

ROCKET INTERNET

# Rocket

**We enable entrepreneurship**

FY 2019 Results for Rocket Internet SE  
& Selected Companies

02 April 2020

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Economic ownership figures included in this presentation include, where applicable, economic interests held through entities over which Rocket Internet has no control.

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# Agenda

## Topic

**FY 2019 Results for Selected Companies**

FY 2019 Results for Rocket Internet SE

Summary Remarks

# Rocket Internet's Selected Companies

## Public Companies

Home & Living

home24<sup>(1)</sup>

11%

Fashion

GF<sup>(1)</sup>  
GLOBAL  
FASHION  
GROUP

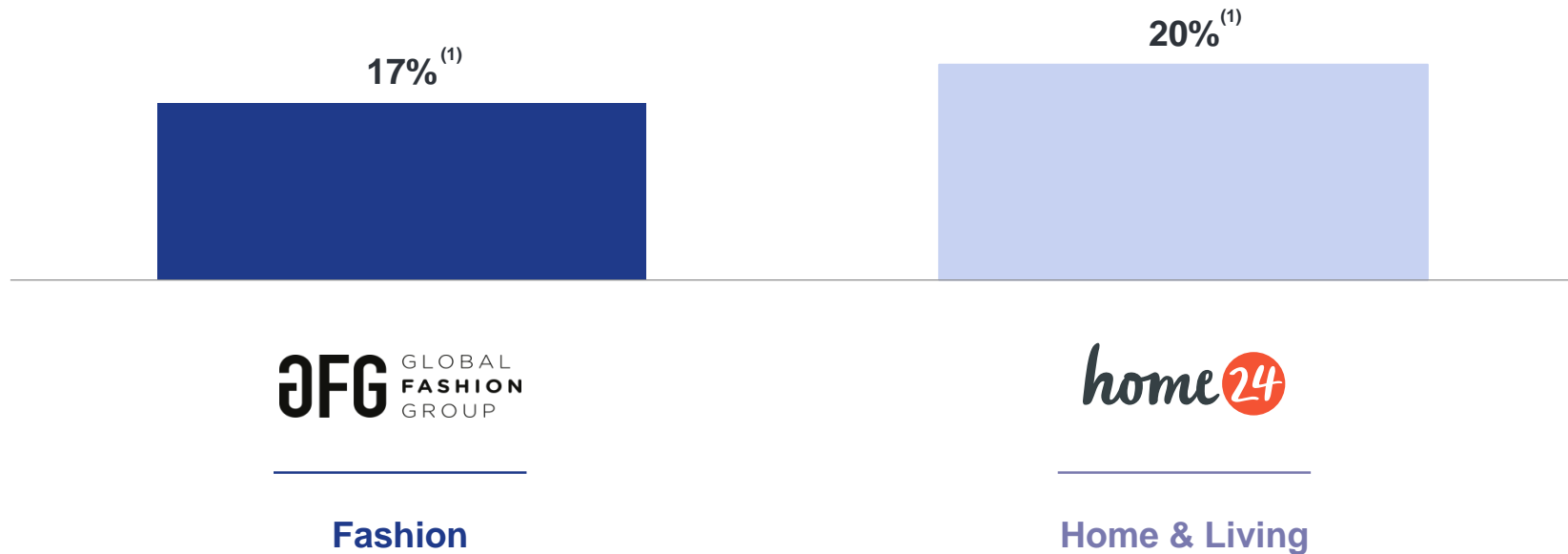
18%

Note(s):

- (1) Percentages indicate Rocket Internet's total economic ownership held directly, and, where applicable, indirectly through entities over which it may have no control. Rocket Internet economically holds the following number of shares in the below companies as of March 31, 2020:  
home24: 2.8m shares  
Global Fashion Group: 38.9m shares.

