Q1 2018 Results for Rocket Internet Group & Selected Companies

29 MAY 2018

















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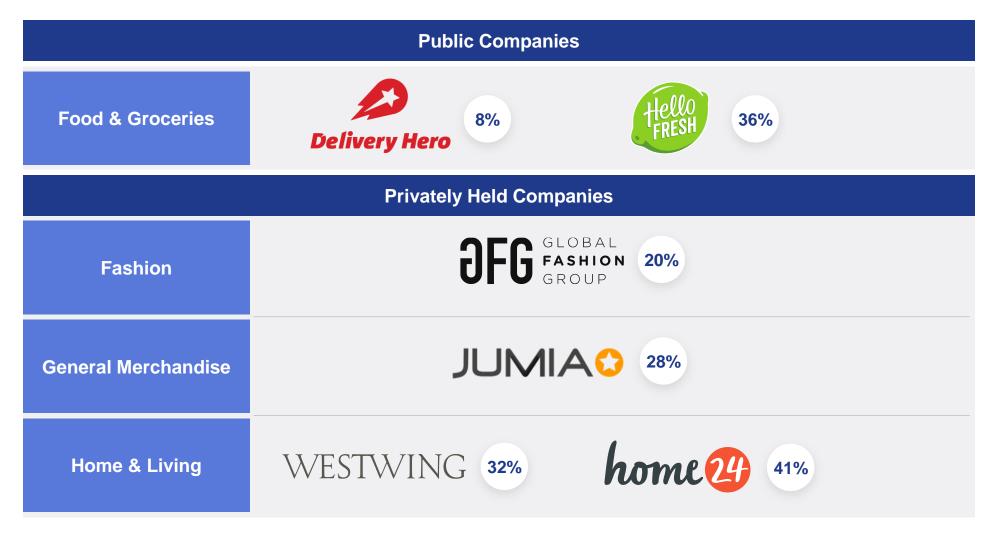
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Agenda

Topic	Presenter
Q1 2018 Results for Rocket Internet & Selected Companies	Peter Kimpel CFO
Summary Remarks	Oliver Samwer Founder and CEO

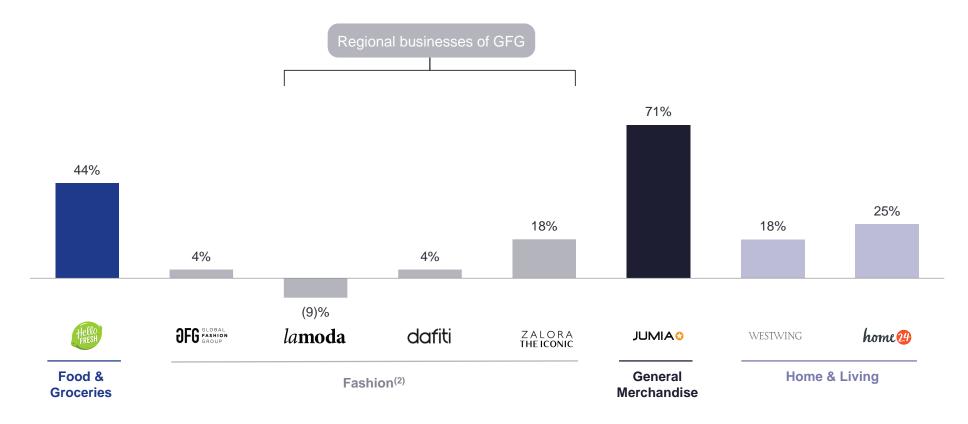
Rocket Internet's Selected Companies



Note(s): percentage indicates Rocket Internet's economic ownership held directly as well as indirectly, including beneficial interest through the Rocket Internet Capital Partners fund where applicable, as of April 30, 2018. Delivery Hero shareholding as of March 31, 2018.

Continued Topline Growth

Topline⁽¹⁾ Growth Q1 2017 – Q1 2018



Source: Unaudited consolidated financial information based on IFRS and management reports of HelloFresh, GFG, Jumia, Westwing and home24. Please refer to the appendix for detailed information. Note(s): Rocket Internet does not have control over the network companies shown above. The actual legal and economic interest of the group in the network companies shown above ranges between 20% (GFG) and 41% (home24).

