DETAILED Q3/9M 2014 RESULTS FOR SELECT PROVEN WINNERS

GLOBAL FASHION GROUP

DAFITI

Key Financials (BRLm)	**9M 2014**	**9M 2013**	**Q3 2014**	**Q3 2013**	**2013**
Net revenues	405.2	297.1	144.3	108.3	419.3
% growth	*36.4%*		*33.1%*		
Gross profit	151.0	100.6	48.6	32.0	143.0
% margin	*37.3%*	*33.9%*	*33.7%*	*29.5%*	*34.1%*
EBITDA[1]	(157.5)	(148.2)	(57.4)	(43.5)	(205.3)
% margin	*(38.9%)*	*(49.9%)*	*(39.8%)*	*(40.1%)*	*(49.0%)*
Capex[2]	24.8	18.0	6.3	8.6	22.8
% of net revenues	*6.1%*	*6.1%*	*4.4%*	*8.0%*	*5.4%*
Balance Sheet (BRLm)	**30-Sep-14**	**30-Sep-13**			**31-Dec-13**
Net working capital[3]	(41.9)	(1.6)			(9.9)
Cash position	37.9	14.0			193.8
Key Performance Indicators (m)	**9M 2014**	**9M 2013**	**Q3 2014**	**Q3 2013**	**2013**
GMV[4] (BRLm)	438.2	321.0	160.3	114.7	456.7
% growth	*36.5%*		*39.8%*		
Total orders[5]	3.11	2.37	1.17	0.85	3.30
% growth	*31.3%*		*37.5%*		
Total customers[6]	3.33	2.05	3.33	2.05	2.36
% growth	*62.8%*		*62.8%*		
Active customers (LTM)[7]	1.95	1.52	1.95	1.52	1.63
% growth	*28.4%*		*28.4%*		

Source: Unaudited consolidated financial statements based on IFRS and company records (full year financials are audited).

Notes:

(1) EBITDA is calculated as (i) operating profit or loss (9M 2014: loss of BRL 161.9m; 9M 2013: loss of BRL 150.7m; Q3 2014: loss of BRL 59.6m; Q3 2013: loss of BRL 44.3m; 2013: loss of BRL 208.1m) plus (ii) depreciation of property, plant and equipment (9M 2014: BRL 3.1m; 9M 2013: BRL 2.1m; Q3 2014: BRL 1.2m; Q3 2013: BRL 0.7m; 2013: BRL 2.3m) plus (iii) amortization of intangible assets (9M 2014: BRL 1.3m; 9M 2013: BRL 0.4m; Q3 2014: BRL 1.0m; Q3 2013: BRL 0.2m; 2013: BRL 0.5m). EBITDA includes share-based payment expense that amounted to BRL 7.3m in 9M 2014 (BRL 3.1m in 9M 2013), BRL 1.4m in Q3 2014 (BRL 0.0m in Q3 2013) and BRL 4.0m in 2013.

(2) Capital expenditures are calculated as (i) purchase of property, plant and equipment (9M 2014: BRL 10.8m; 9M 2013: BRL 12.7m; Q3 2014: BRL 1.2m; Q3 2013: BRL 3.5m; 2013: BRL 16.2m) plus (ii) acquisition of intangible assets (9M 2014: BRL 14.0m; 9M 2013: BRL 5.3m; Q3 2014: BRL 5.2m; Q3 2013: BRL 5.1m; 2013: BRL 6.6m).

(3) Net working capital is calculated as (i) inventories (September 30, 2014: BRL 126.3m; December 31, 2013: BRL 74.5m; September 30, 2013: BRL 82.3m) plus (ii) trade and other receivables (September 30, 2014: BRL 8.4m; December 31, 2013: BRL 29.1m; September 30, 2013: BRL 15.1m) minus (iii) trade and other payables (September 30, 2014: BRL 176.5m; December 31, 2013: BRL 113.5m; September 30, 2013: BRL 99.0m).

(4) The total value of "total orders" sold in period, excluding taxes and shipping costs (taxes and shipping costs excluded for comparison reasons between countries and companies), including value of 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 orders shipped in the period.

(6) Number of customers that have made at least one order as defined in "total orders" at any time before end of period.

(7) Number of customers having made at least one order as defined in "total orders" within the last 12 months before end of period.

