

DETAILED 9M 2017 RESULTS FOR SELECTED COMPANIES

FASHION

GLOBAL FASHION GROUP CONSOLIDATED (EXCL. JABONG AND NAMSHI)

| Key Financials (EURm) | Q3 2016⁷ | Q3 2017⁷ | 9M 2016⁷ | 9M 2017⁷ |
|---------------------------------------|----------------------------|----------------------------|----------------------------|----------------------------|
| Revenue | 215.6 | 256.4 | 604.3 | 767.0 |
| <i>% growth</i> | | 18.9% | | 26.9% |
| Gross profit | 85.0 | 98.9 | 241.7 | 306.4 |
| <i>% margin</i> | 39.4% | 38.6% | 40.0% | 39.9% |
| Adjusted EBITDA ¹ | (33.3) | (32.6) | (102.6) | (76.5) |
| <i>% margin</i> | (15.4%) | (12.7%) | (17.0%) | (10.0%) |
| Capex ² | 9.3 | 5.2 | 28.8 | 22.1 |
| <i>% of revenue</i> | 4.3% | 2.0% | 4.8% | 2.9% |
| Balance Sheet (EURm) | | | 30-Sep-16 | 30-Sep-17 |
| Net working capital ³ | | | (15.5) | 3.1 |
| Cash position (pro-forma) | | | 284.2 ⁸ | 272.7 ⁸ |
| Key Performance Indicators (m) | Q3 2016 | Q3 2017 | 9M 2016 | 9M 2017 |
| NMV ⁴ (EURm) | 219.7 | 265.1 | 614.2 | 792.9 |
| <i>% growth</i> | | 20.7% | | 29.1% |
| Total orders ⁵ | 5.5 | 6.5 | 16.2 | 18.7 |
| <i>% growth</i> | | 18.2% | | 15.4% |
| Active customers (LTM) ⁶ | | | 8.5 | 9.5 |
| <i>% growth</i> | | | | 11.8% |

Source: GFG's unaudited consolidated IFRS financial information and management reports

Notes:

- (1) Adjusted EBITDA is calculated as operating profit or loss before depreciation of property, plant and equipment, amortization of intangible assets, impairment losses, share-based compensation expenses and non-recurring items.
- (2) Capital expenditure is calculated as purchase of property, plant and equipment plus acquisition of intangible assets.
- (3) Net working capital is calculated as inventories plus trade and other receivables minus trade and other payables and other financial liabilities.
- (4) Net Merchandise Value ("NMV") is defined as the value of goods sold after actual and provisioned returns and rejections. NMV excludes other revenue items such as delivery fees for example.
- (5) Total number of valid (i.e. not failed or declined) orders starting the fulfilment process less cancelled orders (before rejected and returned orders), i.e. total number of orders shipped within the period (eCommerce and marketplace).
- (6) Number of customers having made at least one order as defined in "total orders" less actual and provisioned returns and rejections within the last 12 months before end of period.
- (7) Excluding discontinued operations of Jabong and Namshi (balance sheet items in Q3 2016 and 9M 2016 include Namshi).
- (8) 2016 figures show pro-forma cash for all outstanding committed proceeds for the Jabong disposal and are also adjusted to reflect the outstanding proceeds from the funding round, which was fully paid by the end of 2016. Q3 and 9 months 2017 pro-forma cash includes the outstanding proceeds from the Ayala partnership in the Philippines, which closed in August 2017.

LAMODA

| Key Financials (EURm) | Q3 2016 | Q3 2017 | 9M 2016 | 9M 2017 |
|------------------------------------|----------------|----------------|----------------|----------------|
| Revenue | 73.0 | 88.3 | 198.6 | 283.0 |
| % growth (FX neutral) ¹ | | 16.7% | | 23.4% |
| % growth (EUR) | | 21.0% | | 42.5% |
| Gross profit | 24.8 | 29.3 | 76.8 | 104.0 |
| % margin | 34.0% | 33.2% | 38.7% | 36.7% |
| Key Performance Indicators | Q3 2016 | Q3 2017 | 9M 2016 | 9M 2017 |
| NMV ² (EURm) | 71.3 | 83.6 | 195.1 | 272.8 |
| % growth (FX neutral) ¹ | | 12.7% | | 19.7% |
| % growth (EUR) | | 17.3% | | 39.8% |

Source: GFG's unaudited consolidated IFRS financial information and management reports

Notes: Consolidated Lamoda financial information on EUR basis is derived from GFG's unaudited consolidated financial information based on IFRS.