⁽¹⁾ Revenue growth; for Jumia: GMV growth.

⁽²⁾ Lamoda, Ďafiti and Zalora & The Iconic are regional businesses of GFG. Only Lamoda, Dafiti and Zalora & The Iconic are included in GFG's group numbers (excluding Namshi).

Adj. EBITDA Margins Improved Significantly at Selected Companies



Adj. EBITDA Margin Q1 2017

Adj. EBITDA Margin Q1 2018

Source: Unaudited consolidated financial information based on IFRS and management reports of HelloFresh, GFG, Jumia, Westwing and home24. Please refer to the appendix for detailed information.

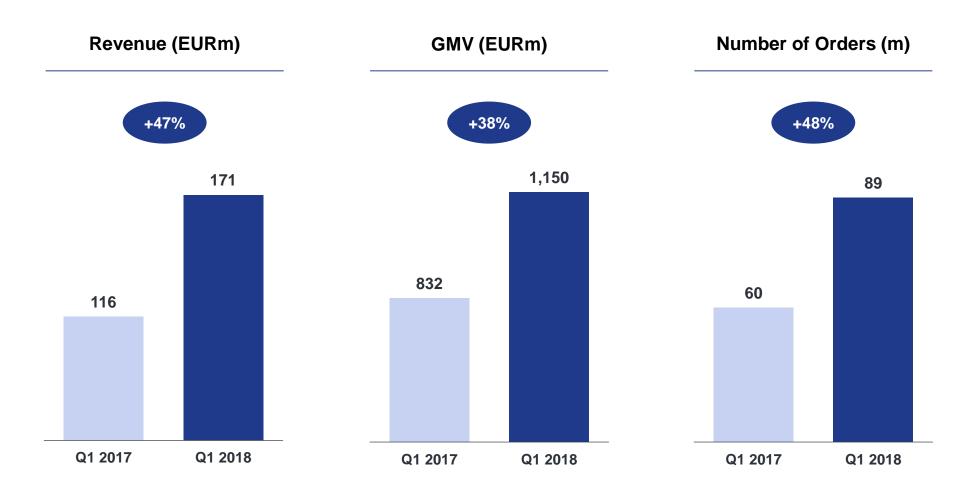
Note(s): Rocket Internet does not have control over the network companies shown above. The actual legal and economic interest of the group in the network companies shown above ranges between 20% (GFG) and 41% (home24).

(1) HelloFresh and GFG are also adjusted for certain non-recurring items. GFG excluding Namshi.

(2) Adj. EBITDA margin based on EBITDA/GMV.

Delivery Hero Continues to Deliver Strong Growth in Q1 2018

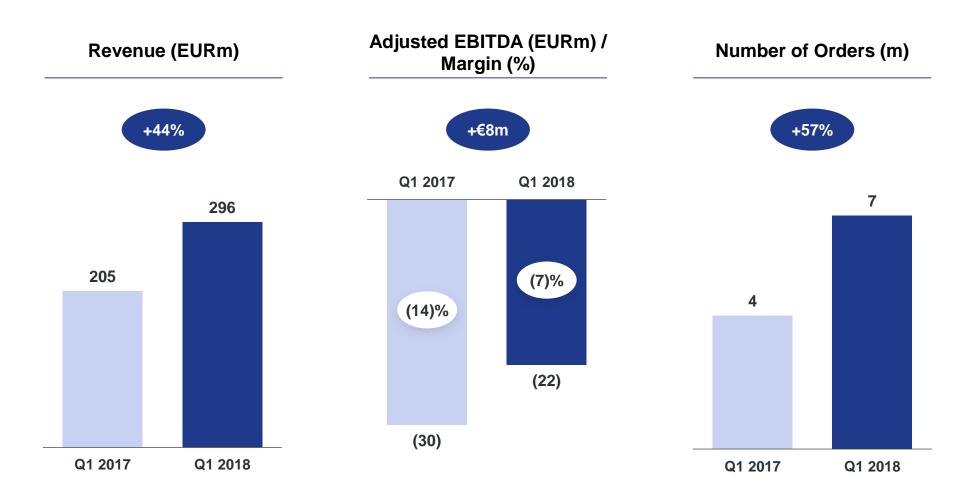




Source: Delivery Hero Q1 2018 report. Note(s): Rocket Internet economic ownership as March 31, 2018: 8%.