LAMODA

Key Financials (RUBm)	9M 2014	9M 2013	Q3 2014	Q3 2013	2013
Net revenues	5,858.3	3,015.4	2,055.8	1,220.2	5,150.0
% growth	*94.3%*		*68.5%*		
Gross profit	2,297.9	1,142.6	738.9	370.2	2,038.2
% margin	*39.2%*	*37.9%*	*35.9%*	*30.3%*	*39.6%*
EBITDA[1]	(1,952.9)	(1,507.7)	(691.7)	(566.6)	(1,920.9)
% margin	*(33.3%)*	*(50.0%)*	*(33.6%)*	*(46.4%)*	*(37.3%)*
Capex[2]	361.3	173.5	175.1	74.7	254.9
% of net revenues	*6.2%*	*5.8%*	*8.5%*	*6.1%*	*4.9%*
Balance Sheet (RUBm)	**30-Sep-14**				**31-Dec-13**
Net working capital[3]	(534.8)				(343.7)
Cash position	1,677.5				2,607.9
Key Performance Indicators (m)	**9M 2014**	**9M 2013**	**Q3 2014**	**Q3 2013**	**2013**
GMV[4] (RUBm)	13,797.3	6,708.3	5,133.4	2,829.4	11,772.6
% growth	*105.7%*		*81.4%*		
Total orders[5]	2.57	1.44	0.89	0.61	2.29
% growth	*78.2%*		*45.5%*		
Total customers[6]	2.26	1.11	2.26	1.11	1.43
% growth	*104.3%*		*104.3%*		
Active customers (LTM)[7]	1.47	0.88	1.47	0.88	1.09
% growth	*67.6%*		*67.6%*		

Source: Unaudited consolidated financial statements based on IFRS and company records (full year financials are audited).

Notes:

(1) EBITDA is calculated as (i) operating profit or loss (9M 2014: loss of RUB 2,066.6m; 9M 2013: loss of RUB 1,547.1m; Q3 2014: loss of RUB 736.8m; Q3 2013: loss of RUB 584.3m; 2013: loss of RUB 1,982.7m) plus (ii) depreciation of property, plant and equipment (9M 2014: RUB 92.4m; 9M 2013: RUB 29.2m; Q3 2014: RUB 33.8m; Q3 2013: RUB 14.1m; 2013: RUB 47.0m) plus (iii) amortization of intangible assets (9M 2014: RUB 21.2m; 9M 2013: RUB 10.2m; Q3 2014: RUB 11.4m; Q3 2013: RUB 3.7m; 2013: RUB 14.7m). EBITDA includes share-based payment expense that amounted to RUB 37.5m in 9M 2014 (RUB 27.9m in 9M 2013), RUB 12.2m in Q3 2014 (RUB 11.4m in Q3 2013) and RUB 37.9m in 2013.

(2) Capital expenditures are calculated as (i) purchase of property, plant and equipment (9M 2014: RUB 289.5m; 9M 2013: RUB 129.5m; Q3 2014: RUB 122.6m; Q3 2013: RUB 57.6m; 2013: RUB 195.6m) plus (ii) acquisition of intangible assets (9M 2014: RUB 71.8m; 9M 2013: RUB 44.0m; Q3 2014: RUB 52.5m; Q3 2013: RUB 17.1m; 2013: RUB 59.3m).

(3) Net working capital is calculated as (i) inventories (September 30, 2014: RUB 1,858.9m; December 31, 2013: RUB 1,084.3m) plus (ii) trade and other receivables (September 30, 2014: RUB 90.0m; December 31, 2013: RUB 105.6m) minus (iii) trade and other payables (September 30, 2014: RUB 2,483.7m; December 31, 2013: RUB 1,533.6m).

(4) The total value of "total orders" sold in period, excluding taxes and shipping costs (taxes and shipping costs excluded for comparison reasons between countries and companies).

(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 in the period.

(6) Number of customers that have made at least one order as defined in "total orders" at any time before end of period.

(7) Number of customers having made at least one order as defined in "total orders" within the last 12 months before end of period.