- (1) Growth rate is shown on a constant currency basis and therefore excludes the effect of foreign currency movements.
(2) Net Merchandise Value ("NMV") is defined as the value of goods sold after actual and provisioned returns and rejections. NMV excludes other revenue items such as delivery fees for example.

DAFITI

| Key Financials (EURm) | Q3 2016 | Q3 2017 | 9M 2016 | 9M 2017 |
|------------------------------------|----------------|----------------|----------------|----------------|
| Revenue | 80.1 | 92.2 | 215.9 | 256.8 |
| % growth (FX neutral) ¹ | | 19.5% | | 10.1% |
| % growth (EUR) | | 15.1% | | 18.9% |
| Gross profit | 36.3 | 39.7 | 93.6 | 111.8 |
| % margin | 45.3% | 43.1% | 43.4% | 43.5% |
| Key Performance Indicators | Q3 2016 | Q3 2017 | 9M 2016 | 9M 2017 |
| NMV ² (EURm) | 83.7 | 98.4 | 222.5 | 275.1 |
| % growth (FX neutral) ¹ | | 22.1% | | 14.6% |
| % growth (EUR) | | 17.6% | | 23.6% |

Source: GFG's unaudited consolidated IFRS financial information and management reports

Notes: Consolidated Dafiti financial information on EUR basis is derived from GFG's unaudited consolidated financial information based on IFRS.

- (1) Growth rate is shown on a constant currency basis and therefore excludes the effect of foreign currency movements.
(2) Net Merchandise Value ("NMV") is defined as the value of goods sold after actual and provisioned returns and rejections. NMV excludes other revenue items such as delivery fees for example.

ZALORA & THE ICONIC

| Key Financials (EURm) | Q3 2016 | Q3 2017 | 9M 2016³ | 9M 2017 |
|--|----------------|----------------|----------------------------|----------------|
| Revenue | 61.2 | 75.3 | 185.7 | 226.4 |
| % growth (FX neutral pro-forma) ^{1,3} | | 28.5% | | 23.9% |
| % growth (EUR) | | 23.0% | | 21.9% |
| Gross profit | 23.7 | 29.7 | 70.5 | 91.0 |
| % margin | 38.7% | 39.4% | 38.0% | 40.2% |
| Key Performance Indicators | Q3 2016 | Q3 2017 | 9M 2016 | 9M 2017 |
| NMV ² (EURm) | 64.7 | 83.0 | 196.6 | 245.0 |
| % growth (FX neutral pro-forma) ^{1,3} | | 33.4% | | 26.6% |
| % growth (EUR) | | 28.3% | | 24.6% |

Source: GFG's unaudited consolidated IFRS financial information and management reports

Notes: Consolidated Zalora financial information on EUR basis is derived from GFG's unaudited consolidated financial information based on IFRS.

- (1) Growth rate is shown on a constant currency basis and therefore excludes the effect of foreign currency movements.
- (2) Net Merchandise Value ("NMV") is defined as the value of goods sold after actual and provisioned returns and rejections. NMV excludes other revenue items such as delivery fees for example.
- (3) Operations in Thailand and Vietnam included until their disposal in May, 2016. Pro-forma growth rates are calculated excluding operations in Thailand and Vietnam in all comparable periods.

NAMSHI – NOT INCLUDED IN GFG FINANCIALS

| Key Financials (EURm) | Q3 2016 | Q3 2017 | 9M 2016 | 9M 2017 |
|------------------------------------|----------------|----------------|----------------|----------------|
| Revenue | 34.4 | 45.7 | 101.4 | 125.9 |
| % growth (FX neutral) ¹ | | 43.0% | | 24.1% |
| % growth (EUR) | | 32.8% | | 24.2% |
| Gross profit | 18.5 | 22.5 | 54.1 | 63.8 |
| % margin | 53.8% | 49.2% | 53.4% | 50.7% |
| Key Performance Indicators | Q3 2016 | Q3 2017 | 9M 2016 | 9M 2017 |
| NMV ² (EURm) | 31.7 | 43.2 | 95.7 | 118.6 |
| % growth (FX neutral) ¹ | | 43.5% | | 24.0% |
| % growth (EUR) | | 36.3% | | 23.9% |

Source: GFG's unaudited consolidated IFRS financial information and management reports

Notes: Due to the disposal of 51% of Namshi in August 2017, Namshi was classified as a discontinued operation at Group level starting from Q2 2017 (with a retrospective adjustment of previous periods in accordance with IFRS 5). Starting from Q3 2017 Namshi is accounted for using the equity method.

