

#1 FASHION & LIFESTYLE DESTINATION IN LATAM, SEA & ANZ

€283.9m

NET MERCHANDISE VALUE
(19.4)% yoy

4.6m

ORDERS
(26.0)% yoy

9.2m

ACTIVE CUSTOMERS
(19.1)% yoy

42.1%

GROSS PROFIT MARGIN
+1.3 ppt yoy

38.8%

MARKETPLACE SHARE OF NMV
+7.4ppt yoy



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LATAM

dafiti

	Q3 2022	Q3 2023	CHANGE ¹
NMV (€M)	114.8	89.2	(22.5)%
Revenue (€M)	75.4	56.3	(25.4)%
Gross Profit Margin (%)	40.4	40.7	0.3ppt
Active Customers (m)	6.1	4.7	(23.7)%

SEA

ZALORA

	Q3 2022	Q3 2023	CHANGE ¹
NMV (€M)	92.6	70.6	(17.3)%
Revenue (€M)	62.9	41.9	(28.1)%
Gross Profit Margin (%)	38.5	40.8	2.3ppt
Active Customers (m)	3.2	2.5	(20.9)%

ANZ

THE ICONIC

	Q3 2022	Q3 2023	CHANGE ¹
NMV (€M)	172.2	124.2	(18.4) %
Revenue (€M)	128.3	87.1	(23.1) %
Gross Profit Margin (%)	42.5	44.2	1.7ppt
Active Customers (m)	2.1	2.0	(3.0) %

¹NMV and Revenue change are measured on a constant currency basis.