JABONG

Key Financials (INRm)	9M 2014	9M 2013	Q3 2014	Q3 2013	2013/2014[6]
Net revenues	5,406.6	2,011.5	2,160.1	878.4	4,385.7
% growth	*168.8%*		*145.9%*		
Gross profit	(1,136.8)	(195.2)	(568.7)	(39.8)	(447.1)
% margin	*(21.0%)*	*(9.7%)*	*(26.3%)*	*(4.5%)*	*(10.2%)*
EBITDA[1]	(3,122.9)	(1,776.0)	(1,550.0)	(481.6)	(2,491.5)
% margin	*(57.8%)*	*(88.3%)*	*(71.8%)*	*(54.8%)*	*(56.8%)*
Capex[2]	298.3	67.1	83.5	32.9	266.3
% of net revenues	*5.5%*	*3.3%*	*3.9%*	*3.7%*	*6.1%*
Balance Sheet (INRm)	**30-Sep-14**	**31-Dec-13**	**30-Sep-13**		**31-Mar-14**
Net working capital[3]	73.1	293.9	118.5		504.8
Cash position	5,453.9	8,532.1	579.3		7,775.1
Key Performance Indicators (m)	**9M 2014**	**9M 2013**	**Q3 2014**	**Q3 2013**	**CY 2013**
GMV[4] (INRm)	8,550.3	2,974.1	3,458.1	1,247.8	5,113.7
% growth	*187.5%*		*177.1%*		
Total transactions[5]	5.72	2.04	2.52	0.86	3.37
% growth	*180.2%*		*193.2%*		

Source: Unaudited consolidated financial statements based on IFRS and company records (full year financials are audited).

Notes:

(1) EBITDA is calculated as (i) loss from operations (9M 2014: INR 3,222.6m; 9M 2013: INR 1,833.2m; Q3 2014: INR 1,592.2m; Q3 2013: INR 499.4m; twelve-month period ended March 31, 2014: INR 2,573.7m) plus (ii) depreciation and amortization (9M 2014: INR 99.6m; 9M 2013: INR 57.2m; Q3 2014: INR 42.1m; Q3 2013: INR 17.8m; twelve-month period ended March 31, 2014: INR 82.2m). EBITDA includes share-based payment transaction expense that amounted to INR 32.0m in 9M 2014 (INR 92.5m in 9M 2013), INR 8.5m in Q3 2014 (INR 1.9m in Q3 2013) and INR 65.7m in the twelve-month period ending March 31, 2014.

(2) Capital expenditures are deriving from the purchase of long lived assets that amounted to INR 298.3m in 9M 2014 (9M 2013: RUB 67.1m), RUB 83.5m in Q3 2014 (Q3 2013: RUB 32.9m) and INR 266.3m in the twelve-month period ended March 31, 2014.

(3) Net working capital is calculated as (i) inventories (September 30, 2014: INR 1,958.1m; March 31, 2014: INR 1,365.9m) plus (ii) trade and other receivables (September 30, 2014: INR 637.3m; March 31, 2014: INR 532.5m) plus (iii) prepayments and other assets (September 30, 2014: INR 318.5m; March 31, 2014: INR 43.9m) minus (iv) trade and other payables (September 30, 2014: INR 2,840.9m; March 31, 2014: INR 1,437.5m).

(4) The total value of “total orders” sold in period, excluding taxes and shipping costs (taxes and shipping costs excluded for comparison reasons between countries and companies), including value of paid vouchers and coupons.

(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 in the period (e-commerce and marketplace).

(6) Financial Year ending March 31, 2014

NAMSHI

Key Financials (AEDm)	**9M 2014**	**9M 2013**	**Q3 2014**	**Q3 2013**	**2013**
Net revenues	111.4	34.4	51.5	15.1	53.2
% growth	*224.1%*		*242.2%*		
Gross profit	60.2	17.2	28.8	7.3	24.3
% margin	*54.0%*	*49.9%*	*55.9%*	*48.4%*	*45.7%*
EBITDA[1]	(9.2)	(35.7)	7.9	(12.4)	(49.3)
% margin	*(8.3%)*	*(103.7%)*	*15.3%*	*(82.1%)*	*(92.7%)*
Capex[2]	4.8	2.0	2.7	0.2	2.7
% of net revenues	*4.3%*	*5.7%*	*5.3%*	*1.2%*	*5.1%*
Balance Sheet (AEDm)	**30-Sep-14**				**31-Dec-13**
Net working capital[3]	4.8				(0.2)
Cash position	33.0				17.9
Key Performance Indicators (m)	**9M 2014**	**9M 2013**	**Q3 2014**	**Q3 2013**	**2013**
GMV[4] (AEDm)	134.8	41.1	62.4	17.1	62.9
% growth	*228.0%*		*264.8%*		
Total orders[5]	0.31	0.10	0.14	0.04	0.15
% growth	*211.1%*		*245.5%*		
Total customers[6]	0.25	0.09	0.25	0.09	0.11
% growth	*190.6%*		*190.6%*		
Active customers (LTM)[7]	0.18	0.07	0.18	0.07	0.08
% growth	*169.6%*		*169.6%*		

Source: Unaudited consolidated financial statements based on IFRS and company records (full year financials are audited).

