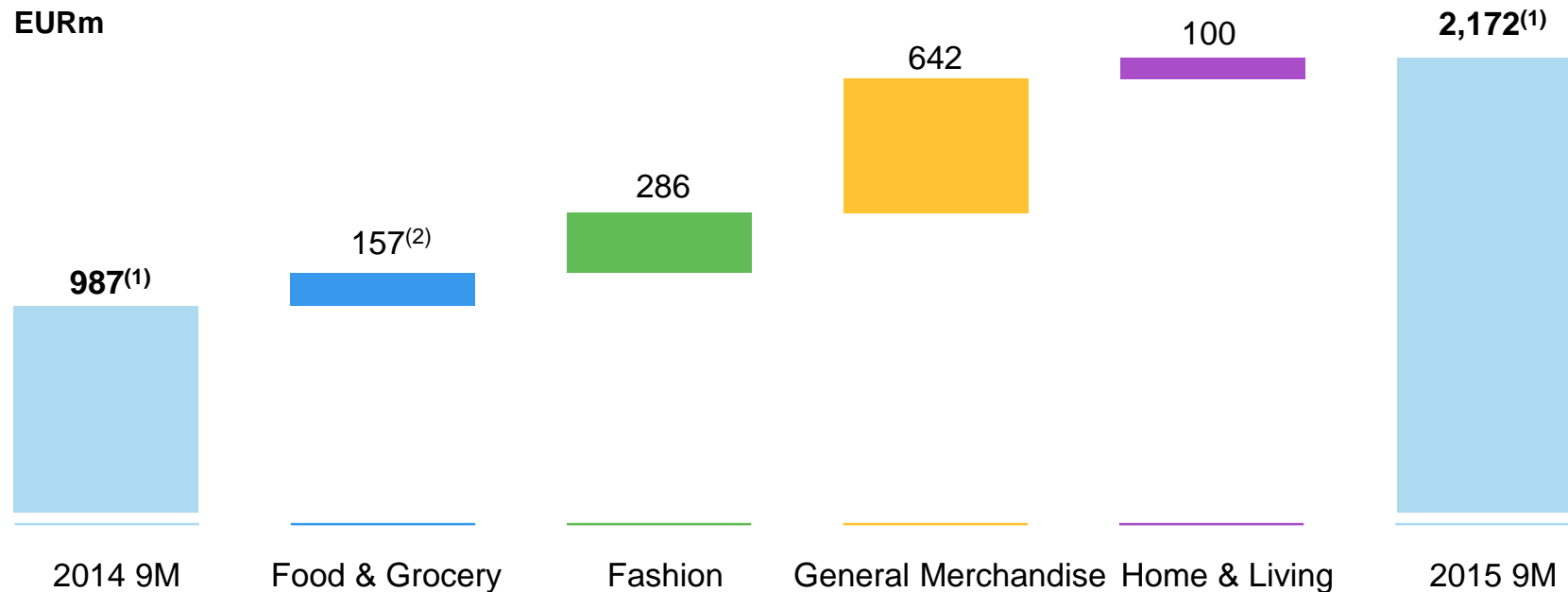
Summary Remarks / Rocket Internet SE Update

Oliver Samwer
CEO Rocket Internet



Proven Winners –
9M 2015 Results

Proven Winners with Significant Increase in Revenue/GMV Generation



Source: Respective company's unaudited consolidated financial statements based on IFRS and management reports

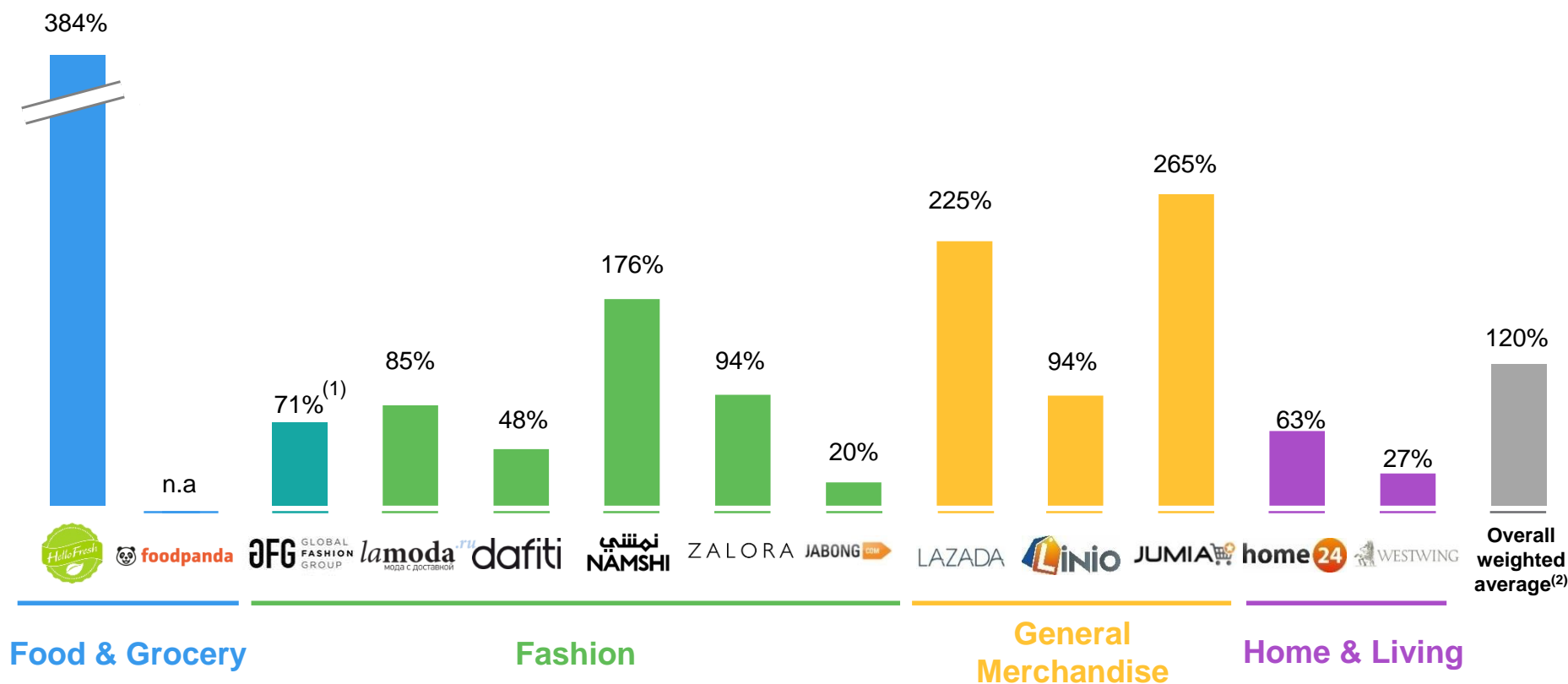
Notes: Based on net revenue for Fashion (except Zalora), Home & Living and Food & Grocery and GMV for General Merchandise and Zalora