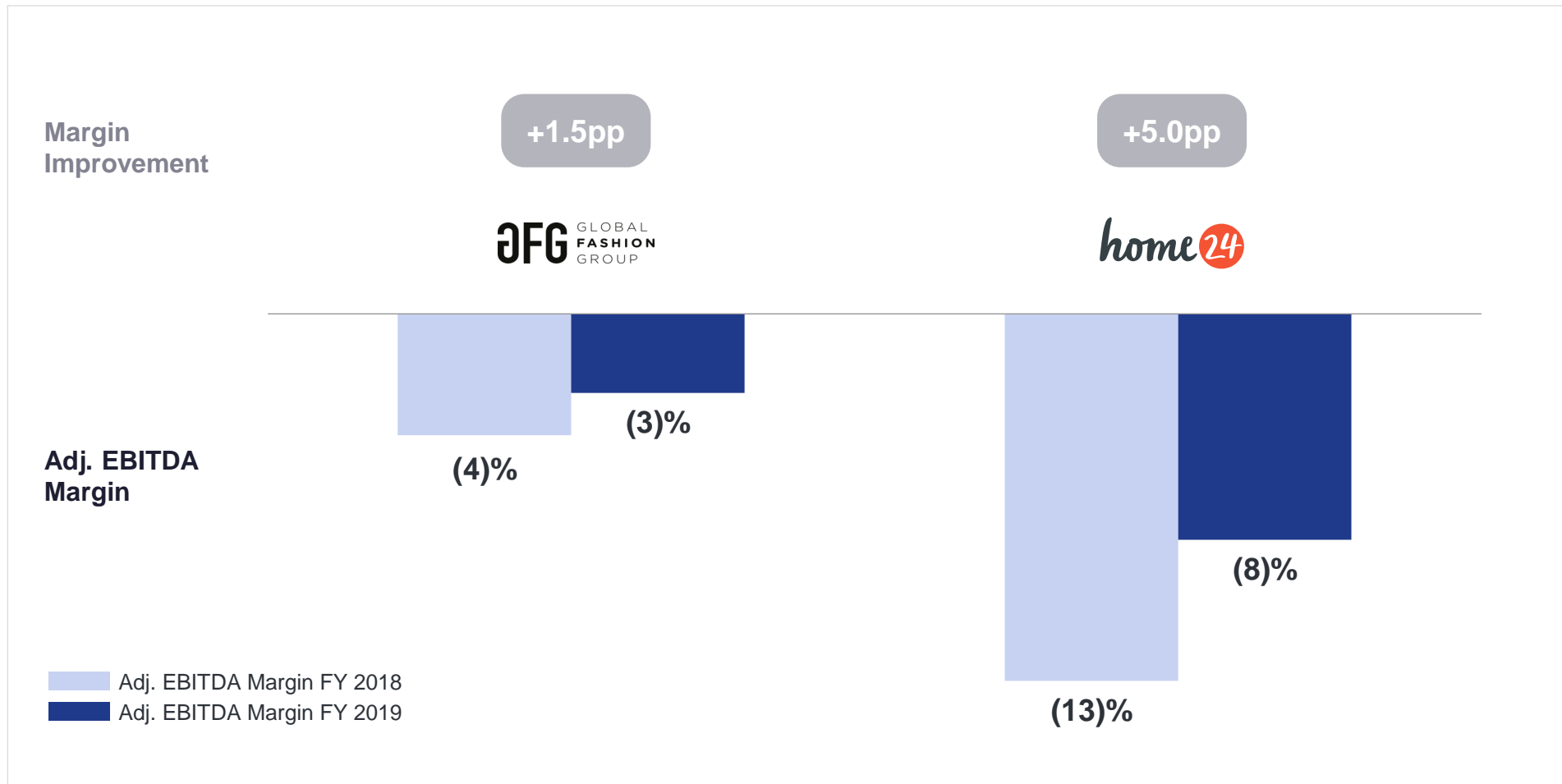
# Continued Topline Growth

## Topline Growth FY 2019 vs. FY 2018



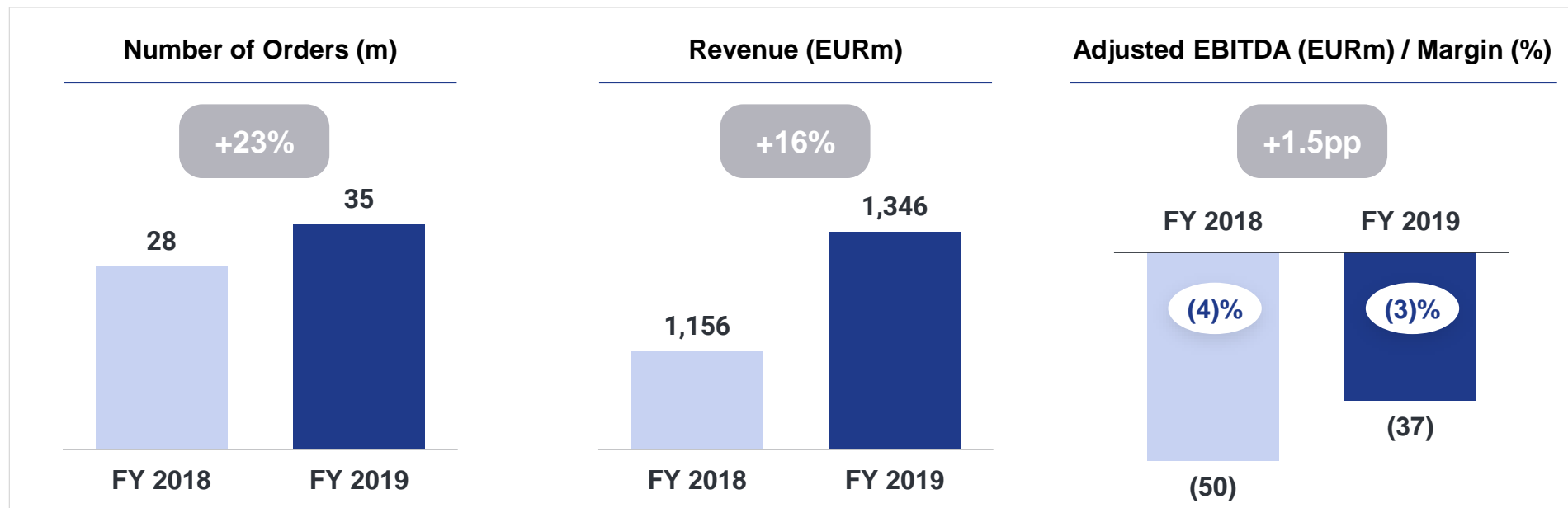
Source: GFG Q4 2019 results presentation, home24 FY & Q4 2019 trading update.  
Note(s): Rocket Internet does not have control over the network companies shown above.  
(1) At constant FX.

# Adj. EBITDA Margins Overall Continue to Improve at Selected Companies



Source: GFG Q4 2019 results presentation, home24 FY & Q4 2019 trading update.  
Note(s): Rocket Internet does not have control over the network companies shown above.

