



First Quarter 2024 Results

May 2024



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This presentation contains certain financial measures that are not recognized under generally accepted accounting principles in the U.S. (“GAAP”), including “adjusted EBITDA,” and “total adjusted EBITDA.” The reconciliation of those measures to the most comparable GAAP measures is contained within this presentation. The non-GAAP measures have limitations as an analytical tool and you should not consider them in isolation or as a substitute for an analysis of the Company’s results under GAAP.

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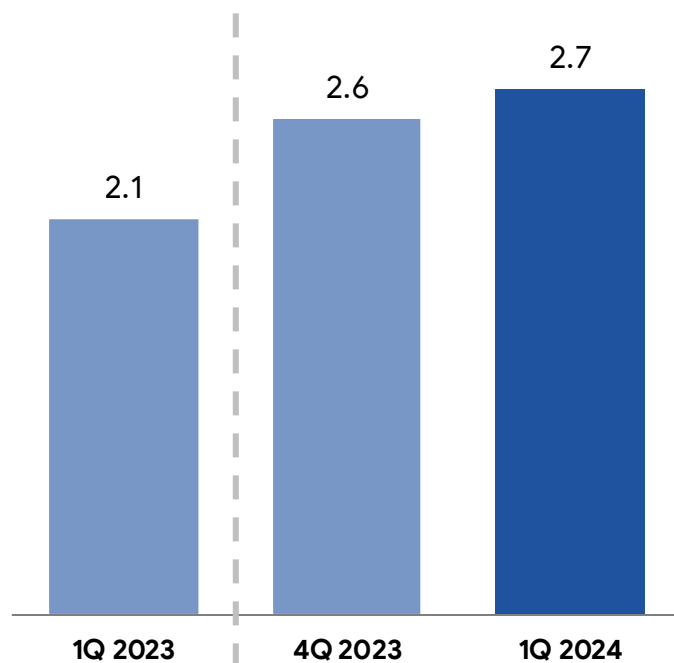
First Quarter 2024 Results Overview