(1) Converted to EUR using 1-Jan-15 – 30-Sep-15 average FX rate: EUR/BRL = 3.49, EUR/RUB = 65.79, EUR/INR = 70.92, EUR/AED = 4.10, EUR/USD = 1.11; 2014 9M numbers were translated using the same 2015 9M average exchange rates

(2) HelloFresh only

Continued Strong Growth Across All Proven Winners

Net revenue / GMV Growth 9M 2014 – 9M 2015



Source: Respective company's unaudited consolidated financial statements based on IFRS and management reports

Notes: Growth rates are derived from reporting currency financials and KPIs; figures depict 2014 9M – 2015 9M net revenue growth except for General Merchandise and Zalora which is 2014 9M – 2015 9M GMV growth

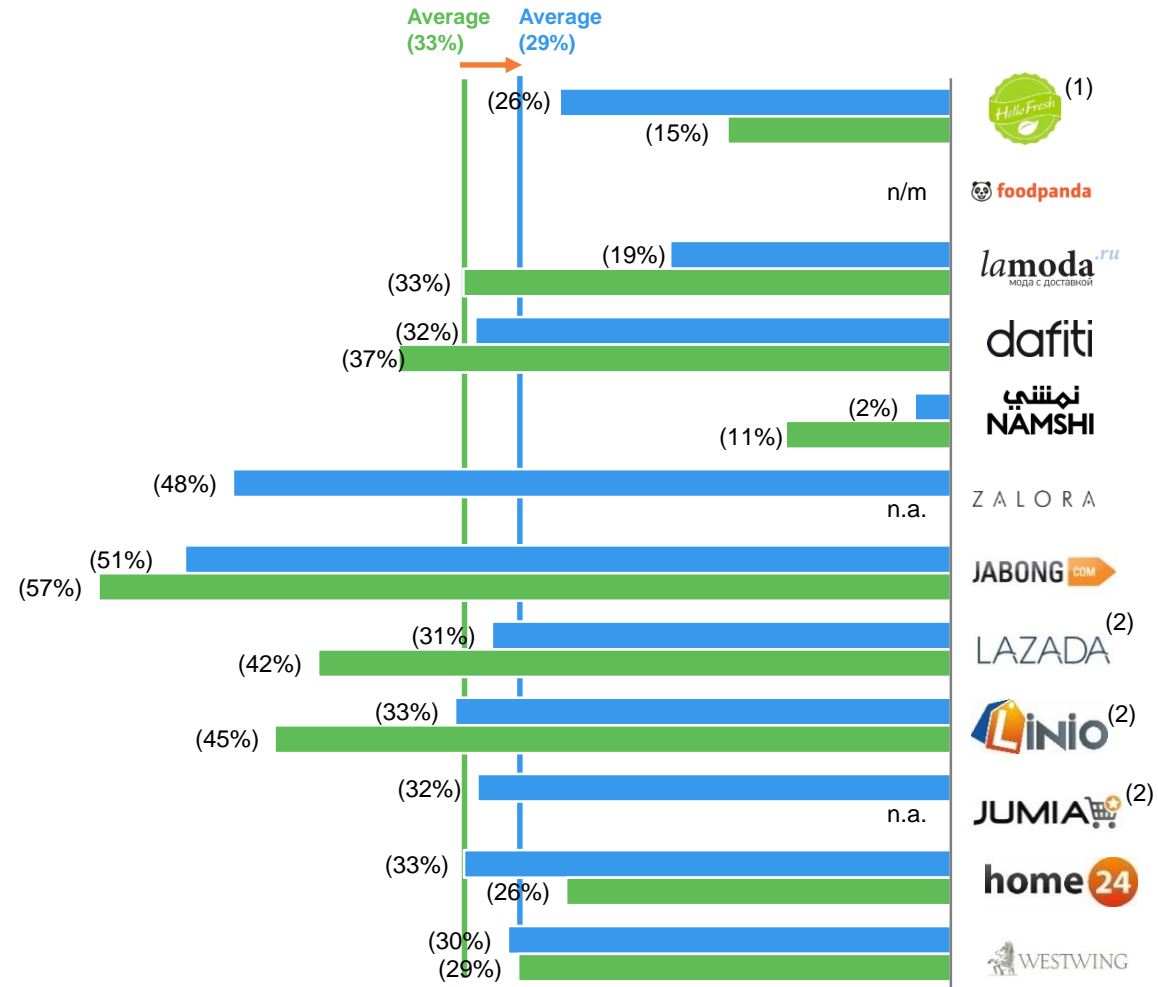
(1) Pro-forma combined

(2) Growth shown is derived from the sum of the individual Proven Winners' net revenue / GMV; net revenue / GMV that was originally reported in a currency other than EUR were converted to EUR using average exchange rates; 2014 9M numbers were translated using the same 2015 9M average exchange rates

Continued EBITDA Margin Improvement as Proven Winners Scale

■ Adj. EBITDA Margin 2015 9M
■ Adj. EBITDA Margin 2014 9M

**Adj. EBITDA Margin
 Percentage Point
 Improvement
 (9M 2015 / 9M 2014)**
4pp



Source: Respective company's unaudited consolidated financial statements based on IFRS and management reports

Notes: Based on adjusted EBITDA margins (adjusted for share based compensation); Zalora and Jumia figures not included in the average

(1) Also adjusted for certain non-recurring items

(2) Adjusted EBITDA as a percentage of GMV for Lazada, Linio and Jumia



HelloFresh

Key Financials and KPIs

EURm	FY 2013	FY 2014	9M 2014	9M 2015
Net revenue	14.2	69.6	40.9	198.0
<i>% growth</i>		391.8%		383.9%
Adj. EBITDA⁽¹⁾	(5.5)	(12.2)	(6.1)	(51.9)
<i>% margin</i>	(38.6%)	(17.6%)	(15.0%)	(26.2%)
Cash position	3.8	19.8	26.0	81.0
Servings delivered (m)	2.4	12.3	7.2	31.4
<i>% YoY growth</i>		412.5%		336.1%
Active subscribers (k)	31.7	172.7	115.6	530.5
<i>% YoY growth</i>		444.8%		358.9%

Key Highlights

- ✓ 9M 2015 another period of outstanding growth:
 - Net revenues: +384% vs. 9M 2014; annualized run-rate based on Q3 of EUR 342m
 - Active Subscribers: +359% vs. 9M 2014
- ✓ Significant fulfillment capacity increase in the USA during Q3 2015, laying the foundation for sustained strong growth in the years to come
- ✓ Exclusive international partnership with Jamie Oliver announced as further endorsement of HelloFresh's global brand. Commercial launch of this partnership across multiple geographies in Q1 2016