HelloFresh Continues to Grow While Significantly **Reducing Losses**





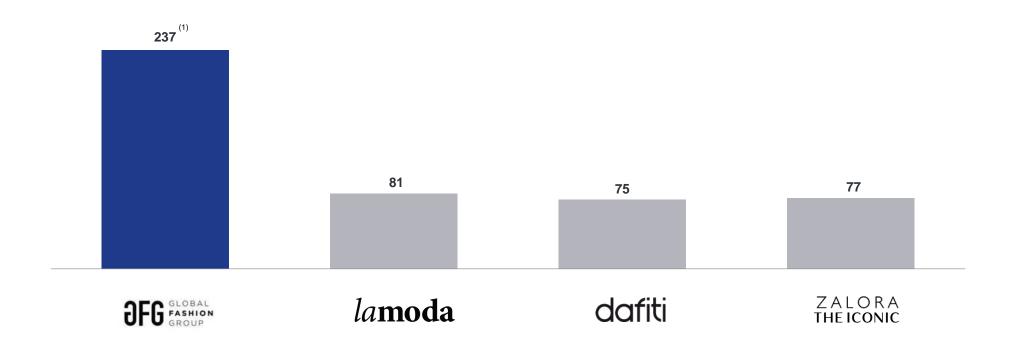
Source: HelloFresh Q1 2018 report. Note(s): Rocket Internet economic ownership as of April 30, 2018: 36%.

Global Fashion Group (GFG)



Q1 2018 Revenue

EURm



Source: GFG's unaudited consolidated quarterly financial statements based on IFRS. Note(s):

⁽¹⁾ ĠFG's consolidated Revenue excludes Namshi; differences relative to sum-of-the-parts are due to eliminations, holding and other.

GFG Consolidated Financials



EURm	FY 2016 ⁽⁴⁾	FY 2017 ⁽⁴⁾	Q1 2017 ⁽⁴⁾	Q1 2018 ⁽⁴⁾
Revenue	886.9	1,095.0	228.7	236.9
% Growth YoY (FX neutral pro-forma) ⁽¹⁾		19.9%		17.6%
% Growth YoY (EUR)		23.5%		3.6%
Gross Profit	361.4	430.9	86.8	87.6
% Margin	40.7%	39.4%	38.0%	37.0%
Adj. EBITDA ⁽²⁾	(130.8)	(97.9)	(31.9)	(32.2)
% Margin	(14.7)%	(8.9)%	(13.9)%	(13.6)%
Cash Position (pro-forma)(3)	255.0	257.3	205.4	180.6
NMV	902.6	1,130.6	235.7	247.0
% Growth YoY (FX neutral pro-forma) ⁽¹⁾		21.1%		19.9%
% Growth YoY (EUR)		25.3%		4.8%
Total Orders (m)	23.0	26.7	5.4	6.3
% Growth YoY		16.1%		16.7%
Active Customers (LTM, m)	8.8	9.9	9.0	10.1
% Growth YoY		12.5%		12.2%

Key Performance Drivers

Financial

Revenue/ NMV

- NMV constant currency pro-forma growth of 19.9% for Q1, with NMV reaching EUR 247.0m.
- Group Revenue for Q1 of EUR 236.9m, growing 17.6% on a constant currency pro-forma hasis
- Absolute actual FX growth lower at 3.6%, driven by depreciation of key currencies, including the Brazilian Real, Russian Ruble and Australian Dollar.

Profitability

- Adjusted EBITDA margin improved marginally to (13.6)%.
- Q1 Gross Profit margin decreased by 1.0pp, compared to Q1 2017, to 37.0%, driven mainly by regional mix effects.
- The impact was more than offset by path-to-profit initiatives and scale benefits, which delivered overall profitability improvements.

Ownership

Rocket Internet economic ownership: 20%⁽⁵⁾

Operational

- Number of Active Customers surpassed the 10m mark for the first time.
- Further customer service innovations were launched during the guarter.
- 15 minute delivery slots and a fast paced rollout of pick up points delivered at Lamoda.
- Dafiti as first e-commerce player in Latin America to offer payment via Apple Pay.
- Efficiency gains continued to be delivered across the Group, delivering overall improved profitability.