Solid Growth Across All Three Business Segments

E-commerce GAAP Revenue

US\$ Billions

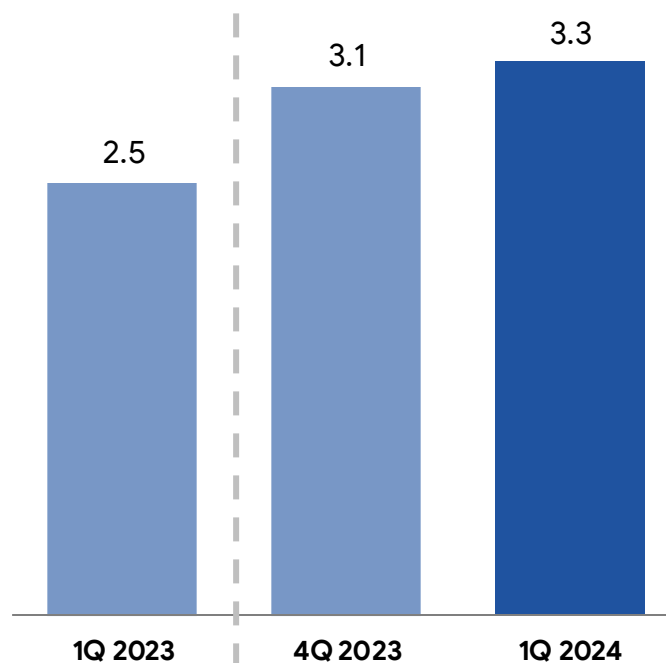
YoY: +32.9%
QoQ: +6.0%



Digital Financial Services Loans Principal Outstanding¹

US\$ Billions

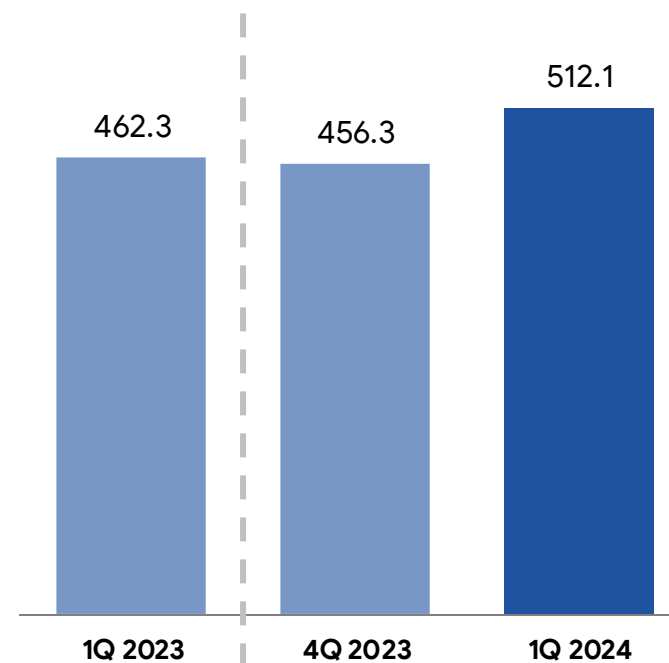
YoY: +28.7%
QoQ: +5.1%



Digital Entertainment Bookings²

US\$ Millions

YoY: +10.8%
QoQ: +12.2%



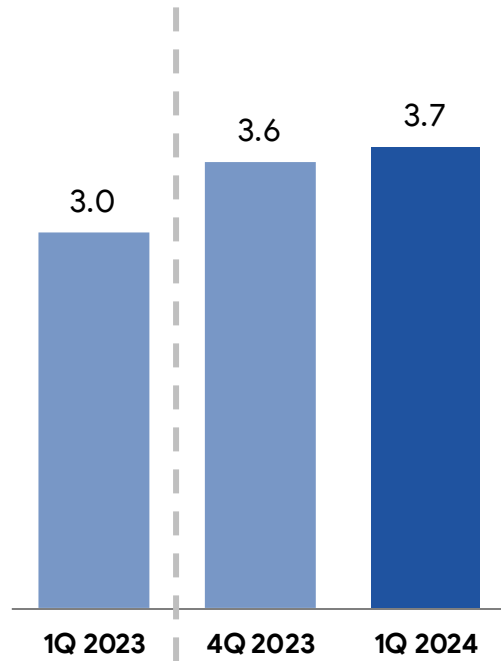
Note: Financial figures are unaudited.

1. Consumer and SME loans principal outstanding including both on-book and off-book loans. Off-book loans principal outstanding mainly refers to channeling arrangements, which is lending by other financial institutions on our platform.
2. GAAP revenue for the digital entertainment segment plus change in digital entertainment deferred revenue. This operating metric is used as an approximation of cash spent by our users in the applicable period that is attributable to our digital entertainment segment.

1Q 2024 Financial Performance

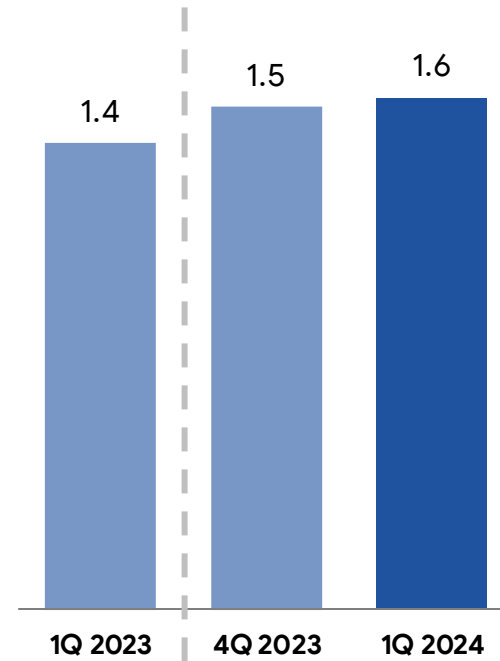
GAAP Revenue

US\$ Billions



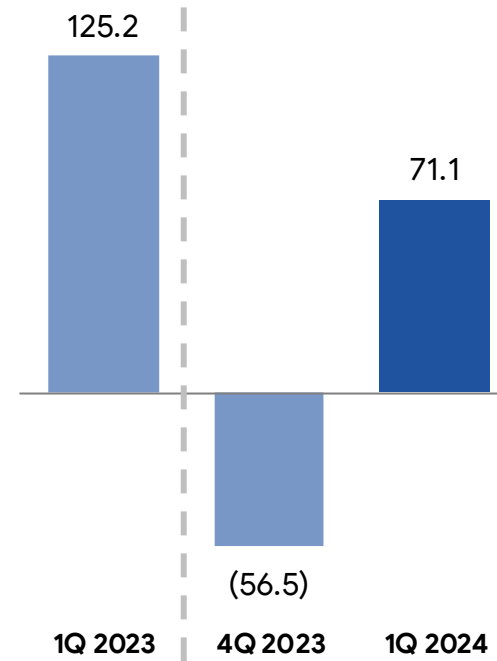
Gross Profit

US\$ Billions



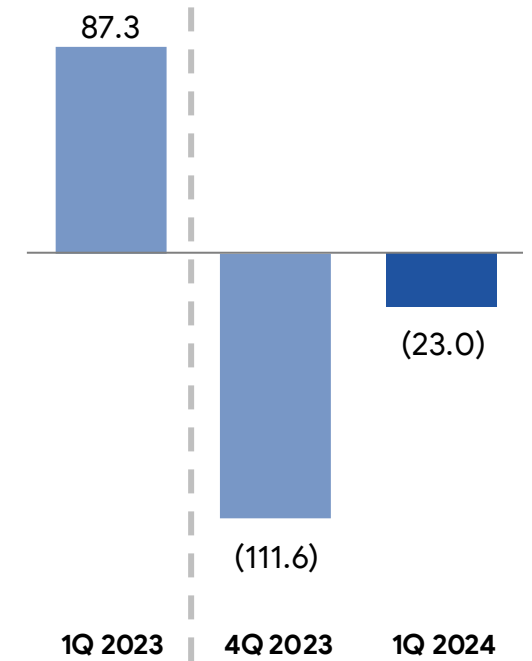
Operating Income/(Loss)