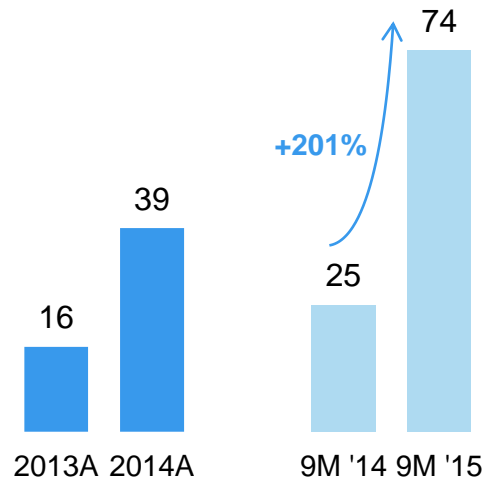
Source: Company's unaudited consolidated IFRS financial statements based on IFRS and management reports

(1) Adjusted for share based compensation expenses and other non-recurring items

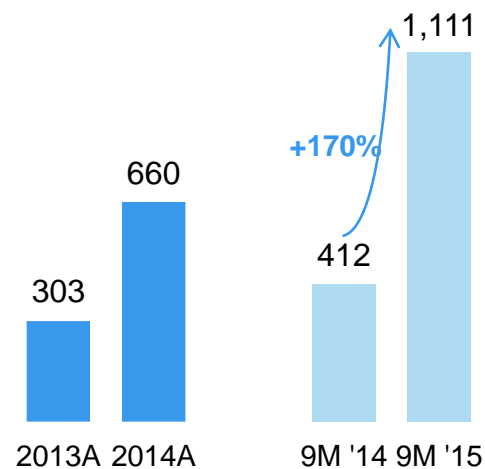
Delivery Hero Maintains Strong Growth Trajectory in 2015



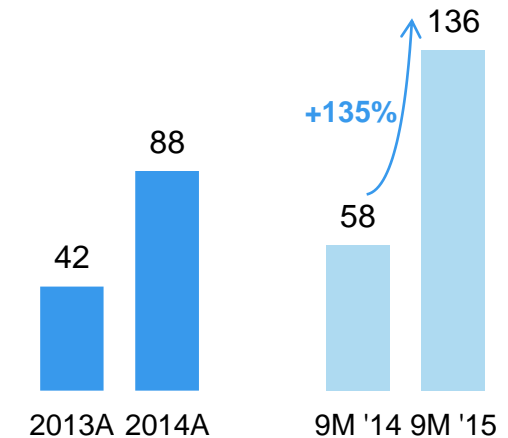
Orders (m)



GMV (EURm)



Revenue (EURm)



Source: Unaudited Delivery Hero information (management accounts) from statutory accounting point of view, i.e. acquisitions included from point of acquisition onwards

foodpanda

Key Financials and KPIs

EURm	FY 2013	FY 2014	9M 2014	9M 2015
GMV	6.5	116.7	n.a.	188.2
<i>% YoY growth</i>		<i>n.m.</i>		<i>n.a.</i>
Net Revenue	0.7	6.7	n.a.	23.2
<i>% growth</i>		838.9%		<i>n.a.</i>
Gross profit	0.7	6.5	n.a.	21.6
<i>% margin</i>	91.5%	97.4%		93.2%
Adj. EBITDA⁽¹⁾	(12.1)	(33.6)	n.a.	(72.0)
<i>% margin</i>	(1,710.3%)	(503.1%)		(310.1%)
Cash position	8.7	44.5	n.a.	95.8
Total orders (m)	0.4	8.7	n.a.	15.7
<i>% YoY growth</i>		<i>n.m.</i>		<i>n.a.</i>

Key Highlights

- ✓ **9M 2015 net revenue** already >3x the full year 2014 result
- ✓ **Growing active user base** to 5.4m in 9M 2015, compared to 3.6m in Q2 2015
- ✓ **Mobile first** with 58% of all orders coming from mobile devices (compared to 51% the quarter prior)
- ✓ **Order automation rate** increased from 71% at the end of H1 2015 to 80% at the end of Q3 2015
- ✓ **Continued traffic mix optimization** through focus on conversion rate and branded traffic as well as customer experience to further increase reorder rate

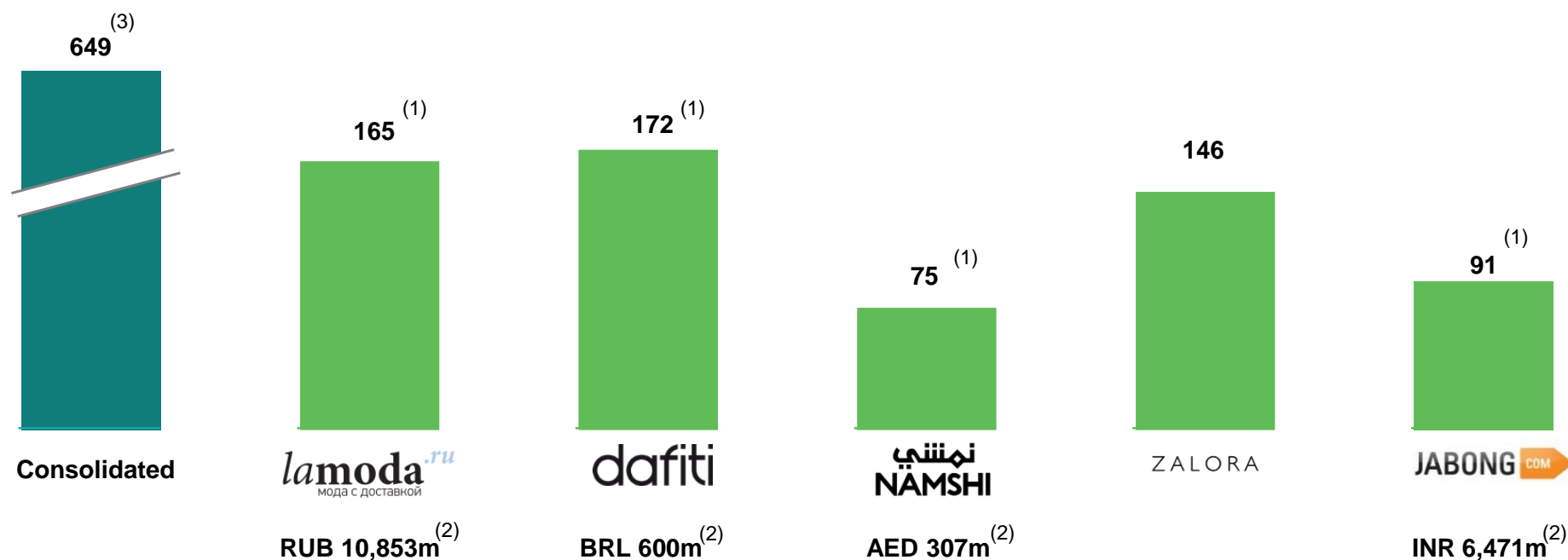
Source: Company's unaudited consolidated financial statements based on IFRS and management reports

