HIGHLIGHTS

In 2019, we delivered against our strong growth ambitions and made strong progress on our strategic agenda

• Starting point strategy: Accelerated traffic (+33% YoY) and active customer growth (+4.6m YoY)
• Strong financial performance in Q4: GMV +24.3%, revenue +19.5%, adj. EBIT €110.4m
• Platform transition: 15% Partner Program share (+5pp) in Q4 and strong progress along our B2B services ZFS and ZMS

OUTLOOK

2020 outlook in line with mid-term guidance:

• GMV growth in 20 – 25% range; revenue growth in 15 – 20% range
• Adj. EBIT: €225 – 275m range
• Slightly negative working capital and around €330m capex

Excluding a potential negative impact from Coronavirus

Investor Relations Contact
Email: investor.relations@zalando.de
Homepage: https://corporate.zalando.com/en/ir

Patrick Kofler – Team Lead IR Patrick.Kofler@zalando.de Tel.: +49 30 20 9681 584
Nils Pöppinghaus – Manager IR Nils.Poeppinghaus@zalando.de
Jan Edelmann – Manager IR Jan.Edelmann@zalando.de
Dorothee Schultz – Junior Manager IR Dorothee.Schultz@zalando.de