

Ozon Full-Year 2023 Financial Results¹

GMV, incl. services

1.75 | **+111%**
RUB tn

GMV Marketplace

+130%



Number of orders

966 | **+107%**
mn



Number of buyers

46.1 | **+31%**
mn



Total revenue

424 | **+53%**
RUB bn

Revenue components

Service revenue

258 | **+82%**
RUB bn

Sales of goods

167 | **+23%**
RUB bn

Order frequency

from **13** to **21** | **+59%**

Total warehouse footprint

2.5 | **+87%**
mn sq m

Operating cash flow

87.6
RUB bn



Adjusted EBITDA

4.2
RUB bn

169.8 RUB bn

Cash and cash equivalents
as of December 31, 2023



Full-Year 2024 Outlook¹

**Adjusted EBITDA
to be positive**

For Full-Year 2024

**~70%
GMV growth**
YoY