Notes: 2014 KPIs are pro forma for acquisitions

(1) Adjusted for share based compensation expenses

Global Fashion Group

9M 2015 Net revenue EURm



Source: Respective companies' unaudited consolidated financial statements based on IFRS and management reports

Notes:

(1) Converted to EUR using 1-Jan-15 – 30-Sep-15 average FX rate: EUR/BRL = 3.49, EUR/RUB = 65.79, EUR/INR = 70.92, EUR/AED = 4.10

(2) 9M 2015 Net revenue in respective reporting currency

(3) Derived from unaudited consolidated financial statements of GFG. Differences relative to sum-of-the-parts are due to eliminations, holding and other

Global Fashion Group

Key Financials and KPIs

EURm	FY 2013 ⁽³⁾	FY 2014	9M 2014	9M 2015
Net revenue	317.2	627.4⁽³⁾	n.m.	649.5⁽⁴⁾
<i>% growth</i>		97.8%		
Gross profit	97.0	186.3⁽³⁾	n.m.	212.3⁽⁴⁾
<i>% margin</i>	30.6%	29.7%		32.7%
Adj. EBITDA⁽¹⁾	(149.1)	(234.7)⁽³⁾	n.m.	(224.9)⁽⁴⁾
<i>% margin</i>	(47.0%)	(37.4%)		(34.6%)
Cash Balance		223.8⁽⁴⁾	n.m.	64.3^(4,5)
GMV⁽²⁾	600.5	1,025.2	656.0	1,056.6
<i>% YoY growth</i>		70.7%		61.1%
Total orders (m)	10.3	18.6	12.4	17.3
<i>% YoY growth</i>		79.8%		39.1%
Total customers (m)	5.2	9.4	8.0	13.4
<i>% YoY growth</i>		80.1%		66.5%
Active customers (LTM, m)	3.8	5.8	5.1	7.5
<i>% YoY growth</i>		50.8%		48.3%

Key Highlights

- ✓ **Global integration** has firmly established GFG as the leading online fashion destination in emerging markets
- ✓ **Robust financial performance** despite FX and macro headwinds confirms attractive underlying market opportunities
- ✓ **Gross margin for GFG was 39.7%** for 9M 2015 excluding Jabong
- ✓ **EUR 150m** in additional funding were committed by existing shareholders in Q3 2015

Source: Company's unaudited consolidated financial statements based on IFRS and management reports

(1) Adjusted for share based compensation expenses

(2) Converted to EUR using period specific exchange rates

(3) Based on a simple aggregation

(4) Derived from unaudited consolidated financial statements of GFG. Differences relative to sum-of-the-parts are due to eliminations, holding and other

(5) EUR 75m of the EUR 150m additional funding commitment are not yet reflected in the 9M 2015 cash balance of EUR 64.3m

Key Financials and KPIs

RUBm	FY 2013	FY 2014	9M 2014	9M 2015
Net revenue	5,150.0	9,496.2	5,858.3	10,853.2
<i>% growth</i>		84.4%		85.3%
Gross profit	2,038.2	3,879.1	2,297.9	4,539.0
<i>% margin</i>	39.6%	40.8%	39.2%	41.8%
Adj. EBITDA⁽¹⁾	(1,883.0)	(2,158.1)	(1,915.5)	(2,043.3)
<i>% margin</i>	(36.6%)	(22.7%)	(32.7%)	(18.8%)
GMV (RUBm)	11,772.6	23,527.2	13,797.2	28,900.6
<i>% YoY growth</i>		99.8%		109.5%
Total orders (m)	2.3	3.9	2.6	4.0
<i>% YoY growth</i>		70.3%		54.1%
Total customers (m)	1.4	2.7	2.3	3.8
<i>% YoY growth</i>		88.2%		65.2%
Active customers (LTM, m)	1.1	1.7	1.5	2.1
<i>% YoY growth</i>		52.1%		45.6%

Key Highlights

- ✓ **Further widening of assortment portfolio** with focus on margin improvements as well as further ramp-up of private labels
- ✓ **Investments in fulfilment center** to accommodate increase in orders shipped and improve service level
- ✓ **Continued mobile leadership** to account for 36% of net revenue, on the basis of highly regarded fashion application

Source: Company's unaudited consolidated financial statements based on IFRS and management reports

(1) Adjusted for share based compensation expenses

Key Financials and KPIs

BRLm	FY 2013	FY 2014	9M 2014	9M 2015
Net revenue	419.3	592.2	405.2	600.0
<i>% growth</i>		41.2%		48.1%
Gross profit	143.0	222.4	151.0	225.0
<i>% margin</i>	34.1%	37.6%	37.3%	37.5%
Adj. EBITDA⁽¹⁾	(201.2)	(208.2)	(150.2)	(191.4)
<i>% margin</i>	(48.0%)	(35.2)	(37.1%)	(31.9%)
GMV	456.7	625.9	438.2	623.3
<i>% YoY growth</i>		37.1%		42.2%
Total orders (m)	3.3	4.4	3.1	3.9
<i>% YoY growth</i>		34.3%		25.2%
Total customers (m)	2.4	3.7	3.3	4.7
<i>% YoY growth</i>		57.4%		40.4%
Active customers (LTM, m)	1.6	2.1	2.0	2.3
<i>% YoY growth</i>		28.9%		18.8%

Key Highlights

- ✓ **Accelerated growth** in local currency
- ✓ Continued **improvement in market position** and **market share** in Brazil
- ✓ **Kanui and Tricae financials not reflected** since transactions only closed at the end of September 2015
- ✓ Start of new customer service operations with **second service center in Brazil**

Source: Company's unaudited consolidated financial statements based on IFRS and management reports

(1) Adjusted for share based compensation expenses

Key Financials and KPIs

AEDm	FY 2013	FY 2014	9M 2014	9M 2015
Net revenue	53.2	167.7	111.4	307.3
<i>% growth</i>		215.2%		175.9%
Gross profit	24.3	91.0	60.2	167.3
<i>% margin</i>	45.7%	54.3%	54.0%	54.4%
Adj. EBITDA⁽¹⁾	(32.5)	(20.3)	(12.4)	(7.5)
<i>% margin</i>	(61.1%)	(12.1%)	(11.1%)	(2.4%)
GMV	62.9	200.4	134.8	370.4
<i>% YoY growth</i>		218.8%		174.8%
Total orders (m)	0.2	0.5	0.3	0.8
<i>% YoY growth</i>		206.6%		166.6%
Total customers (m)	0.1	0.3	0.2	0.7
<i>% YoY growth</i>		195.5%		166.0%
Active customers (LTM, m)	0.1	0.2	0.2	0.5
<i>% YoY growth</i>		207.8%		167.0%

Key Highlights

- ✓ **Strong revenue growth** of 175.9% for the 9M 2015 over 9M 2014
- ✓ Continue **strong gross margin of 54.4%** and adj. **EBITDA nearing the break-even point at -2.4%**
- ✓ **Brand Positioning and Customer Profiling** exercises completed
- ✓ **Launch of Mango** and further optimization of assortment at both the entry and exit price points

Source: Company's unaudited consolidated financial statements based on IFRS and management reports

Note: As a result of the formation of GFG, the capital and shareholder structure of the group and its underlying businesses has been aligned.