# GFG Delivers Strong FY 2019 with Continued Order Growth and Profitability Improvement

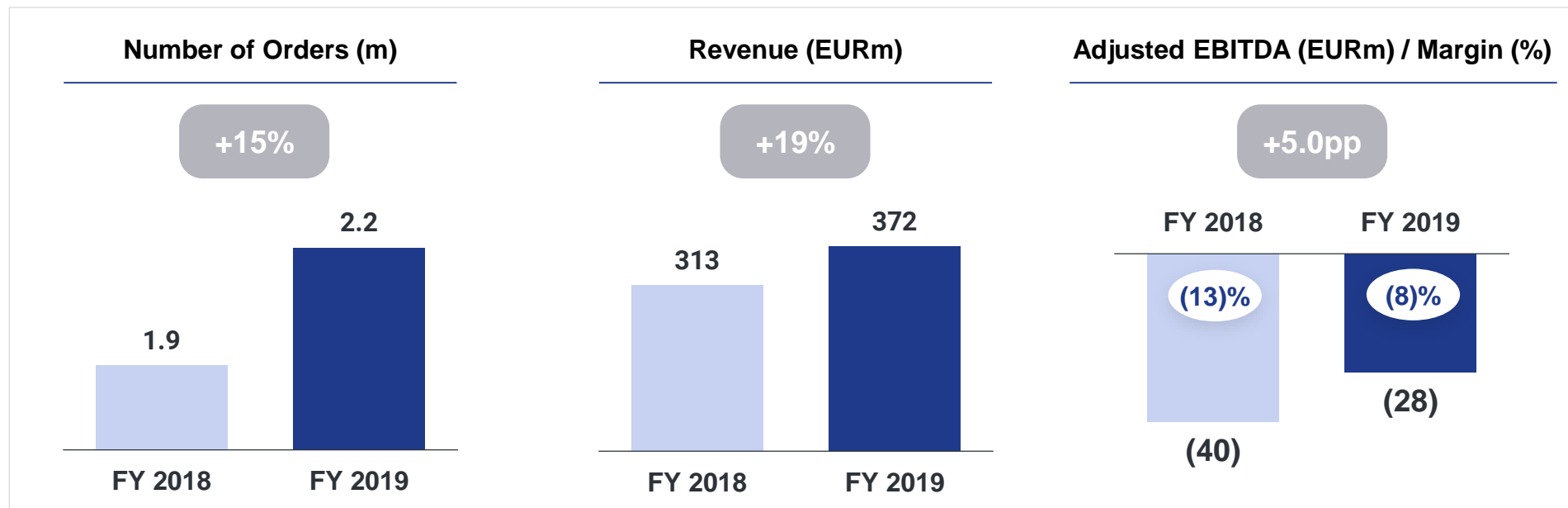


## Company Highlights

- **Revenue reached EUR 1,346 million** in 2019, **growing 16% YoY**, as the company continues to expand its assortment across the group with the launch of new brands and enhanced sustainability offerings
- **Profitability improved to an adj. EBITDA margin of -3% in FY 2019** driven primarily by stable retail margins and increased marketplace participation
- In Q4 2019, the **CIS region was a strong growth contributor** with NMV reaching EUR 194.5 million (+35% vs. Q4 2018) and gross margin improving by 3.6 percentage points to 41% in Q4 2019

Source: GFG Q4 2019 results presentation.

# home24 Shows Significant Growth and Profitability Increase in FY 2019



## Company Highlights

- home24 **grew revenue by 19%** to EUR 372 million in 2019 versus the prior year period driven by strong campaigns and improved order intake to revenue realization
- Post-IPO investments started to pay off after a ramp-up phase, driving adjusted EBITDA margin to -8% in FY 2019 (-13% in FY 2018)
- The Latin American business **showed strong 31% constant currency revenue growth** in 2019 compared to 2018

Source: home24 FY & Q4 2019 trading update.



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# New Incubations



**20**  
New Business Models  
Launched  
Since 2018

# Other Private Companies



**200+**  
Private Companies

As of end of March 2020, Corona/ Covid-19 is a developing situation with to date unknown duration and very significant negative economic impact. The recent Corona/ Covid-19 outbreak and related post year-end market conditions may have a significant impact on the Total Fair Value for the Private Companies. Such events are beyond the Company's control, and the likelihood that they may occur and the effect or the estimate of their impact on the Total Fair Value cannot be predicted.

**Total Cost<sup>1</sup>**  
(as of Dec 31, 2019)

**c. EUR 0.4bn<sup>2</sup>**

**Total Fair Value<sup>3</sup>**  
(as of Dec 31, 2019)

**c. EUR 1.1bn<sup>2</sup>**

***Valuations are subject to significant limitations and should not be read as an indication for the price that third parties would be willing to pay in a future financing round, a potential trade sale or a potential initial public offering***

Source: Unaudited management information.

Note(s):

(1) Acquisition costs according to applicable local GAAP (e.g. HGB, Lux-GAAP) as per December 31, 2019.