Notes:

(1) EBITDA is calculated as (i) operating profit or loss (9M 2014: loss of AED 10.3m; 9M 2013: loss of AED 36.2m; Q3 2014: profit of AED 7.5m; Q3 2013: loss of AED 12.6m; 2013: loss of AED 50.1m) plus (ii) depreciation of property, plant and equipment (9M 2014: AED 0.9m; 9M 2013: AED 0.4m; Q3 2014: AED 0.4m; Q3 2013: AED 0.2m; 2013: AED 0.6m) plus (iii) amortization of intangible assets (9M 2014: AED 0.1m; 9M 2013: AED 0.1m; Q3 2014: AED 0.04m; Q3 2013: AED 0.1m; 2013: AED 0.2m). EBITDA includes share-based payment expense that amounted to AED 6.0m in 9M 2014 (AED 8.8m in 9M 2013), AED 1.1m in Q3 2014 (AED 3.4m in Q3 2013) and AED 12.2m in 2013.

(2) Capital expenditures are calculated as (i) purchase of property, plant and equipment (9M 2014: AED 4.5m; 9M 2013: AED 1.6m; Q3 2014: AED 2.7m; Q3 2013: AED 0.1m; 2013: AED 2.2m) plus (ii) acquisition of intangible assets (9M 2014: AED 0.2m; 9M 2013: AED 0.4m; Q3 2014: AED 0.1m; Q3 2013: AED 0.1m; 2013: AED 0.5m).

(3) Net working capital is calculated as (i) inventories (September 30, 2014: AED 20.8m; December 31, 2013: AED 6.9m) plus (ii) trade and other receivables (September 30, 2014: AED 21.0m; December 31, 2013: AED 7.7m) minus (iii) trade and other payables (September 30, 2014: AED 36.9m; December 31, 2013: AED 14.7m).

(4) The total value of “total orders” sold in period, excluding taxes and shipping costs (taxes and shipping costs excluded for comparison reasons between countries and companies), including value of 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 orders shipped in the period.

(6) Number of customers that have made at least one order as defined in “total orders” at any time before end of period.

(7) Number of customers having made at least one order as defined in “total orders” within the last 12 months before end of period.

GENERAL MERCHANDISE

LINIO

Key Financials (EURm)	**9M 2014**	**9M 2013**	**Q3 2014**	**Q3 2013**	**2013**
GMV[1] (EURm)	57.3	31.3	23.9	12.6	52.3
% growth	*83.4%*		*89.5%*		
Net revenues	36.0		14.6		47.9
Gross profit	3.6		2.3		4.7
% margin	*10.0%*		*15.5%*		*9.7%*
EBITDA[2]	(32.2)		(12.9)		(34.1)
% margin	*(89.5%)*		*(88.4%)*		*(71.1%)*
Capex[3]	1.2		0.9		1.5
% of net revenues	*3.3%*		*6.4%*		*3.1%*
Balance Sheet (EURm)	**30-Sep-14**				**31-Dec-13**
Net working capital[4]	(9.7)				(4.0)
Cash position	67.4				21.1
Key Performance Indicators (m)	**9M 2014**	**9M 2013**	**Q3 2014**	**Q3 2013**	**2013**
Total orders[5]	0.63	0.32	0.24	0.14	0.56
% growth	*98.5%*		*65.8%*		
Total transactions[6]	0.83	0.32	0.36	0.14	0.57
% growth	*161.0%*		*150.6%*		
Total customers[7]	0.73	0.22	0.73	0.22	0.34
% growth	*227.8%*		*227.8%*		
Active customers (LTM)[8]	0.58	0.22	0.58	0.22	0.32
% growth	*170.7%*		*170.7%*		

Source: Unaudited consolidated financial statements based on IFRS and company records (full year financials are audited).

Notes:

(1) The total value of "total transactions" sold in period, excluding taxes and shipping costs (taxes and shipping costs excluded for comparison reasons between countries and companies).

