



EUROPE'S LEADING ONLINE FASHION DESTINATION

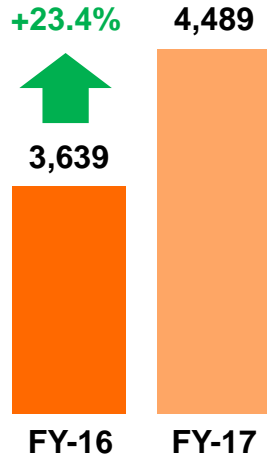


Q4 / FY 2017 Media Call

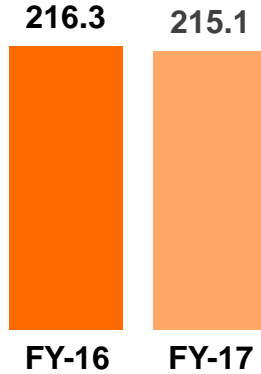


FINANCIAL YEAR 2017

SUCCESSFUL 2017 WITH CONTINUED TRACK RECORD OF PROFITABLE GROWTH



in EUR million



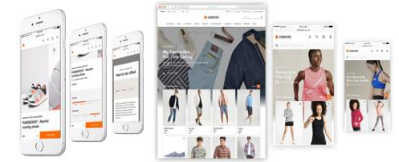
in EUR million

SIGNIFICANT STRATEGIC AND OPERATIONAL PROGRESS

ASSORTMENT



DIGITAL EXPERIENCE



CONVENIENCE

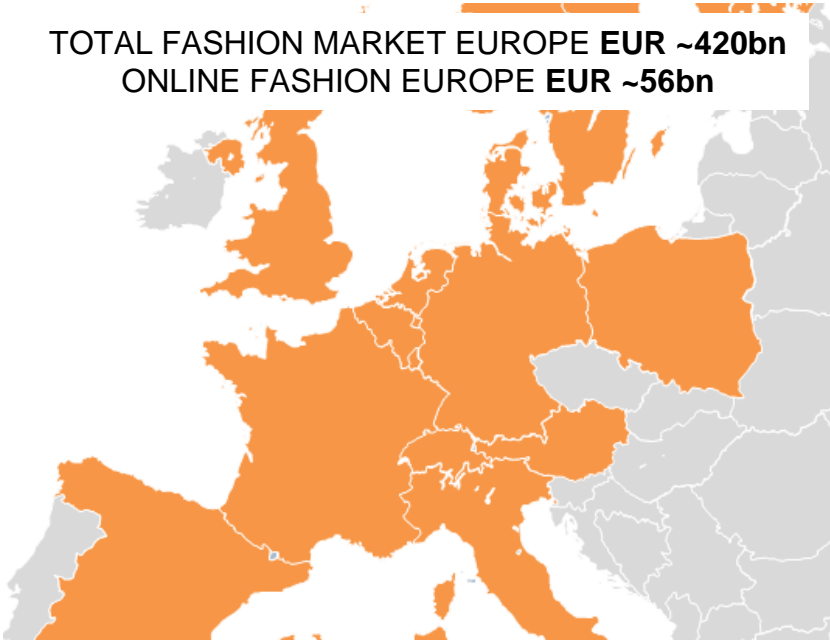


EMERGING BUSINESS



OUTLOOK 2018

TOTAL FASHION MARKET EUROPE EUR ~420bn
ONLINE FASHION EUROPE EUR ~56bn



REVENUE GROWTH OF 20 – 25%

ADJ. EBIT OF EUR 220m – 270m

AROUND EUR 350m CAPEX

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Certain statements in this communication may constitute forward looking statements. These statements are based on assumptions that are believed to be reasonable at the time they are made, and are subject to significant risks and uncertainties. You should not rely on these forward-looking statements as predictions of future events and we undertake no obligation to update or revise these statements. Our actual results may differ materially and adversely from any forward-looking statements discussed on this call due to a number of factors, including without limitation, risks from macroeconomic developments, external fraud, inefficient processes at fulfillment centers, inaccurate personnel and capacity forecasts for fulfillment centers, hazardous material / conditions in production with regard to private labels, lack of innovation capabilities, inadequate data security, lack of market knowledge, risk of strike and changes in competition levels.