Source: GFG's unaudited consolidated quarterly financial information and audited consolidated full year financial information based on IFRS and unaudited management reports. Please refer to the appendix for detailed information.

Note(s): Namshi accounted for at-equity

- (1) Growth rate is shown on a constant currency basis and therefore excludes the effect of foreign currency movements. For the purpose of comparison, growth rates are shown on a pro-forma basis; Zalora excludes Thailand and Vietnam; Jabong and Namshi are excluded.
- (2) Adjusted for share-based compensation expenses, impairment losses and non-recurring items.
- (3) Cash position is shown on a pro-forma basis including all outstanding proceeds from closed transactions, where relevant.
- (4) Excluding discontinued operations of Jabong and Namshi (balance sheet items in FY 2016 and Q1 2017 include Namshi).
- (5) Economic ownership includes stakes held directly as well as indirectly, including beneficial interest through RICP (where applicable).

Lamoda



EURm	FY 2016	FY 2017	Q1 2017	Q1 2018
Revenue ⁽¹⁾	302.7	395.1	89.3	81.3
% Growth YoY (FX neutral)(1)(2)		18.6%		1.5%
% Growth YoY (EUR) (1)		30.5%		(9.0)%
Gross Profit ⁽¹⁾	119.9	147.7	29.7	27.7
% Margin ⁽¹⁾	39.6%	37.4%	33.3%	34.1%
NMV	300.0	388.9	89.5	83.6
% Growth YoY (FX neutral) ⁽²⁾		17.2%		4.7%
% Growth YoY (EUR)		29.6%		(6.6)%

Key Performance Drivers

Financial

Revenue/ NMV

- NMV grew to EUR 83.6m in Q1, growing at 4.7% on a constant currency basis.
- Lamoda's Revenue was EUR 81.3m in Q1, delivering constant currency growth of 1.5%, driven by a weather related delayed seasonal switch to summer season inventory.
- Depreciation of Ruble impacted actual FX growth, resulting in decline of (9.0)%.

Profitability

• Gross Margin increased by 0.8pp to 34.1%.

Source: GFG's unaudited consolidated quarterly financial information and audited consolidated full year financial information based on IFRS and unaudited management reports. Please refer to the appendix for detailed information.

Note(s): Consolidated Lamoda financial information on EUR basis is derived from GFG's unaudited consolidated quarterly financial information and audited consolidated full year financial information based on IFRS and unaudited management reports.

- (1) For the purpose of comparison, the Lamoda results have been restated to remove its private label, following an internal corporate restructuring.
- (2) Growth rate is shown on a constant currency basis and therefore excludes the effect of foreign currency movements.

Dafiti



EURm	FY 2016	FY 2017	Q1 2017	Q1 2018
Revenue	315.5	365.2	72.4	75.2
% Growth YoY (FX neutral) ⁽¹⁾		12.5%		24.3%
% Growth YoY (EUR)		15.8%		3.9%
Gross Profit	136.8	155.4	30.3	30.7
% Margin	43.4%	42.6%	41.9%	40.8%
NMV	323.6	388.7	77.3	78.6
% Growth YoY (FX neutral) ⁽¹⁾		16.9%		21.4%
% Growth YoY (EUR)		20.1%		1.7%

Key Performance Drivers

Financial

Revenue/ NMV

- NMV growth was 21.4% on a constant currency basis, driven in part by the continued expansion of the Marketplace offering.
- Q1 Revenue was EUR 75.2m, growing 24.3% YoY on a constant currency basis.
- Depreciation of all currencies within the region resulted in lower Euro growth of 3.9%.

Profitability

• Gross Profit was EUR 30.7m, delivering a Margin of 40.8%.

Source: GFG's unaudited consolidated quarterly financial information and audited consolidated full year financial information based on IFRS and unaudited management reports. Please refer to the appendix for detailed information.

Note(s): Consolidated Dafiti financial information on EUR basis is derived from GFG's unaudited consolidated quarterly financial information and audited consolidated full year financial information based on IFRS and unaudited management reports.

(1) Growth rate is shown on a constant currency basis and therefore excludes the effect of foreign currency movements.