This change has also required a change in accounting treatment of shareholder loans at Namshi. Starting from Q1 2015 the FX impact is no longer to be accounted for within EBITDA, but in equity (same policy applied for all GFG group companies). Prior periods have been adjusted on a pro-forma basis to allow like for like comparison over the disclosed periods

(1) Adjusted for share based compensation expenses

Zalora

Key Financials and KPIs

EURm	FY 2013	FY 2014	9M 2014	9M 2015
Net revenue	68.8	117.2	n.a.	146.1
<i>% growth</i>		70.2%		<i>n.a.</i>
Gross profit	26.3	40.0	n.a.	48.8
<i>% margin</i>	38.2%	34.2%		33.4%
Adj. EBITDA⁽¹⁾	(61.7)	(68.7)	n.a.	(70.4)
<i>% margin</i>	(89.7%)	(58.6%)		(48.1%)
GMV	84.0	151.6	96.4	187.4
<i>% YoY growth</i>		80.3%		94.4%
Total orders (m)	2.0	3.8	2.5	4.4
<i>% YoY growth</i>		89.5%		74.1%
Total transactions (m)	2.0	3.9	2.5	4.7
<i>% YoY growth</i>		91.4%		85.0%
Total customers (m)	1.3	2.7	2.2	4.2
<i>% YoY growth</i>		102.2%		92.9%
Active customers (LTM, m)	1.0	1.8	1.5	2.6
<i>% YoY growth</i>		72.9%		75.7%

Key Highlights

- ✓ **Strong GMV growth** of 94.4% for the first 9M 2015 over 9M 2014
- ✓ **1.8 million transactions generated and 0.5 million new customers** acquired in Q3 2015
- ✓ Officially **Mobile-first**, with 50%+ of sales coming from mobile
- ✓ **Continued development of marketplace model**, with increasing share of sales from de-risked inventory

Source: Company's unaudited consolidated financial statements based on IFRS and management reports

(1) Adjusted for share based compensation expenses

Key Financials and KPIs

INRm	CY 2013	CY 2014	9M 2014	9M 2015
Net revenue	3,442.9	8,114.1	5,406.6	6,471.3
<i>% growth</i>		135.7%		19.7%
Gross profit	(321.0)	(1,595.8)	(1,136.8)	(666.1)
<i>% margin</i>	(9.3%)	(19.7%)	(21.0%)	(10.3%)
Adj. EBITDA⁽¹⁾	(2,357.0)	(4,540.1)	(3,090.9)	(3,326.3)
<i>% margin</i>	(68.5%)	(56.0%)	(57.2%)	(51.4%)
GMV	5,113.7	13,206.4	8,550.3	11,255.3
<i>% YoY growth</i>		158.3%		31.6%
Total orders (m)	2.6	5.9	3.9	4.3
<i>% YoY growth</i>		131.7%		8.0%
Total transactions (m)	3.4	8.7	5.7	6.9
<i>% YoY growth</i>		158.7%		20.4%

Key Highlights

- ✓ **Market leadership in online fashion** with high brand recognition and exclusive lines
- ✓ Development of **marketplace platform with increasing share of de-risked inventory**
- ✓ Continued improvement in **gross profit margin**
- ✓ **Mobile website and app** contributing to more than half of net revenue
- ✓ **Appointed Sanjeev Mohanty as new CEO for Jabong**, previously CEO Benetton India, effective December 2015

Source: Company's unaudited consolidated financial statements based on IFRS and management reports

(1) Adjusted for share based compensation expenses

Lazada

Key Financials and KPIs

USDm	FY 2013	FY 2014	9M 2014	9M 2015
GMV⁽²⁾	94.8	383.8	212.7	691.4
<i>% growth</i>		304.8%		225.0%
Net revenue	75.5	154.3	105.4	190.9
<i>% growth</i>		104.2%		81.1%
Gross profit	5.2	22.4	12.9	45.0
<i>% margin</i>	6.9%	14.5%	12.2%	23.6%
Adj. EBITDA⁽¹⁾	(58.5)	(146.7)	(90.3)	(212.9)
<i>% margin</i>	(77.4%)	(95.1%)	(85.7%)	(111.5%)
Cash position	251.8	198.0	227.2	163.6
Total orders (m)	1.2	3.4	2.3	3.3
<i>% YoY growth</i>		176.1%		43.9%
Total transactions (m)	1.3	6.9	3.8	13.3
<i>% YoY growth</i>		432.3%		250.0%
Total customers (m)	0.9	3.9	2.7	8.7
<i>% YoY growth</i>		352.2%		227.5%
Active customers (LTM, m)	0.8	3.3	2.3	7.3
<i>% YoY growth</i>		331.7%		217.2%

Key Highlights

- ✓ Continued strong **GMV growth of 225%** and number of **transactions of 250%** for the first 9M 2015 over 9M 2014
- ✓ Solidified **market leadership in South East Asia** supported by cross-border marketplace accelerating assortment growth with total active **SKUs reaching 9.6m** by the end of 9M 2015 compared to 3.2m three months earlier
- ✓ **Marketplace transactions** representing more than three quarters of GMV

Source: Company's unaudited consolidated financial statements based on IFRS and management reports

(1) Adjusted for share based compensation expenses

(2) GMV includes taxes and shipping costs

Linio

Key Financials and KPIs

EURm	FY 2013	FY 2014	9M 2014	9M 2015
GMV⁽³⁾	61.5	127.4	67.3	130.3
<i>% growth</i>		107.2%		93.6%
Net revenue	47.9	61.6	36.0	51.6
<i>% growth</i>		28.5%		43.2%
Gross profit	4.7	4.4	3.6	11.8
<i>% margin</i>	9.7%	7.1%	10.0%	22.9%
Adj. EBITDA⁽¹⁾	(29.6)	(54.9)	(30.5)	(43.3)
<i>% margin</i>	(61.7%)	(89.1%)	(84.8%)	(84.1%)
Cash position	21.1	57.1	67.4	8.5⁽⁴⁾
Total orders (m)⁽²⁾	0.6	1.0	0.6	0.5
<i>% YoY growth</i>		77.7%		(18.1%)
Total transactions (m)	0.6	1.5	0.8	1.6
<i>% YoY growth</i>		164.9%		87.1%
Total customers (m)	0.3	1.0	0.7	1.5
<i>% YoY growth</i>		193.8%		109.1%
Active customers (LTM, m)	0.3	0.8	0.6	1.0
<i>% YoY growth</i>		144.1%		76.0%