US\$ Millions



Net Income/(Loss)

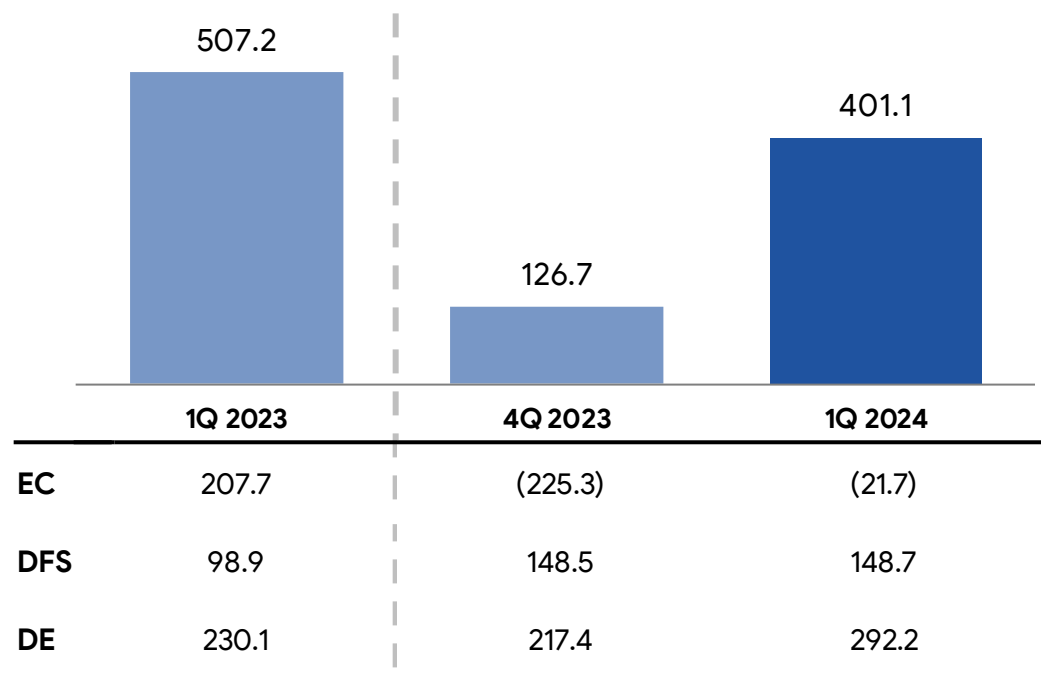
US\$ Millions



1Q 2024 Profitability and Cash Position

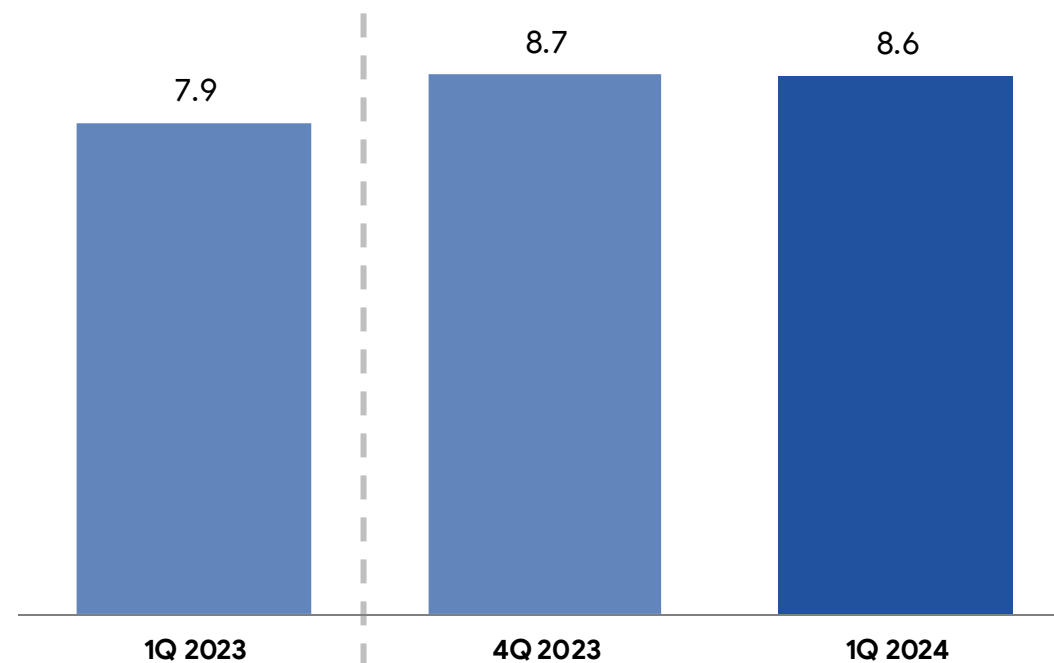
Adjusted EBITDA

US\$ Millions



Cash Position¹

US\$ Billions



Note: Financial figures are unaudited. Please refer to the appendix for details on reconciliation between GAAP and non-GAAP figures.