Zalora & The Iconic



EURm	FY 2016	FY 2017	Q1 2017	Q1 2018
Revenue	261.2	323.5	64.9	76.7
% Growth YoY (FX neutral pro-forma) ⁽¹⁾		27.9%		30.5%
% Growth YoY (EUR)		23.9%		18.2%
Gross Profit	103.2	125.2	26.4	28.5
% Margin	39.5%	38.7%	40.7%	37.2%
NMV	278.9	353.0	68.9	84.7
% Growth YoY (FX neutral pro-forma) ⁽¹⁾		30.7%		37.2%
% Growth YoY (EUR)		26.6%		22.9%

Key Performance Drivers

Financial

Revenue/ NMV

- NMV of EUR 84.7m delivered growth of 37.2% on a constant currency basis and 22.9% in actual FX terms.
- Revenue grew by 30.5% on a constant currency basis to EUR 76.7m.

Profitability

 Gross Margin was 37.2% in the quarter, a decline of 3.5pp YoY as a result of increased promotional activity and stock clearance.

Source: GFG's unaudited consolidated quarterly financial information and audited consolidated full year financial information based on IFRS and unaudited management reports. Please refer to the appendix for detailed information.

Note(s): Consolidated Zalora & The Iconic financial information on EUR basis is derived from GFG's unaudited consolidated quarterly financial information and audited consolidated full year financial information based on IFRS and unaudited management reports.

(1) Growth rate is shown on a constant currency basis and therefore excludes the effect of foreign currency movements. For the purpose of comparison, growth rates are shown on a pro-forma basis; excludes Thailand and Vietnam.

Jumia



EURm	FY 2016 ⁽²⁾	FY 2017 ⁽²⁾	Q1 2017	Q1 2018
GMV	357.5	507.0	88.5	151.3
% Growth YoY		41.8%		70.9%
Revenue	84.3	93.8	19.2	28.0
% Growth YoY		11.2%		45.9%
Gross Profit	30.2	27.0	5.4	8.2
% Margin	35.8%	28.8%	28.0%	29.1%
Adj. EBITDA ⁽¹⁾	(92.1)	(118.7)	(23.7)	(30.7)
% Margin	(109.2)%	(126.5)%	(123.5)%	(109.7)%
Cash Position	29.5	29.2	28.8	19.1
Total Orders (m)	4.9	8.3	1.4	2.7
% Growth YoY		68.3%		94.3%
Active Customers (LTM, m)	1.5	2.2	1.6	2.5
% Growth YoY		47.4%		59.2%

Key Performance Drivers

Financial

GMV

- Growth trend trajectory continues with 70.9% YoY growth.
- On constant currency basis more pronounced GMV growth of 95.9% YoY.

Profitability/ Cash Position

- Gross Profit margin improvement from 28.0% in Q1 2017 to 29.1% in Q1 2018, driven by increased volumes in marketplace as well as continued growth of value added services.
- Adj. EBITDA margin as a percentage of GMV has significantly improved from (26.8)% in Q1 2017 to (20.3)% in Q1 2018.
- Pro-forma cash position of EUR 211m⁽³⁾

Ownership

Rocket Internet economic ownership: 28%⁽⁴⁾

Operational

- Very strong performance during "Mobile Week", the first Tier I event of the year confirming ability to generate traction during large commercial events.
- Continued success in launching new successful brands and securing leading price
 positions for top smartphone brands in largest markets underlining the Jumia distribution
 strength.
- Launch of new Jumia Food mobile app, improving customer experience in Jumia Food as well as supporting direct partnerships with leading restaurant chains.

Source: Jumia's unaudited consolidated financial information based on IFRS and management reports. Please refer to the appendix for detailed information.

Note(s): 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 under the Jumia brand. The figures shown for all periods refer to Africa Internet Holding GmbH.

- (1) Adjusted for share-based compensation expenses.
- (2) Changes versus previously reported figures reflect prior period corrections (FY 2016) and year end adjustments (FY 2017).
- (3) Pro-forma cash position includes cash on balance sheet and capital commitments.
- (4) Economic ownership includes stakes held directly as well as indirectly, including beneficial interest through RICP (where applicable).

