

HIGHLIGHTS

Strong financial performance driven by outstanding traffic and active customer growth

- **Starting point strategy:** Site visits >1bn for the first time and continued outstanding active customer growth
- **Strong financial performance:** GMV +24.6%, revenue +26.7%, adj. EBIT €6.3m
- **Outlook confirmed:** GMV growth of 20% to 25%, revenue growth around 20%, adj. EBIT between €200-225m
- **Platform transition:** Continued strong adoption of our platform services ZFS and ZMS
- **Sustainability:** Becoming a sustainable fashion platform with a net positive impact for people and planet

FIGURES

	Q3/18	Q3/19	Δ Q3/18 Q3/19
Group Key Performance Indicators			
Site Visits (m)	728.7	1,000.30	37.3%
Active Customers (m)	25.1	29.5	17.5%
Number of Orders (m)	27.7	34.7	25.3%
Average Order per Active Customer (LTM)	4.3	4.63	7.6%
Average Basket Size (in €) (LTM)	57.7	56.6	(1.9%)
Results of Operations			
Gross merchandise value (GMV) (in €bn)	1.52	1.89	24.6%
Revenue (in €m)	1,200.2	1,521.1	26.7%
Fashion Store	1,101.3	1,397.8	26.9%
<i>there of DACH</i>	<i>542.4</i>	<i>666.7</i>	<i>22.9%</i>
<i>there of Rest of Europe</i>	<i>558.9</i>	<i>731.1</i>	<i>30.8%</i>
Adjusted EBIT (in €m)	(38.9)	6.3	
Fashion Store	(40.9)	9.5	
<i>there of DACH</i>	<i>(7.8)</i>	<i>40.1</i>	
<i>there of Rest of Europe</i>	<i>(33.1)</i>	<i>(30.7)</i>	
Adjusted EBIT (as % of revenue)	(3.2%)	0.4%	3.6pp
Financial Position (in€m)			
Net working capital	(7.4)	(69.7)	
Cash flow from operating activities	(25.9)	(0.7)	
Cash flow from investing activities	(4.8)	(88.0)	
Capex	(60.6)	(88.0)	

OUTLOOK

FY/19 outlook confirmed

- GMV growth in 20 – 25% range; revenue growth around the low end of this range
- Adj. EBIT: in upper half of initial €175 – 225m range
- Slightly negative working capital and around €300m capex