Key Highlights

- ✓ **Strong GMV growth (+93.6%)** across all geographies fostered by **international assortment, higher traffic and mobile penetration**
- ✓ **Focus on marketplace** – roughly 2/3 of transactions are generated through the marketplace
- ✓ **Strong rise in gross margin** (10.0% in 9M 2014 vs. 22.9% in 9M 2015) due to **increasing monetization of marketplace services & pricing rigor**

Source: Company's unaudited consolidated financial statements based on IFRS and management reports

(1) Adjusted for share based compensation expenses

(2) Number of total orders decreasing due to introduction of marketplace model

(3) GMV includes taxes and shipping costs

(4) The company received EUR 32.6m in additional funding during Q4 2015

Jumia

Key Financials and KPIs

EURm	FY 2013	FY 2014	9M 2014	9M 2015
GMV⁽²⁾	34.7	94.5	56.4	206.0
<i>% growth</i>		172.0%		265.2%
Net revenue	29.0	61.8	n.a.	106.5
<i>% growth</i>		113.2%		
Gross profit	4.2	10.9	n.a.	11.1
<i>% margin</i>	14.6%	17.6%		10.4%
Adj. EBITDA⁽¹⁾	(30.5)	(47.9)	n.a.	(65.4)
<i>% margin</i>	(105.4%)	(77.6%)		(61.4%)
Cash position	11.2	21.2	n.a.	9.2
Total orders (m)	0.5	0.9	0.5	1.3
<i>% YoY growth</i>		94.0%		132.7%
Total transactions (m)	0.5	1.2	0.7	2.2
<i>% YoY growth</i>		159.0%		223.1%
Total customers (m)	0.2	0.6	0.4	1.3
<i>% YoY growth</i>		156.7%		210.4%
Active customers (LTM, m)	0.2	0.5	0.3	1.0
<i>% YoY growth</i>		132.3%		212.6%

Key Highlights

- ✓ The first 9M 2015 showed strong triple digit growth across all key metrics:
 - GMV: **+265.2%** vs 9M 2014
 - Total transactions: **+223.1%** vs 9M 2014
- ✓ Continued **development of marketplace** platform
- ✓ **Strengthened its mobile leadership** with a growing number of app users and share of transactions from mobile
- ✓ **Continued development of logistics platform** leading to a superior customer experience

Source: Company's unaudited consolidated financial statements based on IFRS and management reports

(1) Adjusted for share based compensation expenses

(2) GMV includes taxes and shipping costs

Home24

Key Financials and KPIs

EURm	FY 2013	FY 2014	9M 2014	9M 2015
Net revenue	92.8	160.1	105.5	172.3
<i>% growth</i>		72.5%		63.4%
Gross profit	36.2	58.9	39.4	63.8
<i>% margin</i>	39.0%	36.8%	37.4%	37.0%
Adj. EBITDA⁽¹⁾	(31.6)	(49.4)	(27.2)	(56.2)
<i>% margin</i>	(34.0%)	(30.8%)	(25.8%)	(32.6%)
Cash position	34.0	29.7	55.0	65.3
GMV	97.8	189.2	124.4	175.6
<i>% YoY growth</i>		93.4%		41.1%
Total orders (m)	0.5	1.0	0.6	0.8
<i>% YoY growth</i>		79.6%		29.5%
Total customers (m)	0.7	1.4	1.2	2.0
<i>% YoY growth</i>		100.5%		70.7%
Active customers (LTM, m)	0.4	0.8	0.6	0.9
<i>% YoY growth</i>		75.7%		47.1%

Key Highlights

- ✓ **9M 2015 revenue growth of 63.4%** versus previous year and **70.7% total customer growth** to 2.0m
- ✓ Investments into **assortment building** (in particular, Private Label) and **logistics** (new warehouse in Germany)
- ✓ **Acquisition of Fashion4Home** finalized. Realization of first synergies expected already in Q4 2015
- ✓ **Strong improvement of mobile performance** since launch of mobile apps
- ✓ **Latin American business** impacted by weak retail climate and FX devaluation

Source: Company's unaudited consolidated financial statements based on IFRS and management reports

(1) Adjusted for share based compensation expenses

Westwing

Key Financials and KPIs

EURm	FY 2013	FY 2014	9M 2014	9M 2015
Net revenue	110.4	183.3	121.1	154.1
<i>% growth</i>		66.1%		27.2%
Gross profit	44.9	79.3	52.4	64.5
<i>% margin</i>	40.7%	43.3%	43.2%	41.8%
Adj. EBITDA⁽¹⁾	(36.7)	(46.9)	(35.2)	(45.8)
<i>% margin</i>	(33.3%)	(25.6%)	(29.0%)	(29.7%)
Cash position	29.7	20.7	32.1	15.0
GMV	118.2	193.8	133.3	164.3
<i>% YoY growth</i>		63.9%		23.3%
Total orders (m)	1.2	2.2	1.5	1.8
<i>% YoY growth</i>		85.2%		23.9%
Total customers (m)	0.6	1.2	1.0	1.6
<i>% YoY growth</i>		98.5%		59.5%
Active customers (LTM, m)	0.4	0.8	0.7	0.9
<i>% YoY growth</i>		76.2%		32.8%

Key Highlights

- ✓ Net revenue for 9M 2015 impacted by **adverse FX movement** in Brazil. On constant currency basis, 9M net revenue growth of 34% y/y
- ✓ **Continued high loyalty** with strong customer cohorts
- ✓ **Technology push**, roll-out of tools to improve processes and efficiency
- ✓ **WestwingNow** permanent assortment shop in Germany showing increased traction

Source: Company's unaudited consolidated financial statements based on IFRS and management reports

