

DETAILED 9M 2018 RESULTS FOR UNLISTED SELECTED COMPANIES

FASHION

GLOBAL FASHION GROUP CONSOLIDATED FINANCIALS

Key Financials (EURm)	Q3 2017	Q3 2018	9M 2017	9M 2018
Revenue	256.4	264.6	767.0	799.3
<i>% growth (FX neutral)¹</i>		16.9%		18.7%
<i>% growth (EUR)</i>		3.2%		4.2%
Gross profit	98.9	95.9	306.4	311.3
<i>% margin</i>	38.6%	36.2%	39.9%	38.9%
Adjusted EBITDA ²	(32.6)	(21.3)	(76.5)	(60.4)
<i>% margin</i>	(12.7)%	(8.1)%	(10.0)%	(7.6)%
Capex ³	5.2	10.7	22.1	24.7
Balance Sheet (EURm)			30-Sep-17	30-Sep-18
Net working capital ⁴			3.1	18.2
Cash position			266.1	108.8
Key Performance Indicators (m)	Q3 2017	Q3 2018	9M 2017	9M 2018
NMV ⁵ (EURm)	265.1	289.5	792.9	850.7
<i>% growth (FX neutral)¹</i>		22.7%		22.2%
<i>% growth (EUR)</i>		9.2%		7.3%
Net orders ⁶	5.5	6.9	15.7	19.1
<i>% growth</i>		25.1%		22.2%
Active customers (LTM) ⁷			9.5	11.0
<i>% growth</i>				15.8%

Source: GFG's unaudited consolidated quarterly financial information and unaudited management reports

Notes: Namshi accounted for at-equity

- (1) Growth rate is shown on a constant currency basis and therefore excludes the effect of foreign currency movements. To ensure comparability prior periods have been adjusted for acquisitions, disposals and corporate restructurings.
- (2) Adjusted EBITDA is calculated as operating profit or loss before depreciation of property, plant and equipment, amortization of intangible assets, impairment losses, share-based compensation expenses and a one-off provision release.
- (3) Capital expenditure represents the acquisition of property, plant and equipment and intangible assets.
- (4) Net working capital represents inventories and trade and other receivables less trade and other payables and other financial liabilities.
- (5) Net Merchandise Value ("NMV") is defined as the value of goods sold after actual and provisioned returns and rejections. NMV excludes other revenue items such as delivery fees for example.
- (6) Defined as total number of orders sold to customers after deducting returned orders.
- (7) Number of customers who have purchased at least one item after cancellations, returns and rejections in the last twelve months.

GENERAL MERCHANDISE

JUMIA

Key Performance Indicators (m)	Q3 2017	Q3 2018	9M 2017	9M 2018
In variable currency FX rate				
GMV ¹ (EURm)	118.8	194.9	309.1	511.6
<i>% growth in Variable Currency FX</i>		64.0%		65.5%
In constant currency FX rate				
GMV ¹ (EURm)	118.8	215.6	309.1	575.4
<i>% growth in Constant Currency FX</i>		81.4%		86.1%
Active consumers (LTM)²				
<i>% growth</i>			2.3	3.5
				54.7%

Source: Jumia management reports

Notes:

- (1) Total value of orders including shipping fees, value-added tax, and before deductions of any discounts or vouchers, irrespective of cancellations or returns.
- (2) Unique consumers that placed an order on the marketplace within the last 12 month period, irrespective of cancellations or returns.

Ends

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About Rocket Internet

Rocket Internet incubates and invests in internet and technology companies globally. It provides operational support to its companies and helps them scale internationally. Rocket Internet focuses predominantly on four industry sectors of online and mobile retail and services that make up a significant share of consumer spending: Food & Groceries, Fashion, General Merchandise and Home & Living. Rocket Internet's selected companies are active in a large number of countries around the world with more than 33,000 employees. Rocket Internet holds stakes in four significant publicly listed companies: Delivery Hero, HelloFresh, home24 and Westwing. Rocket Internet SE is listed on the Frankfurt Stock Exchange (ISIN DE000A12UKK6, RKET) and is included in the MDAX index. For further information please visit www.rocket-internet.com.

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