(2) Includes investment costs incurred and fair value attributable to Rocket Internet directly and indirectly through entities over which Rocket Internet has no control, where applicable.

(3) Fair value as per December 31, 2019. Fair value is only an indication that is subject to certain assumptions. The fair value may change significantly over time and should not be read as a guarantee of the proceeds we may receive in the event of an exit from a network company. The actual proceeds we may receive in the event of an exit from and/or partial disposal of a network company can be significantly different. In an event such as a sale and/or partial disposal of a network company to a third party or an IPO, we may receive no proceeds or only a share in the proceeds that is significantly lower than the current fair value. In most of our private companies other shareholders or other stakeholders have or will have the right to request shares to be issued to them at a value lower than fair market value or even at nominal value. By way of example, instances in which shareholders may get further shares could be in addition to financing rounds or IPOs at a lower valuation than previous financing rounds, i.e. downrounds, in which case certain shareholders may even be allocated a multiple of their respective original investment as preferred return, the breach of warranties given by the relevant company to other investors in connection with their investment, the conversion of shareholder loans or the contribution by employees or other parties of their shares or interests in subsidiaries of the relevant company against issuance of new shares in the company (i.e. roll-up). Further economic dilution might result from liquidation preferences, phantom shares, options, warrants and minority stakes or interests held by employees and other parties in subsidiaries of the relevant company. In general, we are often not in the position to block the issuance of further shares in the relevant company, which is why our economic interest is subject to continuous changes.

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# Agenda

## Topic

FY 2019 Results for Selected Companies

**FY 2019 Results for Rocket Internet SE**

Summary Remarks

# 12M 2019 Results Rocket Internet SE – Consolidated IFRS Income Statement

EURm	12M 2018	12M 2019
<b>Revenue</b>	44.5	67.3
Other operating income	2.2	9.7
Result from deconsolidation of subsidiaries	10.3	8.4
Cost of materials and cost of financial services	(16.1)	(14.4)
Employee benefit expenses	(26.0)	(41.3)
Other operating expenses	(27.4)	(51.9)
Share of profit / (loss) of associates and joint ventures	215.8	203.8
<b>EBITDA</b>	<b>203.3</b>	<b>181.6</b>
Depreciation, amortization and impairment of non-current assets	(1.7)	(11.7)
<b>EBIT</b>	<b>201.6</b>	<b>169.9</b>
<b>Financial result</b>	<b>1.0</b>	<b>118.7</b>
Finance costs	(206.5)	(201.1)
Finance income	207.5	319.8
<b>Profit before tax</b>	<b>202.6</b>	<b>288.6</b>
Income taxes	(6.6)	(8.4)
<b>Profit for the period</b>	<b>196.0</b>	<b>280.3</b>
Loss attributable to non-controlling interests	(5.3)	(5.1)
<b>Profit attributable to equity holders of the parent</b>	<b>201.4</b>	<b>285.4</b>
<b>Earnings per share (in EUR)</b>	<b>1.28</b>	<b>1.90</b>

Source: Audited consolidated financial statements.

# 12M 2019 Results Rocket Internet SE – Consolidated IFRS Balance Sheet

Assets EURm	Dec 31 2018	Dec 31 2019
<b>Non-current assets</b>		
Right-of-use assets	0.0	45.7
Investment properties	0.0	19.3
Property, plant and equipment	2.7	3.6
Intangible assets	7.7	1.9
Investments in associates and joint ventures	820.1	365.6
Non-current financial assets	770.6	1,086.8
Other non-current non-financial assets	1.6	1.3
<b>Total non-current assets</b>	<b>1,602.8</b>	<b>1,524.1</b>
<b>Current assets</b>		
Inventories	0.1	0.1
Trade receivables	3.7	4.6
Other current financial assets	774.4	949.2
Other current non-financial assets	3.2	3.1
Income tax asset	8.1	5.4
Cash and cash equivalents	1,720.0	1,665.1
<b>Total current assets</b>	<b>2,509.4</b>	<b>2,627.5</b>
<b>Total assets</b>	<b>4,112.1</b>	<b>4,151.7</b>