Westwing

EURm	FY 2016	FY 2017	Q1 2017	Q1 2018
Revenue	250.4	265.8	60.1	71.1
% Growth YoY		6.2%		18.4%
Gross Profit	106.3	114.1	26.2	30.6
% Margin	42.5%	42.9%	43.5%	43.0%
Adj. EBITDA ⁽¹⁾	(13.8)	(4.9)	(3.6)	1.2
% Margin	(5.5)%	(1.9)%	(6.0)%	1.7%
Cash Position	17.9	13.8	17.4	6.0
GMV	267.0	290.4	69.5	81.4
% Growth YoY		8.8%		17.0%
Total Orders (m)	2.8	2.8	0.6	0.8
% Growth YoY		(0.4)%		16.9%
Active Customers (LTM, m)	1.0	1.0	1.0	1.0
% Growth YoY		0.1%		7.3%

Key Performance Drivers

Financial

GMV/ Revenue

 Continued acceleration of Revenue growth to 21.4% YoY (constant FX) and 18.4% YoY (actual FX) in Q1 2018, driven in particular by profitable DACH region.

Profitability

 Second consecutive profitable quarter at 1.7% Adj. EBITDA margin, with both DACH and International segments contributing to positive profitability.

Ownership

Rocket Internet economic ownership: 32%⁽²⁾

Operational

- Westwing's lifestyle brand is leading in the rapidly growing home & living eCommerce market, with 90% female customers.
- Continued strong customer loyalty with 2.8 orders per active customer per year, showing strong customer engagement.
- Attractive private label portfolio as key growth and profitability driver.
- Successful organic marketing driving growth and significantly reducing Customer Acquisition Cost (CAC).

Source: Westwing's unaudited consolidated financial information based on IFRS and management reports. Please refer to the appendix for detailed information. Note(s): KPIs only include revenue generated via website. Other revenue sources (e.g. offline store) are not considered.

(1) Adjusted for share-based compensation expenses.

(2) Economic ownership includes stakes held directly as well as indirectly, including beneficial interest through RICP (where applicable).

home24



EURm	FY 2016	FY 2017	Q1 2017	Q1 2018
Revenue	243.8	275.7	67.5	84.5
% Growth YoY		13.1%		25.2%
Gross Profit	102.1	123.0	29.8	37.9
% Margin	41.9%	44.6%	44.2%	44.8%
Adj. EBITDA ⁽¹⁾	(40.1)	(21.8)	(7.2)	(5.1)
% Margin	(16.5)%	(7.9)%	(10.7)%	(6.0)%
Cash Position	34.0	19.9	16.8	8.8
GOV	365.2	431.0	107.0	127.4
% Growth YoY		18.0%		19.1%
Total Orders (m)	1.4	1.6	0.4	0.5
% Growth YoY		12.3%		26.5%
Active Customers (LTM, m)	1.0	1.1	1.0	1.1
% Growth YoY		9.1%		17.2%

Key Performance Drivers

Financial

Revenue

Q1 Revenue increased to EUR 84.5m, up 30.1% YoY on a constant currency basis.

Profitability

- Gross profit margin improved by 0.6pp YoY to 44.8% for Q1 2018.
- Continued improvement of Adj. EBITDA to (6.0)% in Q1 2018.
- LatAm continued to be profitable on an Adj. EBITDA basis in Q1 2018.

Ownership

Rocket Internet economic ownership: 41%⁽²⁾

Operational

- · Results underpin home24 successful and sustainable growth story.
- Best-in-class platform to drive profitable growth, offering superior value and an inspiring home & living experience to mass market customers.
- In addition to a broad and relevant assortment, the company also offers its customers great value for money, fast and convenient delivery and a uniquely tailored shopping experience online and in its showrooms.
- One key driver of home24's ability to grow its revenue, while also improving its highly attractive gross margins, is the strength of its significant private label business.

Source: home24's unaudited consolidated financial information based on IFRS and management reports. Please refer to the appendix for detailed information. Note(s):

- (1) Adjusted for share-based compensation expenses.
- (2) Economic ownership includes stakes held directly as well as indirectly, including beneficial interest through RICP (where applicable).

