



THE STARTING POINT FOR FASHION



Q3 / 2019
MEDIA CALL



October 31, 2019



Good Financial Performance

With Very Strong Customer Growth And Site Traffic

Becoming the Starting Point for Fashion

>1 bn site visits (↑37.3%)

29.5m active customers (↑17.5%)

34.7m orders (↑25.4%)

Solid financial performance

EUR 1.9 bn GMV (↑24.6%)

EUR 1.5 bn revenue (↑26.7%)

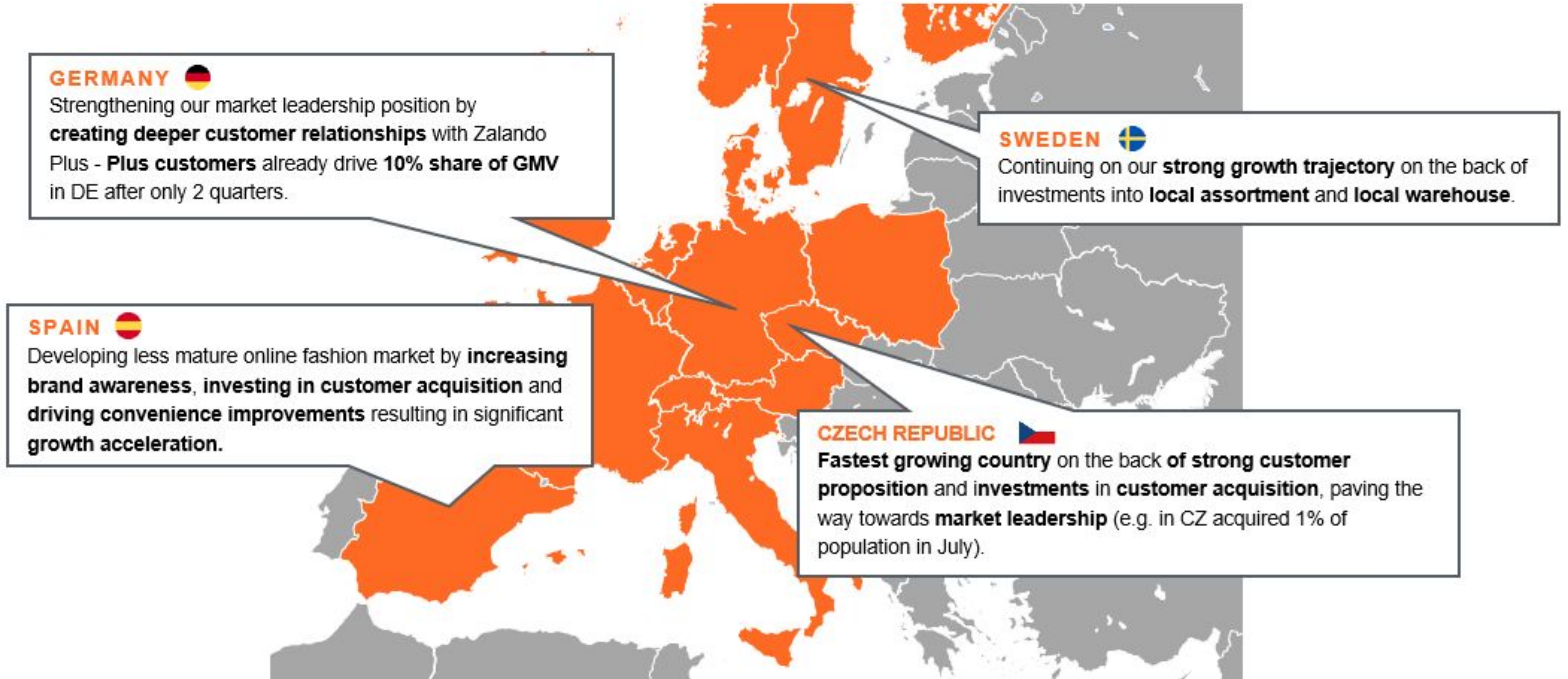
EUR 6.3m adj. EBIT (↑45m)

Full-year outlook confirmed

GMV expected in the 20-25% range, revenue around the lower end

Adjusted EBIT in upper half of €175-225m range

We continue to capture market share across Europe



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