(2) EBITDA is calculated as (i) operating profit or loss (9M 2014: loss of EUR 32.7m; Q3 2014: loss of EUR 13.1m; 2013: loss of EUR 34.5m) plus (ii) depreciation of property, plant and equipment (9M 2014: EUR 0.4m; Q3 2014: EUR 0.2m; 2013: EUR 0.4m) plus (iii) amortization of intangible assets (9M 2014: EUR 0.1m; Q3 2014: EUR 0.05m; 2013: EUR 0.1m). EBITDA includes share-based payment expense that amounted to EUR 1.7m in 9M 2014, negative EUR 0.3m in Q3 2014 (due to a leaver) and EUR 4.5m in 2013.

(3) Capital expenditures are calculated as (i) purchase of property, plant and equipment (9M 2014: EUR 1.0m; Q3 2014: EUR 0.8m; 2013: EUR 1.4m) plus (ii) acquisition of intangible assets (9M 2014: EUR 0.2m; Q3 2014: EUR 0.2m; 2013: EUR 0.1m).

(4) Net working capital is calculated as (i) inventories (September 30, 2014: EUR 3.7m; December 31, 2013: EUR 5.0m) plus (ii) trade and other receivables (September 30, 2014: EUR 3.6m; December 31, 2013: EUR 1.6m) minus (iii) trade and other payables (September 30, 2014: EUR 16.9m; December 31, 2013: EUR 10.7m).

(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 in the period (e-commerce excluding marketplace).

(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 in the period (e-commerce and marketplace).

(7) Number of customers that have made at least one transaction as defined in "total transactions" at any time before end of period.

(8) Number of customers having made at least one transaction as defined in "total transactions" within the last 12 months before end of period.

HOME & LIVING

HOME24

Key Financials (EURm)	9M 2014	9M 2013	Q3 2014	Q3 2013	2013
Net revenues	105.5	65.9	46.0	22.0	92.8
% growth	*60.0%*		*109.6%*		
Gross profit	39.4	25.1	14.7	8.7	36.2
% margin	*37.4%*	*38.0%*	*31.9%*	*39.6%*	*39.0%*
EBITDA[1]	(30.2)	(32.2)	(15.8)	(8.2)	(37.9)
% margin	*(28.6%)*	*(48.8%)*	*(34.3%)*	*(37.3%)*	*(40.9%)*
Capex[2]	3.1	2.1	1.6	0.6	2.8
% of net revenues	*2.9%*	*3.2%*	*3.6%*	*2.5%*	*3.0%*
Balance Sheet (EURm)	**30-Sep-14**				**31-Dec-13**
Net working capital[3]	(16.9)				(4.3)
Cash position	55.0				34.0
Key Performance Indicators (m)	**9M 2014**	**9M 2013**	**Q3 2014**	**Q3 2013**	**2013**
GMV[4] (EURm)	124,4	70,1	56,0	22,7	97,8
% growth	*77,6%*		*146,8%*		
Total orders[5]	0.64	0.39	0.27	0.12	0.54
% growth	*63.7%*		*123.9%*		
Total customers[6]	1.16	0.58	1.16	0.58	0.69
% growth	*98.8%*		*98.8%*		
Active customers (LTM)[7]	0.63	0.40	0.63	0.40	0.44
% growth	*55.8%*		*55.8%*		

Source: Unaudited consolidated financial statements based on IFRS and company records (full year financials are audited).

Notes:
(1) EBITDA is calculated as (i) operating profit or loss (9M 2014: loss of EUR 34.1m; 9M 2013: loss of EUR 33.1m; Q3 2014: loss of EUR 17.1m; Q3 2013: loss of EUR 8.4m; 2013: loss of EUR 40.2m) plus (ii) depreciation of property, plant and equipment (9M 2014: EUR 0.3m; 9M 2013: EUR 0.3m; Q3 2014: EUR 0.1m; Q3 2013: EUR 0.1m; 2013: EUR 0.4m) plus (iii) amortization of intangible assets (9M 2014: EUR 3.6m; 9M 2013: EUR 0.7m; Q3 2014: EUR 1.2m; Q3 2013: EUR 0.3m; 2013: EUR 1.9m). EBITDA includes share-based payment expense that amounted to EUR 2.9m in 9M 2014 (EUR 5.7m in 9M 2013), EUR 0.7m in Q3 2014 (EUR 1.9m in Q3 2013) and EUR 6.4m in 2013.
(2) Capital expenditures are calculated as (i) purchase of property, plant and equipment (9M 2014: EUR 1.4m; 9M 2013: EUR 0.3m; Q3 2014: EUR 1.2m; Q3 2013: EUR 0.0m; 2013: EUR 0.4m) plus (ii) acquisition of intangible assets (9M 2014: EUR 1.6m; 9M 2013: EUR 1.8m; Q3 2014: EUR 0.4m; Q3 2013: EUR 0.5m; 2013: EUR 2.4m).
(3) Net working capital is calculated as (i) inventories (September 30, 2014: EUR 15.1m; December 31, 2013: EUR 7.0m) plus (ii) trade and other receivables (September 30, 2014: EUR 10.8m; December 31, 2013: EUR 4.2m) minus (iii) trade and other payables (September 30, 2014: EUR 42.9m; December 31, 2013: EUR 15.5m).
(4) The total value of “total orders” sold in period, excluding taxes and shipping costs (taxes and shipping costs excluded for comparison reasons between countries and companies).
(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 in the period.
(6) Number of customers that have made at least one order as defined in “total orders” at any time before end of period.
(7) Number of customers having made at least one order as defined in “total orders” within the last 12 months before end of period.