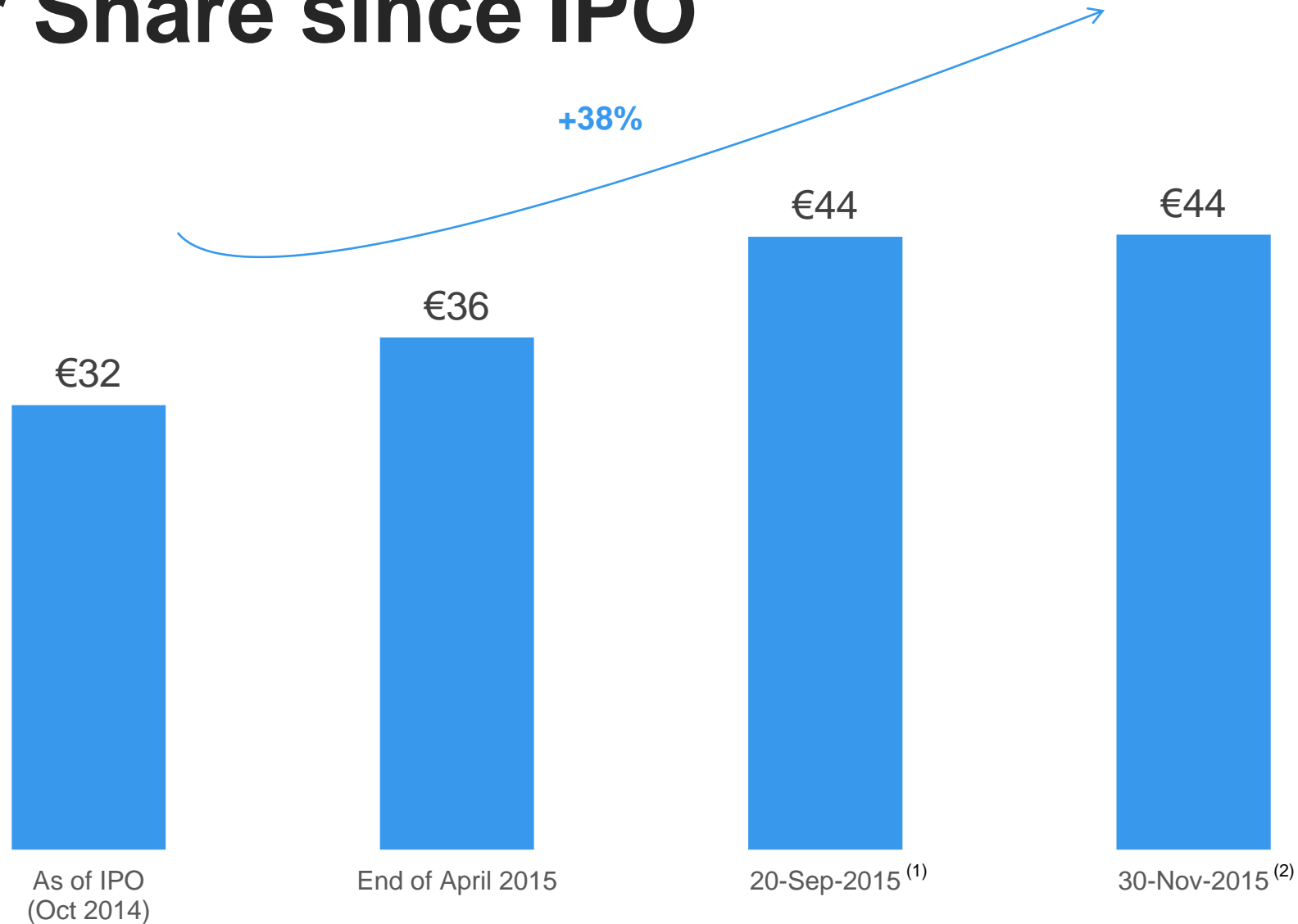
(1) Adjusted for share based compensation expenses



ROCKETINTERNET

LPV Update

Significant Increase in LPV + Net Cash Per Share since IPO



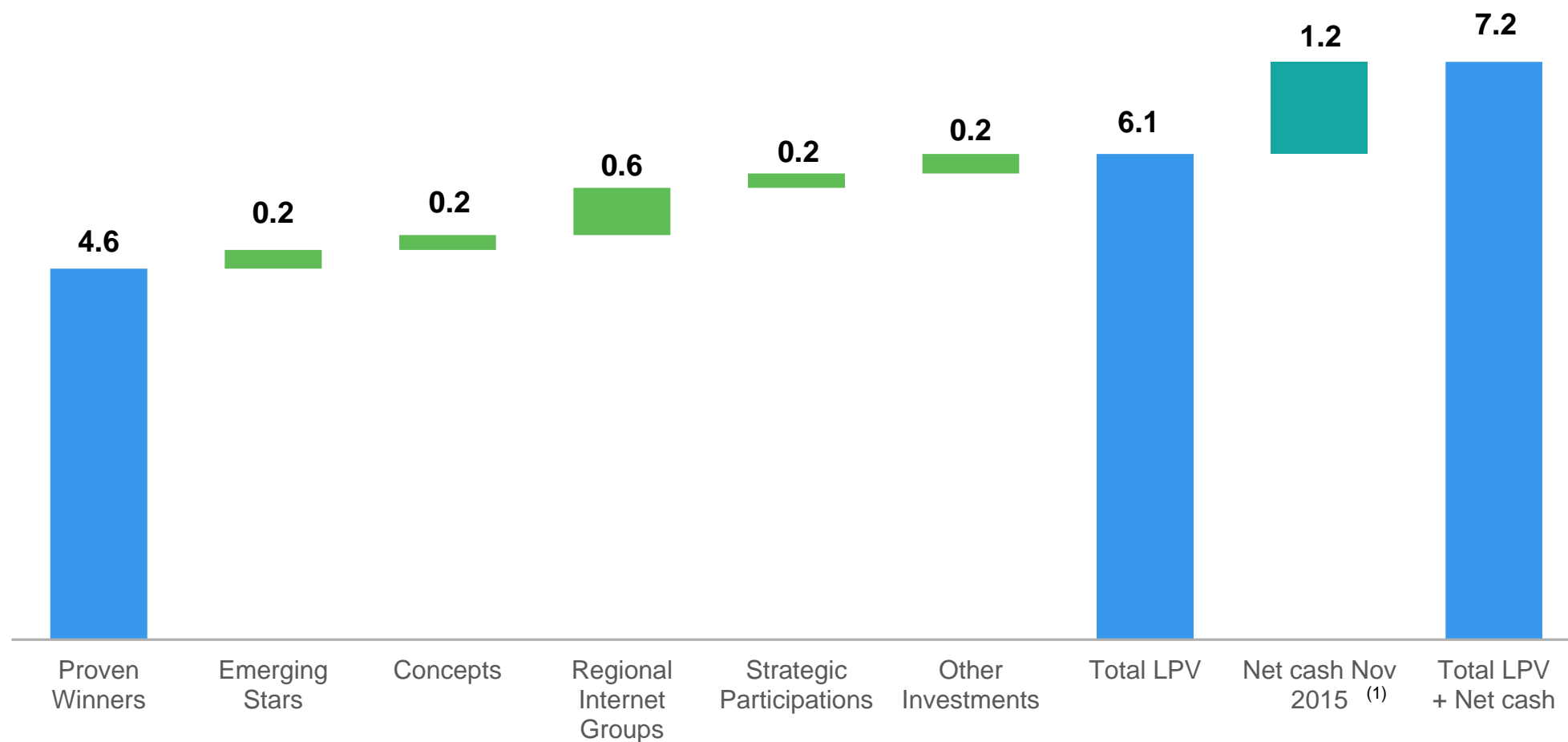
Notes:

(1) Net Cash as of end of August 2015

(2) Net Cash as of end of November 2015

LPV Update as of November 30th, 2015

(EUR bn)

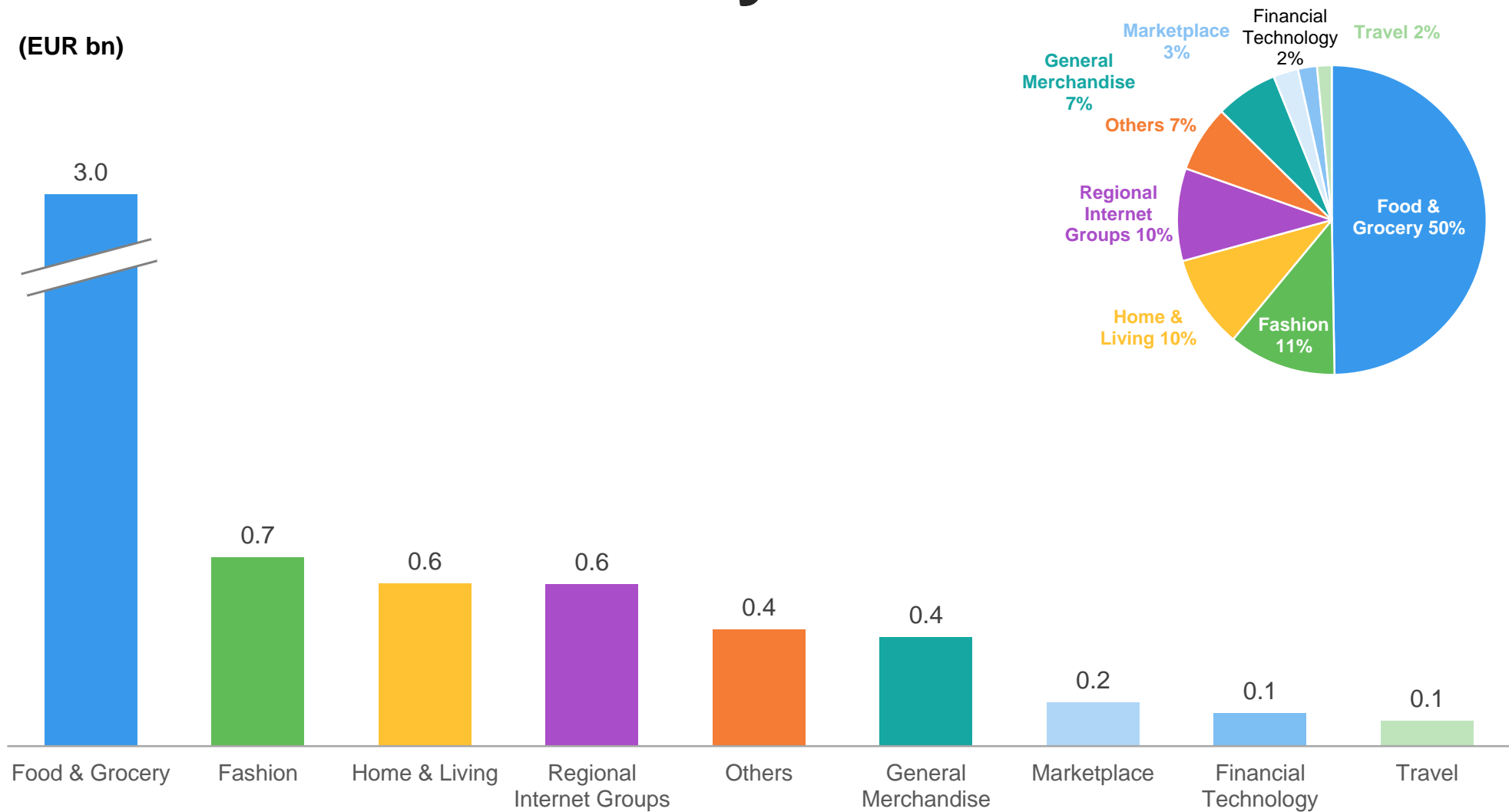


Notes:

(1) Excludes EUR 550m Convertible bond

LPV Distribution by Sector

(EUR bn)



Note: Fashion includes Global Fashion Group; General Merchandise includes Jumia (non-AIG stake), Linio, Lazada; Home & Living includes Home24, Westwing; Food & Grocery includes HelloFresh, foodpanda, Delivery Hero, Pizzabo, LaNeveraRoja, Shopwings, Bonativo, Eatfirst; Marketplace includes Helping, CupoNation, Tripda, SpaceWays, ZipJet, CarSpring, Somuchmore, Nestpick, Vaniday, Drivejoy; Financial Technology includes Lendico, Paymill, Spotcap; Travel includes Traveloka, Travelbird, Wimdu; Regional Groups includes AIG, APACIG, MEIG, LIG

Rocket Internet SE Supervisory Board Changes

- ✓ Supervisory Board of Rocket Internet has appointed
 - Prof. Dr. Marcus Englert as Chairman of the Supervisory Board, who previously served as Deputy Chairman (Prof. Dr. Marcus Englert is a former member of the Management Board of ProSiebenSat.1 and currently General Partner at Texas Atlantic Partners)
 - Norbert Lang as the new Deputy Chairman (Norbert Lang is the former CFO of United Internet, one of the largest listed European Technology Companies)
- ✓ Lorenzo Grabau, former Chairman, will continue to support Rocket Internet as a member of the Supervisory Board

Financial Calendar

Date	Event
Apr-2016	Full-year 2015 Results for Rocket Internet SE and Proven Winners
Jun-2016	Annual General Meeting



Summary Remarks / Rocket Update

9 Key Targets You Can Measure Us Against

- 1 Performance:** The peak of combined EBITDA losses of our Proven Winners is in 2015
- 2 Path to Profitability:** Three Proven Winners will reach break-even at group level within 24 months (Q4 2017)
- 3 Capital Requirement:** No dilutive capital issuance in the next three years at group level
- 4 Value Crystallization:** Assuming a “normal” equity capital markets environment, one Proven Winner will go public within the next 18 months
- 5 Portfolio of Companies:** In the next 18 months, one new Company will reach the Proven Winner status
- 6 Pipeline:** Identification of new highly attractive models
- 7 Transparency:** Move to Prime Standard within the next 12 months
- 8 M&A:** No significant M&A transaction
- 9 Stars:** HelloFresh will be much larger than most expect