1. Cash, cash equivalents, short-term and other treasury investments. Other treasury investments currently consist of group treasury related investments, such as available-for-sale sovereign bonds and corporate bonds, classified as part of long-term investments and securities purchased under agreements to resell relating to our banking operations.

1Q 2024 Segmental Breakdown

US\$ Millions	E-commerce	Digital Financial Services	Digital Entertainment	Other Services	Unallocated Expenses ¹	Consolidated
Revenue	2,747.8	499.4	458.1	29.1	-	3,734.3
Operating (loss)/income	(97.3)	134.4	236.2	(13.8)	(188.4)	71.1
Adjusted EBITDA	(21.7)	148.7	292.2	(10.7)	(7.3)	401.1

Note: Financial figures are unaudited. Please refer to the appendix for details on reconciliation between GAAP and non-GAAP figures.

1. Unallocated expenses are mainly related to share-based compensation, impairment of goodwill of prior acquisitions that are not under our reportable segments, and general and corporate administrative costs such as professional fees and other miscellaneous items that are not allocated to segments.



First Quarter 2024 Business Highlights

Record quarter with strong growth & improved profit profile

- Delivered strong growth in 1Q 2024:
 - Highest ever quarterly orders, GMV, and revenue
 - On a YoY basis: gross orders up 57%, GMV up 36% and revenue up 33%
- Overall adjusted EBITDA loss: US\$22 million, and Asia markets achieved positive adjusted EBITDA of US\$11 million in 1Q 2024
- Operational priorities for 2024:
 - Enhancing our price competitiveness
 - Strengthening our content ecosystem
 - Improving service quality for our buyers

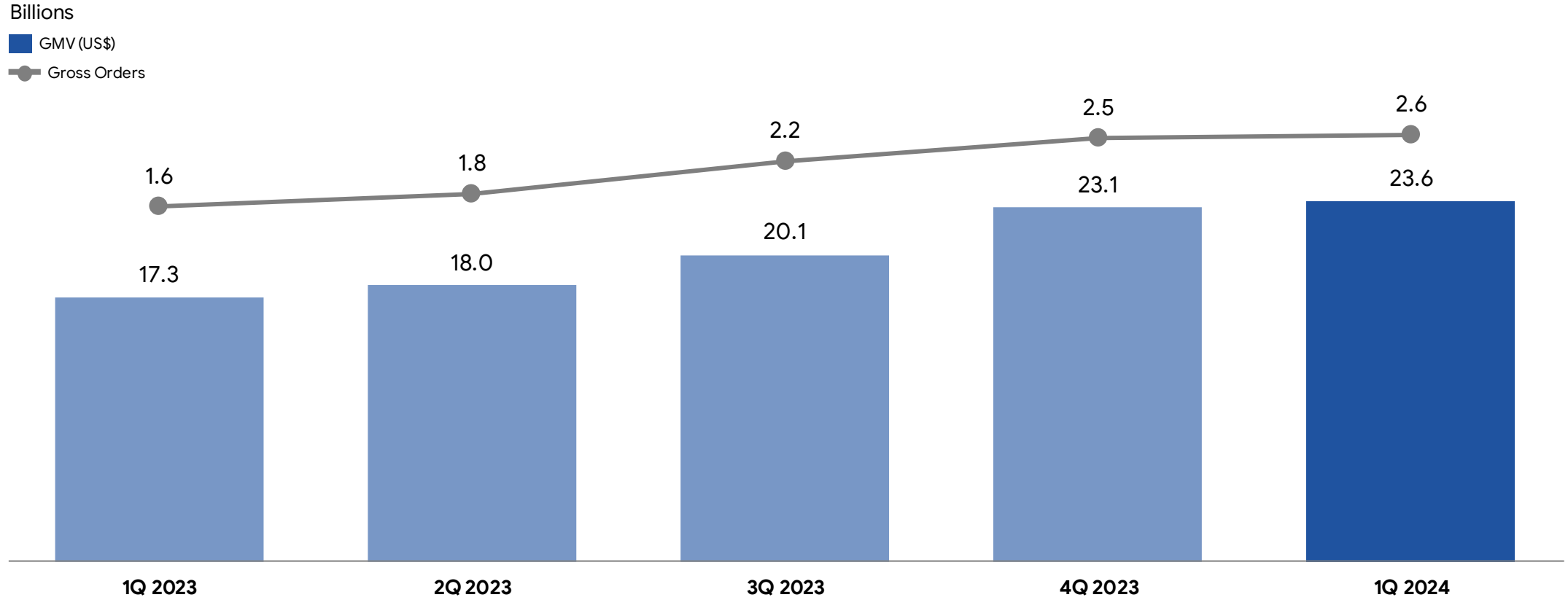
Improving service quality

- Integrated logistics capabilities as a differentiator
 - ~70% of SPX Express orders in Asia delivered within 3 days of order placement
 - SPX Express's cost per order decreased by 15% for Asia and 23% for Brazil YoY in 1Q 2024
- Improved return-and-refund process
 - Having Shopee directly manage the return-and-refund process
 - 30% YoY decrease in the return-and-refund resolution times
 - ~45% of cases resolved within 1 day