WESTWING

Key Financials (EURm)	**9M 2014**		**Q3 2014**		**2013**
Net revenues	123.6		47.5		112.0
Gross profit	52.9		20.2		45.3
% margin	*42.8%*		*42.5%*		*40.4%*
EBITDA[1]	(42.3)		(15.5)		(46.4)
% margin	*(34.3%)*		*(32.6%)*		*(41.4%)*
Capex[2]	2.6		1.4		1.3
% of net revenues	*2.1%*		*3.0%*		*1.2%*
Balance Sheet (EURm)	**30-Sep-14**				**31-Dec-13**
Net working capital[3]	(5.7)				(5.3)
Cash position	32.1				29.8
Key Performance Indicators (m)	**9M 2014**	**9M 2013**	**Q3 2014**	**Q3 2013**	**2013**
GMV[4] (EURm)	133.3	82.9	50.0	26.8	118.2
% growth	*60.8%*		*86.8%*		
Total orders[5]	1.47	0.80	0.56	0.27	1.16
% growth	*83.8%*		*106.8%*		
Total customers[6]	0.98	0.48	0.98	0.48	0.58
% growth	*104.5%*		*104.5%*		
Active customers (LTM)[7]	0.68	0.39	0.68	0.39	0.45
% growth	*73.3%*		*73.3%*		

Source: Unaudited consolidated financial statements based on IFRS and company records (full year financials are audited).

Notes:

(1) EBITDA is calculated as (i) operating profit or loss (9M 2014: loss of EUR 44.1m; Q3 2014: loss of EUR 16.5m; 2013: loss of EUR 47.7m) plus (ii) depreciation and amortization (9M 2014: EUR 1.8m; Q3 2014: EUR 1.0m; 2013: EUR 1.4m). EBITDA includes share-based payment expense that amounted to EUR 7.2m in 9M 2014, EUR 3.0m in Q3 2014, and EUR 9.7m in 2013.

(2) Capital expenditures are calculated as (i) purchase of property, plant and equipment (9M 2014: EUR 1.5m; Q3 2014: EUR 0.9m; 2013: EUR 1.1m) plus (ii) acquisition of intangible assets (9M 2014: EUR 1.0m; Q3 2014: EUR 0.6m; 2013: EUR 0.3m).

(3) Net working capital is calculated as (i) inventories (September 30, 2014: EUR 10.1m; December 31, 2013: EUR 5.6m) plus (ii) trade and other receivables (September 30, 2014: EUR 11.5m; December 31, 2013: EUR 8.2m) minus (iii) trade and other payables (September 30, 2014: EUR 19.2m; December 31, 2013: EUR 15.6m) minus (iv) advance payments received (September 30, 2014: EUR 8.1m; December 31, 2013: EUR 3.5m).

(4) The total value of “total orders” sold in period, excluding taxes, shipping costs and vouchers (taxes and shipping costs excluded for comparison reasons between countries and companies).

(5) Total number of valid (i.e. not failed or declined) orders starting the fulfilment process less cancelled orders (before rejected & returned), i.e. total numbers of valid orders placed in the period.

(6) Number of customers that have made at least one order as defined in “total orders” at any time before end of period.

(7) Number of customers having made at least one order as defined in “total orders” within the last 12 months before end of period.

Ends

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About Rocket Internet

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