- (1) Growth rate is shown on a constant currency basis and therefore excludes the effect of foreign currency movements.
- (2) Net Merchandise Value ("NMV") is defined as the value of goods sold after actual and provisioned returns and rejections. NMV excludes other revenue items such as delivery fees for example.

GENERAL MERCHANDISE

JUMIA

| Key Financials (EURm) | Q3 2016 | Q3 2017 | 9M 2016 | 9M 2017 |
|-------------------------------------|----------|----------|------------------|-------------------|
| Revenue | 16.6 | 19.8 | 54.4 | 57.3 |
| % growth | | 18.8% | | 5.3% |
| Gross profit | 7.1 | 7.9 | 21.8 | 19.1 |
| % margin | 42.6% | 39.8% | 40.1% | 33.4% |
| Adjusted EBITDA ¹ | (22.2) | (28.5) | (76.4) | (80.7) |
| % margin | (133.1%) | (144.0%) | (140.5%) | (140.9%) |
| Capex ² | 0.2 | 0.5 | 0.9 | 1.1 |
| % of revenue | 1.2% | 2.6% | 1.6% | 1.9% |
| Balance Sheet (EURm) | | | 30-Sep-16 | 30-Sep-17 |
| Net working capital ³ | | | (10.1) | (13.7) |
| Cash position | | | 21.9 | 46.2 ⁸ |
| Key Performance Indicators (m) | Q3 2016 | Q3 2017 | 9M 2016 | 9M 2017 |
| GMV ^{4,5} (EURm) | 54.1 | 91.8 | 178.2 | 235.9 |
| % growth | | 69.7% | | 32.4% |
| Total transactions ⁶ | 0.9 | 1.8 | 2.7 | 4.4 |
| % growth | | 108.5% | | 62.0% |
| Active customers (LTM) ⁷ | | | 1.6 | 2.0 |
| % growth | | | | 30.1% |

Source: Jumia's unaudited consolidated IFRS financial information and management reports

Notes:

On August 30, 2016 Africa eCommerce Holding GmbH, the holding company of Jumia, was merged into Africa Internet Holding GmbH (formerly trading under Africa Internet Group). In June 2016, all business models of Africa Internet Group were renamed around the Jumia brand. The figures shown for all periods refer to Africa Internet Holding GmbH.

- (1) Adjusted EBITDA is calculated as operating profit or loss before depreciation of property, plant and equipment, amortization of intangible assets and share-based compensation expenses.
- (2) Capital expenditure is calculated as purchase of property, plant and equipment plus acquisition of intangible assets.
- (3) Net working capital is calculated as inventories plus trade and other receivables plus prepaid expenses minus trade and other payables.
- (4) Deviation to prior publications of GMV is primarily attributable to alignment of foreign currency conversion method to Jumia's key financials.
- (5) The total value of "total transactions" sold within the period, including taxes, including shipping costs.
- (6) Total number of valid (i.e. not failed or declined) orders starting the fulfilment process less cancelled orders (before rejected and returned orders), i.e. total number of orders shipped within the period (eCommerce and marketplace).
- (7) Number of customers having made at least one transaction as defined in "total transactions" within the last 12 months before end of period.
- (8) Pro-forma cash position of EUR 286.2m includes cash on balance sheet plus capital commitments.