Q1 2018 Results Rocket Internet SE – Consolidated IFRS Income Statement

EURm	Q1 2017	Q1 2018
Revenue	8.7	10.2
Other operating income	0.3	0.4
Purchased merchandise and purchased services	(4.3)	(2.1)
Employee benefits expenses	(16.8)	(12.5)
Other operating expenses	(7.5)	(7.8)
Share of profit/ (loss) of associates and joint ventures	(72.2)	(12.0)
EBITDA	(91.7)	(23.7)
Depreciation and amortization	(0.3)	(0.3)
Impairment of non-current assets	(0.7)	0.0
EBIT	(92.7)	(24.0)
Financial result	4.9	98.9
Finance costs	(15.6)	(32.7)
Finance income	20.4	131.6
Profit/ (loss) before tax	(87.8)	74.9
Income taxes	1.7	0.1
Profit/ (loss) for the period	(86.1)	75.0
Loss attributable to non-controlling interests	(1.5)	(0.7)
Profit/ (loss) attributable to equity holders of the parent	(84.6)	75.7
Earnings per share (in EUR)	(0.51)	0.46

- Revenue increase by 17% primarily driven by higher volume of FinTech operations.
- Employee benefits expenses decreased due to lower number of employees as well as due to reduced liabilities from cash-settled share based payments.
- Net loss from associates/JVs in Q1 2018 resulting from negative equity pickups of key companies partially offset by deemed disposal gains from financing rounds at Traveloka and ZipJet and by reversal of impairment losses recognized in previous years (mainly at Global Fashion Group). Net loss in Q1 2017 mainly driven by impairment losses of EUR 57m and negative equity pickups.
- Increase of **finance costs** primarily results from higher foreign exchange losses that relate to cash and loans.
- Improvement of finance income is mainly due to gain from the partial sale and share price increase of Delivery Hero.

Source: Unaudited interim consolidated financial statements.

Q1 2018 Results Rocket Internet SE – Consolidated IFRS Balance Sheet

Assets EURm	Dec 31 2017	Mar 31 2018
Non-current assets		
Property, plant and equipment	2.9	2.8
Intangible assets	8.9	8.7
Investments in associates and joint ventures	853.0	842.7
Non-current financial assets	937.9	868.6
Other non-current non-financial assets	1.0	0.9
Income tax assets	0.0	0.0
Deferred tax assets	0.0	0.0
Total non-current assets	1,803.7	1,723.7
Current assets		
Inventories	0.2	0.2
Trade receivables	5.4	5.7
Other current financial assets	1,014.2	235.8
Other current non-financial assets	2.2	3.4
Income tax asset	13.1	12.9
Cash and cash equivalents	1,716.6	2,564.6
Total current assets	2,751.6	2,822.7
Total assets	4,555.3	4,546.4

•	Decrease in Non-current financial assets	mainly	due	to	sale	of	shares	in
	Delivery Hero in the first quarter of 2018.							

Decrease in Other current financial assets mainly due to closing of the sale of shares in Delivery Hero (EUR 728m) to Naspers.

Source: Unaudited interim consolidated financial statements.

Equity and Liabilities EURm	Dec 31 2017	Mar 31 2018
Equity		
Subscribed capital	165.1	165.1
Treasury shares	(21.1)	(21.2)
Capital reserves	3,100.3	3,100.2
Retained earnings	235.2	947.6
Other components of equity	621.9	(13.8)
Equity attributable to equity holders of the parent	4,101.4	4,178.0
Non-controlling interests	24.7	23.5
Total equity	4,126.1	4,201.5
Non-current liabilities		
Non-current financial liabilities	285.1	285.9
Other non-current non-financial liabilities	12.5	10.9
Deferred tax liabilities	1.2	1.0
Total non-current liabilities	298.7	297.8
Current liabilities		
Trade payables	12.4	6.9
Other current financial liabilities	101.1	23.9
Other current non-financial liabilities	16.1	15.3
Income tax liabilities	1.0	1.0
Total current liabilities	130.5	47.0
Total liabilities	429.2	344.8
Total equity and liabilities	4,555.3	4,546.4

- Non-current financial liabilities mainly include convertible bonds.
- Decrease in current financial liabilities due to the derecognition of a derivative financial liability of EUR 78m due to closing of the sale of shares in Delivery Hero to Naspers.

