

## **Rocket Internet SE:**

# Selected Companies Grow Revenue and Continue to Reduce Losses on Path Towards Profitability

- Aggregate net revenue of selected companies grew by 30.6% to EUR 1.58
  billion 9M 2016 versus 9M 2015
- Aggregate adjusted EBITDA margin of selected companies improved from -34.4% in 9M 2015 to -17.5% in 9M 2016

**Berlin, November 30, 2016** – Rocket Internet SE's ("Rocket Internet" or "the Company") selected companies continued on the path towards profitability. For the first nine months 2016, the aggregate adjusted EBITDA margin improved significantly at all selected companies from a weighted average of -34.4% in the first nine months 2015 to -17.5%. The selected companies continued to grow revenues, whilst absolute EBITDA losses decreased by EUR 159 million.

Selected companies in the core sectors Food & Groceries (HelloFresh and foodpanda), Fashion (Global Fashion Group ("GFG")), General Merchandise (Jumia) and Home & Living (Westwing and Home24) continued to show an increase in aggregate net revenue of 30.6%, reaching EUR 1.58 billion for the first nine months 2016.

HelloFresh, the leading global fresh meals at home provider, grew by 121.3% and reached EUR 438 million net revenue in 9M 2016, while improving its adjusted EBITDA margin by 11.1 percentage points to -15.1%. GFG increased net revenue by 26.6% to EUR 706 million in 9M 2016, with a clearly improved adjusted EBITDA margin of -14.1%. Dafiti, GFG's Latin American online fashion retailer, improved its adjusted EBITDA margin from -31.8% in the first nine months 2015 to -7.0% in 9M 2016. Middle Eastern online fashion retailer Namshi has reached breakeven in the first 9M 2016, with an adjusted EBITDA margin of 2.5% for the

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period. Online Home & Living company Westwing also significantly improved its adjusted

EBITDA margin by 20.5 percentage points to -9.2% during 9M 2016.

Rocket Internet and its companies continue to be very well funded, with available cash of

EUR 1.6 billion at Rocket Internet and additionally EUR 1.1 billion at the companies, as of the

end of October 2016.

Rocket Internet Group's 9M 2016 revenue (EUR 40 million) and the consolidated loss

(negative EUR 642 million) have respectively been impacted primarily by deconsolidation of

subsidiaries and impairment related charges of associated companies (in particular related to

GFG), as already disclosed in the H1 2016 results.

Shortly after Rocket Internet's uplisting to the Prime Standard on September 26, 2016, the

Frankfurt Stock Exchange announced Rocket Internet's inclusion in the SDAX index,

effective as of October 14, 2016.

"With the uplisting to the Prime Standard, and the subsequent inclusion in the German

SDAX, we achieved one of our stated goals. The operating progress accomplished by our

selected companies translates into continued growth and much improved margins," said

Oliver Samwer, Rocket Internet's CEO.

The Rocket Internet Capital Partners fund held a third close on October 4, 2016, which took

total combined commitments to USD 869 million. The USD 127 million incremental

commitments were subscribed by third party investors and Rocket Internet (maintaining its

10% stake).

For an overview of the detailed 9M 2016 results for selected companies, please see the

appendix or visit our website.

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#### **About Rocket Internet**

Rocket Internet builds and invests in Internet companies that take proven online business models to new, fast-growing markets. Rocket Internet focuses on five industry sectors of online and mobile retail and services that make up a significant share of consumer spending: Food & Groceries, Fashion, General Merchandise, Home & Living and Travel. Its network of companies operates in a large number of countries around the world with more than 36,000 employees. Rocket Internet SE is listed on the Frankfurt Stock Exchange (ISIN DE000A12UKK6, RKET). For further information please visit www.rocket-internet.com.

### **Disclaimer / Important Note**

Despite not having control over the selected companies mentioned above, the aggregate financial information is shown on a 100% basis (i.e. 100% of net revenues and EBITDA). The actual legal and economic interest of the Rocket Internet group in the network companies shown above is far lower than 100%. Please refer to Rocket Internet SE's 2015 consolidated financial statements for additional information on the group's consolidation policies and its segment information.

This document contains forward-looking statements. These statements are based on the current views, expectations and assumptions of the management of Rocket Internet SE and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. Actual results, performance or events may differ materially from those described in such statements due to, among other things, changes in the general economic and competitive environment, risks associated with capital markets, currency exchange rate fluctuations and competition from other companies, changes in international and national laws and regulations, in particular with respect to tax laws and regulations, and other factors. Rocket Internet does not assume any obligations to update any forward-looking statements.