Equity and Liabilities EURm	Dec 31 2018	Dec 31 2019
<b>Equity</b>		
Subscribed capital	152.5	150.8
Treasury shares	(81.9)	(324.1)
Capital reserves	2,850.0	2,765.6
Retained earnings	1,076.8	1,371.8
Other components of equity	(12.3)	2.5
Equity attributable to equity holders of the parent	<b>3,985.1</b>	<b>3,966.4</b>
Non-controlling interests	14.6	11.7
<b>Total equity</b>	<b>3,999.7</b>	<b>3,978.2</b>
<b>Non-current liabilities</b>		
Lease liabilities	0.0	52.1
Non-current financial liabilities	77.5	63.8
Other non-current non-financial liabilities	10.2	0.3
Deferred tax liabilities	0.3	0.8
<b>Total non-current liabilities</b>	<b>88.1</b>	<b>117.0</b>
<b>Current liabilities</b>		
Lease liabilities	0.0	4.8
Trade payables	8.0	17.1
Other current financial liabilities	4.8	11.9
Other current non-financial liabilities	9.1	13.9
Income tax liabilities	2.4	8.8
<b>Total current liabilities</b>	<b>24.4</b>	<b>56.5</b>
<b>Total liabilities</b>	<b>112.4</b>	<b>173.5</b>
<b>Total equity and liabilities</b>	<b>4,112.1</b>	<b>4,151.7</b>

Source: Audited consolidated financial statements.

# Strong Cash Reserves

## Financial Strength at Rocket Internet SE as of Mar 31, 2020

Net Cash <sup>(1)</sup>	Public Stock		Loans Granted <sup>(4)</sup>
	Liquid Stock <sup>(2)</sup>	Low Liquidity Stock <sup>(3)</sup>	
<b>EUR 2.1b</b>	<b>EUR 0.3b</b>	<b>EUR 0.1b</b>	<b>EUR 0.6b</b>