E-commerce

GMV and Gross Orders



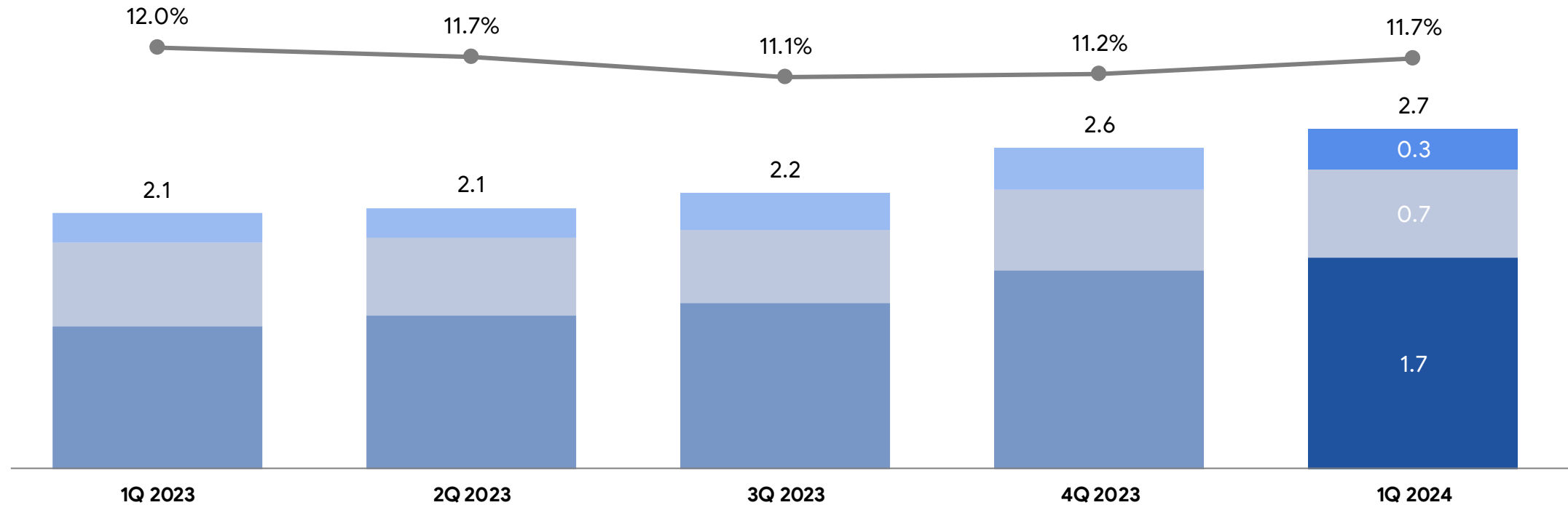


E-commerce

GAAP Revenue & Take Rate¹

US\$ Billions

■ Core Marketplace Revenue ■ Product Revenue
■ Value-added Services Revenue ● GAAP Take Rate¹



Note: Financial figures are unaudited.
1. GAAP revenue as a percentage of GMV.



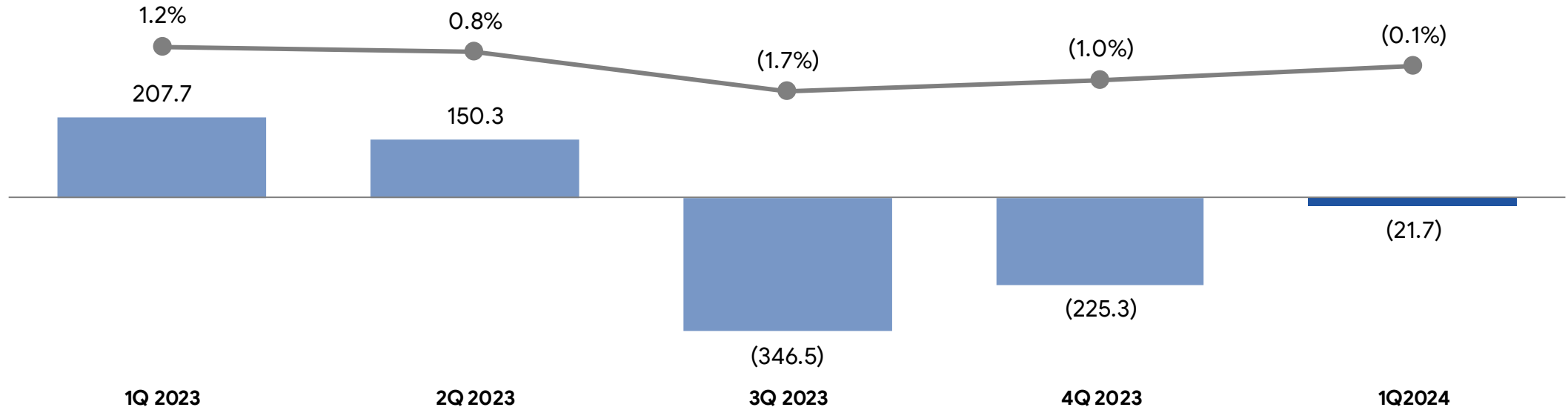
E-commerce

Adjusted EBITDA

US\$ Millions

■ Adjusted EBITDA

● Adjusted EBITDA as % of GMV



	1Q 2023	2Q 2023	3Q 2023	4Q 2023	1Q 2024
Asia	275.8	204.1	(306.2)	(192.9)	11.5
Other Markets	(68.1)	(53.7)	(40.3)	(32.4)	(33.2)

Note: Financial figures are unaudited. Please refer to the appendix for details on reconciliation between GAAP and non-GAAP figures.