Successful Continuation of Value Crystallization



On April 18th, Rocket Internet Placed 8% of HelloFresh Shares in an ABO Resulting in a Remaining 36%⁽¹⁾ Ownership Stake



Rocket Gross Cash Proceeds

EUR 12.30

Sale Price

+20%

Sale Price vs. IPO Price

EUR 1.8b

Current Market Cap(2)(3)

c. EUR 670m

Remaining Market Value of Rocket Stake⁽³⁾



Note(s):

- (1) Economic ownership.
- (2) Based on shares outstanding.
- (3) Xetra closing price as of May 25, 2018.
- (4) IPO offering price.

Successful Continuation of Value Crystallization



On May 8th, Rocket Sold Daraz, the Leading Online Shopping Destination in South Asia, to Alibaba, the Leading Chinese eCommerce Company



Rocket Realized Amount(2)

5

Number of Markets in which Daraz Operates⁽¹⁾

>460m

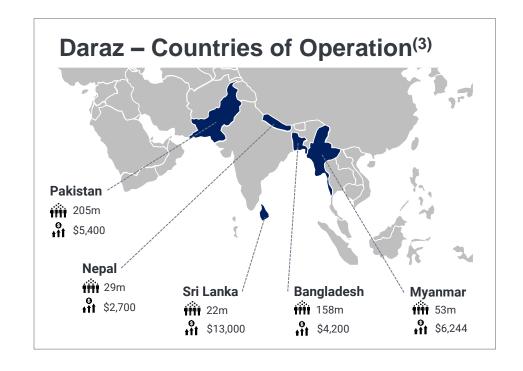
Total Population in Daraz's Markets

60%

Share of Population under Age of 35

2012

Launch Date



Source: Factbook

Note(s):

(1) Pakistan, Bangladesh, Myanmar, Sri Lanka and Nepal

(2) Daraz was partly owned by Asia Pacific Internet Group ("APACIG") in which Rocket Internet holds a 50% stake. Realization amount for Rocket is calculated pro rata to its shareholding in APACIG and excludes holdback amounts.

(3) Figures show population and GDP per capita.



Total Repurchase Value

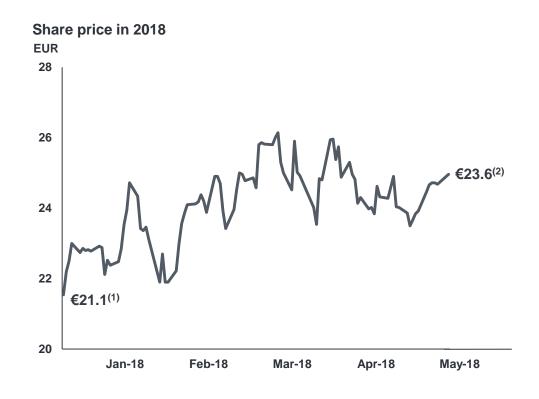
5.9%

Total Rocket Internet Stake Repurchased in Tender Offer

9.7m

Number of Shares Repurchased in Tender Offer 154,374,884

Rocket Shares Outstanding Post-Cancellation



Note(s):

(2) Xetra closing price as of May 25, 2018.

⁽¹⁾ Xetra closing price as of December 29, 2017.

Strong Cash Reserves



c. EUR 0.4b⁽¹⁾

(Selected Companies and Regional Internet Groups⁽²⁾)

Cash at Rocket Internet SE as of May 15, 2018

EUR 2.6b

Gross Cash⁽³⁾

EUR 2.3b

Net Cash⁽³⁾

Source: Unaudited management information.

Note(s):

(1) Cash position includes gross cash and committed equity capital.

(2) Selected companies include: GFG, Jumia, Westwing and home24, i.e. excluding HelloFresh. Regional Internet Groups include APACIG (Asia Pacific Internet Group) and MEIG (Middle East Internet Group).

(3) Reflecting share buyback on May 9, 2018. Net cash represents gross cash minus (i) convertible bond outstanding and (ii) commitments.

Financial Calendar 2018

Date	Event
June 8, 2018	FY 2017 Annual General Meeting
September 20, 2018	H1 2018 Results for Rocket Internet & Selected Companies
November 30, 2018	9M 2018 Results for Rocket Internet & Selected Companies and Capital Markets Day (London)

Agenda

Topic	Presenter
Q1 2018 Results for Rocket Internet & Selected Companies	Peter Kimpel CFO
Summary Remarks	Oliver Samwer Founder and CEO