HOME & LIVING

WESTWING

| Key Financials (EURm) | Q3 2016 | Q3 2017 | 9M 2016 | 9M 2017 |
|---------------------------------------|----------------------------|----------------------------|----------------------------|----------------------------|
| Revenue | 55.9 | 58.1 | 173.8 | 180.7 |
| <i>% growth</i> | | 4.0% | | 4.0% |
| Gross profit | 23.2 | 25.2 | 73.3 | 78.7 |
| <i>% margin</i> | 41.4% | 43.4% | 42.2% | 43.5% |
| Adjusted EBITDA ¹ | (6.0) | (2.3) | (15.9) | (8.1) |
| <i>% margin</i> | (10.8%) | (4.0%) | (9.2%) | (4.5%) |
| Capex ² | 0.6 | 1.0 | 2.1 | 3.9 |
| <i>% of revenue</i> | 1.1% | 1.6% | 1.2% | 2.2% |
| Balance Sheet (EURm) | | | 30-Sep-16 | 30-Sep-17 |
| Net working capital ³ | | | (14.5) | (15.3) |
| Cash position | | | 7.9 | 8.9 |
| Key Performance Indicators (m) | Q3 2016⁷ | Q3 2017⁷ | 9M 2016⁷ | 9M 2017⁷ |
| GMV ⁴ (EURm) | 59.8 | 64.7 | 189.4 | 200.2 |
| <i>% growth</i> | | 8.2% | | 5.7% |
| Total orders ⁵ | 0.6 | 0.6 | 2.0 | 1.9 |
| <i>% growth</i> | | (0.1%) | | (5.1%) |
| Active customers (LTM) ⁶ | | | 1.0 | 1.0 |
| <i>% growth</i> | | | | (0.8%) |

Source: Westwing's unaudited consolidated IFRS financial information and management reports

Notes:

- (1) Adjusted EBITDA is calculated as operating profit or loss before depreciation of property, plant and equipment, amortization of intangible assets and share-based compensation expenses.
- (2) Capital expenditure is calculated as purchase of property, plant and equipment plus acquisition of intangible assets.
- (3) Net working capital is calculated as inventories including prepayments plus trade and other receivables minus trade payables and accruals minus advance payments received.
- (4) The total value of "total orders" sold within the period, excluding taxes, shipping costs and vouchers.
- (5) Total number of valid (i.e. not failed or declined) orders starting the fulfilment process less cancelled orders (before rejected and returned orders), i.e. total number of valid orders placed within the period.
- (6) Number of customers having made at least one order as defined in "total orders" within the last 12 months before end of period.
- (7) Figures exclude the offline store in Poland and online marketplace in Brazil (amounting to a GMV of ca. EUR 0.6m in Q3 2016 and EUR 1.0m in Q3 2017).

HOME24

| Key Financials (EURm) | Q3 2016 | Q3 2017 | 9M 2016 | 9M 2017 |
|---------------------------------------|----------------|----------------|------------------|------------------|
| Revenue | 54.3 | 63.2 | 177.8 | 195.0 |
| <i>% growth</i> | | 16.4% | | 9.7% |
| Gross profit | 22.9 | 28.1 | 72.2 | 85.6 |
| <i>% margin</i> | 42.1% | 44.4% | 40.6% | 43.9% |
| Adjusted EBITDA ¹ | (9.2) | (6.0) | (34.6) | (18.2) |
| <i>% margin</i> | (17.0%) | (9.4%) | (19.5%) | (9.3%) |
| Capex ² | 2.6 | 3.5 | 8.3 | 10.8 |
| <i>% of revenue</i> | 4.8% | 5.5% | 4.7% | 5.6% |
| Balance Sheet (EURm) | | | 30-Sep-16 | 30-Sep-17 |
| Net working capital ³ | | | (3.1) | 1.2 |
| Cash position | | | 34.8 | 15.9 |
| Key Performance Indicators (m) | Q3 2016 | Q3 2017 | 9M 2016 | 9M 2017 |
| GMV ⁴ (EURm) | 56.7 | 69.8 | 181.4 | 207.7 |
| <i>% growth</i> | | 23.0% | | 14.5% |
| Total orders ⁵ | 0.3 | 0.3 | 0.9 | 0.9 |
| <i>% growth</i> | | 15.4% | | 5.9% |
| Active customers (LTM) ⁶ | | | 1.0 | 1.0 |
| <i>% growth</i> | | | | 1.4% |

Source: Home24's unaudited consolidated IFRS financial information and management reports

Notes:

- (1) Adjusted EBITDA is calculated as operating profit or loss before depreciation of property, plant and equipment, amortization of intangible assets and share-based compensation expenses.
- (2) Capital expenditure is calculated as purchase of property, plant and equipment plus acquisition and development of intangible assets.
- (3) Net working capital is calculated as inventories plus trade and other receivables minus trade and other payables.
- (4) The total value of "total orders" sold within the period, excluding taxes and shipping costs.
- (5) Total number of valid (i.e. not failed or declined) orders starting the fulfilment process less cancelled orders (before rejected and returned orders), i.e. total number of orders shipped within the period.
- (6) Number of customers having made at least one order as defined in "total orders" within the last 12 months before end of period.

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