Strong Growth Momentum With Prudent Risk Management

User acquisition drives user & loan growth

- Consumer and SME loans active users¹ increased 42% YoY to more than 18 million in 1Q 2024
- As of the end of 1Q 2024, our total consumer and SME loans principal outstanding reached US\$3.3 billion, up 29% YoY and up 5% QoQ

Growth opportunities off-Shopee

- By the end of 1Q 2024, off-Shopee loans² accounted for over 40% of our total consumer and SME loans principal outstanding
- Further upside to improve off-Shopee penetration across different markets as we continue to grow

Prudent approach to risk management

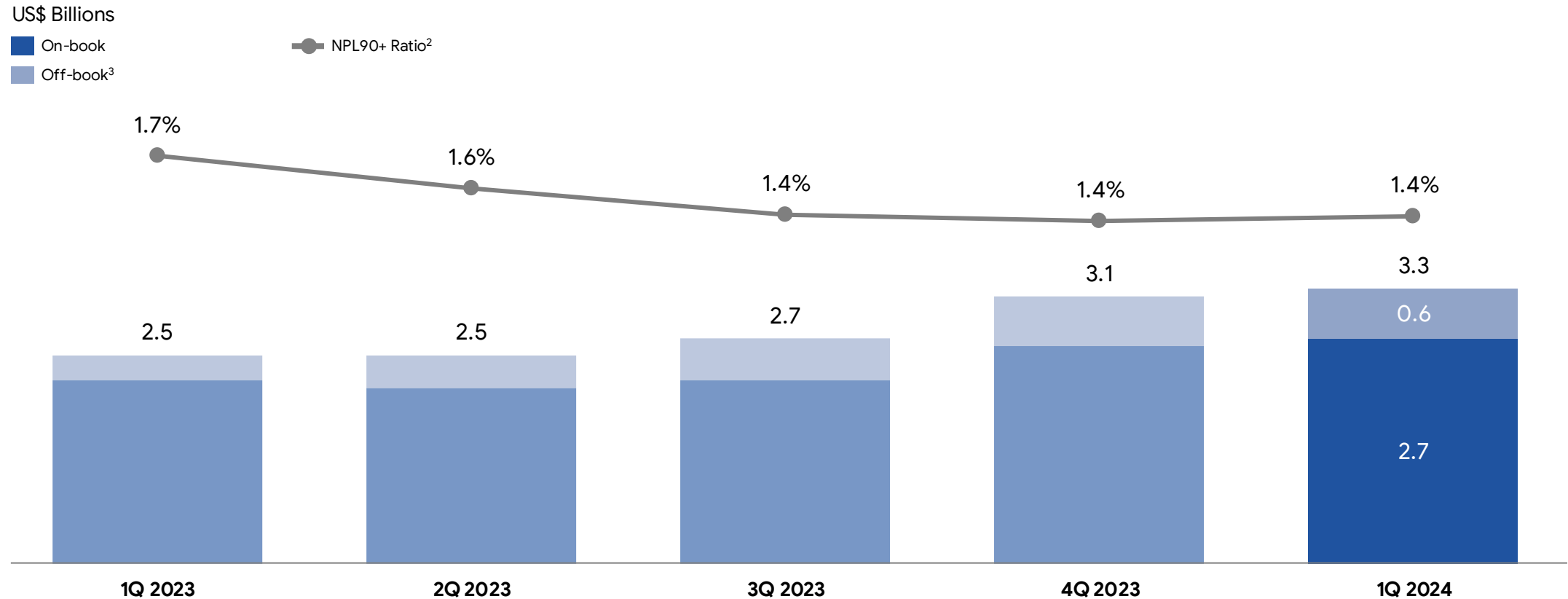
- Continuously fine-tuning the risk model for each market as we gain more users and more data
- Grow our business while maintaining good risk control
- NPL90+ as a % of total consumer and SME loans principal outstanding³ remained stable at 1.4% in 1Q 2024

1. Users those with loans outstanding by the end of the quarter.

2. Include cash loans and off-Shopee SPayLater consumption loans.

3. Non-performing loans past due by more than 90 days as a percentage of consumer and SME loans principal outstanding, which includes both on-book and off-book loans principal outstanding.

