

Q3 2023 Financial Results – Key Highlights

Ozon achieved the fastest growth in GMV incl. services in eight quarters

GMV

451 | **+140%**

RUB bn | % growth

Share of Marketplace GMV

377 | **+156%**

RUB bn | % growth

GMV Guidance
for Full-Year 2023¹

by **90-100%**

Operating Cash Flow

25

RUB bn

Adj. EBITDA as a % of GMV

-0,9%

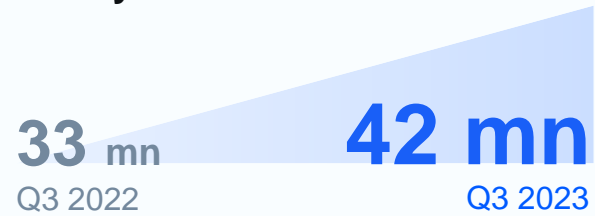
Cash and cash equivalents

93 bn RUB

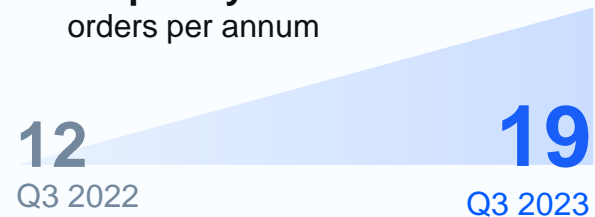
as of September 30, 2023

Platform Growth

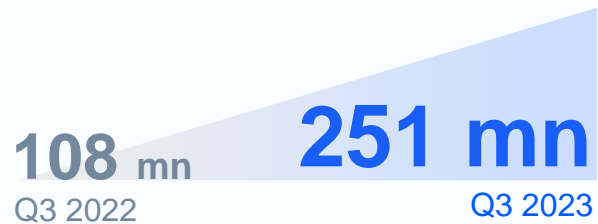
 Growing base of active buyers



 Growth in the order frequency
orders per annum



 Growth in the number of orders



Infrastructure

Technologies

Vertical Development

Expansion of Our Logistics Infrastructure

Logistics infrastructure



>2 mn sq m

Total warehouse footprint

30

fulfillment centers in
Russia & CIS

>100

sorting centers

>40 000

pick-up locations

>70%

pick-up locations in the
regions

Cost Pressure in Q3 2023

Adj. EBITDA RUB -3,9 bn

Increase in fulfillment and delivery costs

due to higher tariffs on the labor market

Planned investments in platform growth

Financial stability

Free Cash Flow¹

2022

0,9
RUB bn



Q3 2023

13,6
RUB bn

Adj. EBITDA² to be positive for full-year 2023³

1. Free Cash Flow - net cash generated from/(used in) operating activities less capital expenditures and the payment of the principal portion of lease liabilities.

2. Adjusted EBITDA is a non-IFRS financial measure that we calculate as loss for the period before income tax benefit/(expense), total non-operating income/(expense), depreciation and amortization, share-based compensation expense from the equity settled share-based awards and losses related to the fire incident.

3. Ozon's expectations as of November 16, 2023

Ozon Raises GMV Guidance for Full-Year 2023

GMV growth

For Full-Year 2023¹

+90-100%

YoY

**Adj. EBITDA to be
positive**

For Full-Year 2023