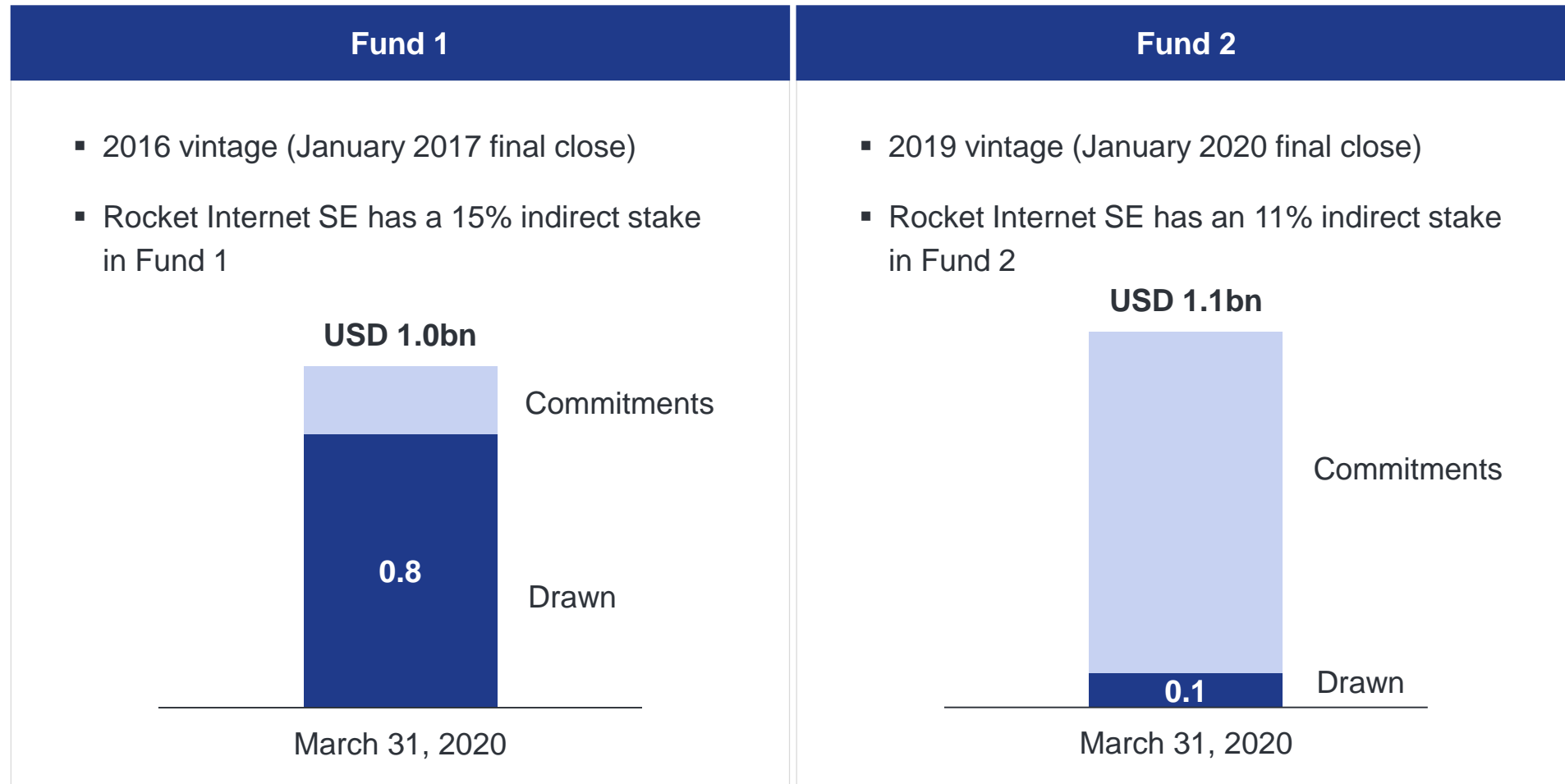
As of end of March 2020, Corona/ Covid-19 is a developing situation with to date unknown duration and very significant negative economic impact. The recent Corona/ Covid-19 outbreak and related post year-end market conditions may have a significant impact on the Loan Portfolio Granted. Such events are beyond the Company's control, and the likelihood that they may occur and the effect or the estimate of their impact on the Loan Portfolio Granted cannot be predicted.

Source: Unaudited management information.

Note(s):

- (1) Net cash represents gross cash minus commitments made.
- (2) Value of holdings in liquid public stocks attributable to Rocket Internet directly and indirectly through entities over which Rocket Internet has no control, where applicable, using closing share prices as of March 31, 2020, including e.g. United Internet and Tele Columbus as well as other publicly listed technology shares and other participations in publicly listed companies.
- (3) Value of holdings in low liquidity public stocks attributable to Rocket Internet directly and indirectly through entities over which Rocket Internet has no control, where applicable, using closing share prices as of March 31, 2020, including e.g. Global Fashion Group, home24 and Westwing, as well as other publicly listed technology shares and other participations in publicly listed companies.
- (4) Value of loans granted by Rocket Internet (economically attributable) to companies, as of March 31, 2020.

# The Rocket Internet Capital Partners Funds



Source: Management information.

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# Financial Calendar

Date	Event
May 15, 2020	Rocket Internet SE Annual General Meeting (FY 2019)
May 28, 2020	Q1 2020 Results for Rocket Internet & Selected Companies
September 24, 2020	H1 2020 Results for Rocket Internet & Selected Companies and Capital Markets Day (London)
November 24, 2020	9M 2020 Results for Rocket Internet & Selected Companies



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# Agenda

## Topic

FY 2019 Results for Selected Companies

FY 2019 Results for Rocket Internet SE

**Summary Remarks**

# **FY 2019 Results**

**for Rocket Internet SE & Selected Companies**