Loans Principal Outstanding¹ and NPL90+ Ratio²

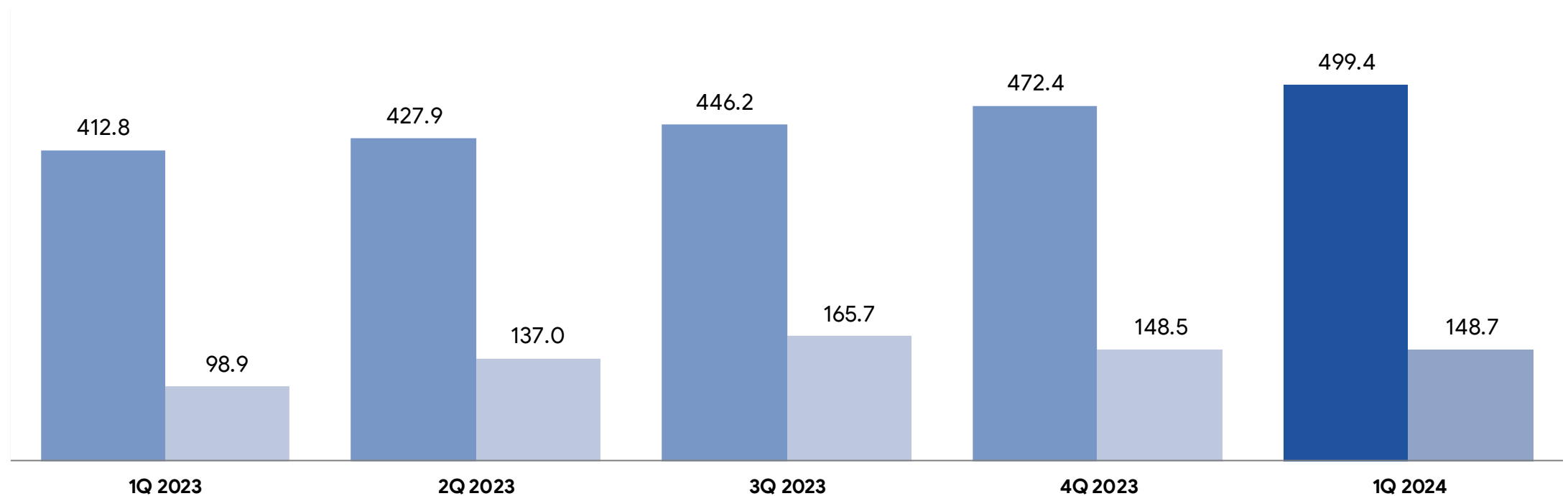


1. Consumer and SME loans principal outstanding.
 2. Non-performing loans past due by more than 90 days as a percentage of consumer and SME loans principal outstanding, which includes both on-book and off-book loans principal outstanding.
 3. Off-book loans principal outstanding mainly refers to channeling arrangements, which is lending by other financial institutions on our platform.

GAAP Revenue and Adjusted EBITDA

US\$ Millions

■ GAAP Revenue
■ Adjusted EBITDA





Back To Positive Growth Led By Free Fire's Strong Performance

Improving user acquisition, engagement, and retention

- Free Fire's average MAU in 1Q 2024 increased 24% YoY
- In its 7th year, Free Fire is still one of the largest mobile games in the world by user scale, and remains highly effective in attracting new users
- Free Fire was the most downloaded mobile game globally in 1Q 2024¹

Recent Free Fire content

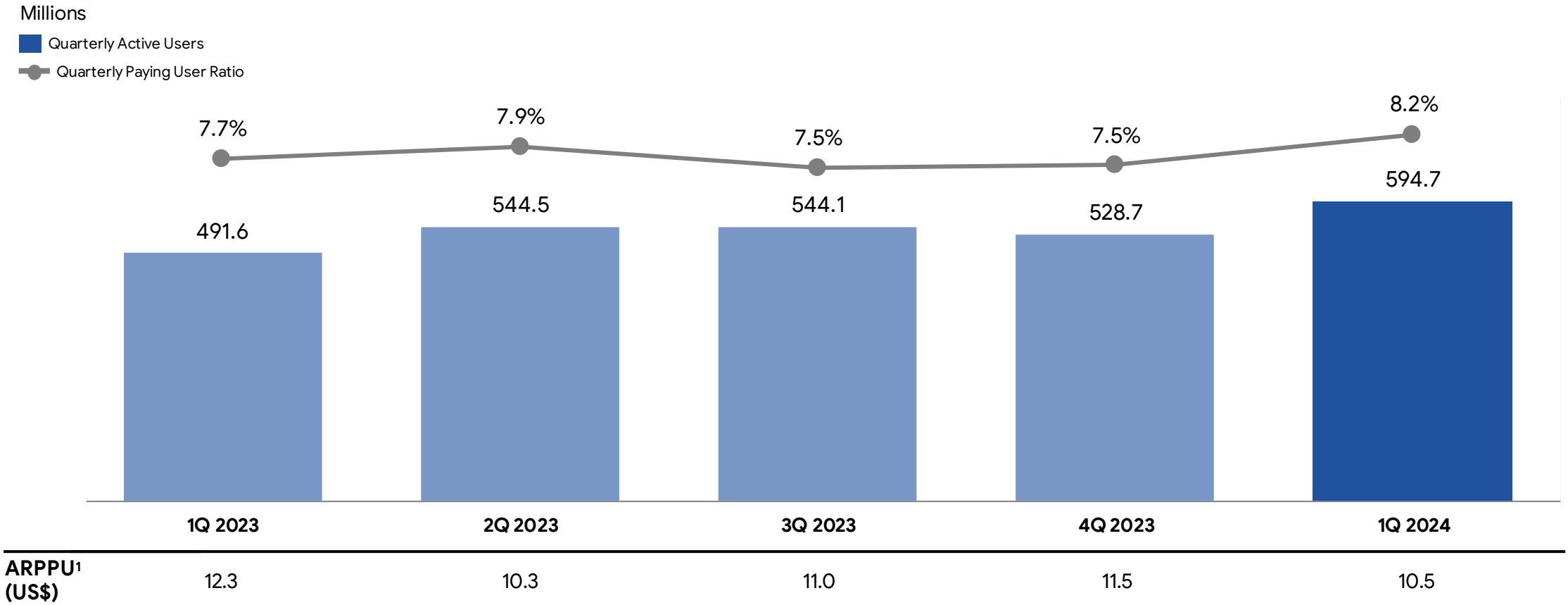
- Continue to introduce play modes, redesign features, and launch new content – all at a high frequency, to sustain player engagement
 - Jan 2024: Version update (“Chaos”) allowed players to vote for key events in the game setting was highly successful
 - Apr 2024: Version update (“Mechadrake”) allowed players to team up to combat a mechanical monster in addition to the usual PvP gameplay

1. According to Sensor Tower.



Digital Entertainment

Quarterly Active Users, Quarterly Paying User Ratio and ARPPU¹



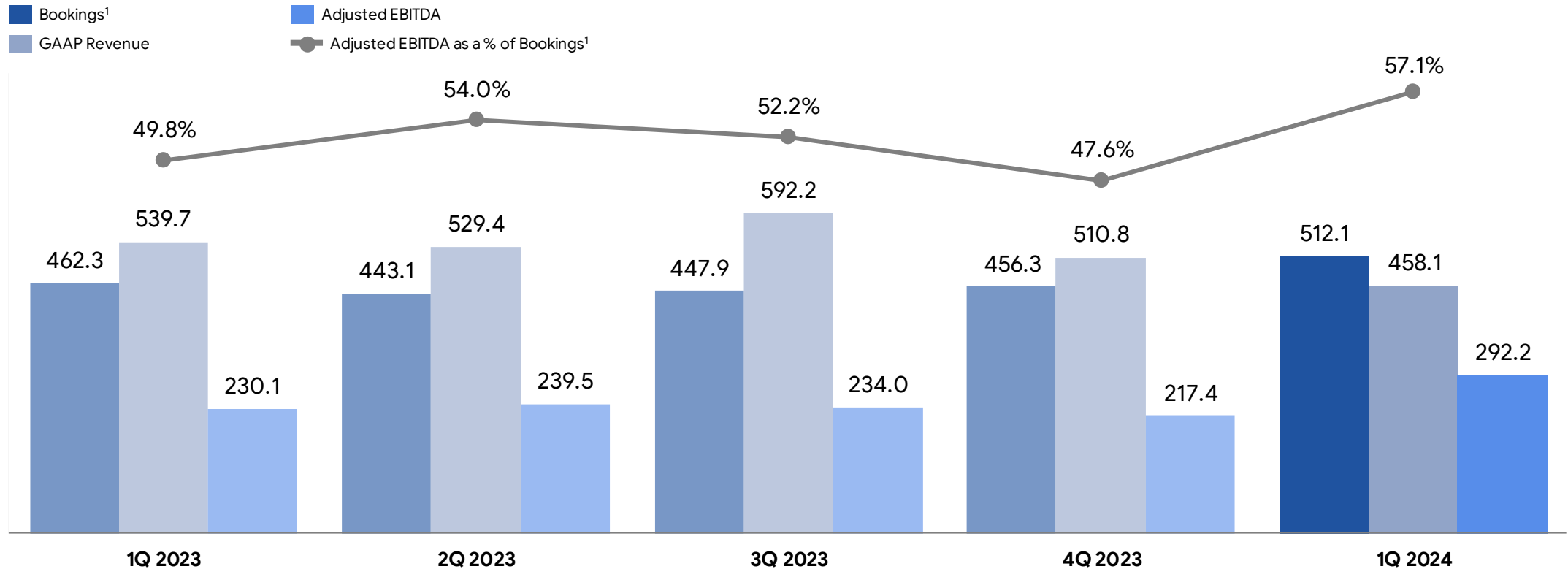
1. Average bookings per paying user.



Digital Entertainment

Bookings¹, GAAP Revenue and Adjusted EBITDA

US\$ Millions



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1. GAAP revenue for the digital entertainment segment plus change in digital entertainment deferred revenue. This operating metric is used as an approximation of cash spent by our users in the applicable period that is attributable to our digital entertainment segment.



Appendix

GAAP Operating Income and Non-GAAP EBITDA Reconciliation

US\$ Thousands	1Q 2023	1Q 2024
E-commerce		
<i>Operating income / (loss)</i>	115,844	(97,335)
<i>Depreciation and amortization</i>	91,870	75,635
E-commerce Adjusted EBITDA	207,714	(21,700)
Digital Financial Services		
<i>Operating income / (loss)</i>	84,568	134,443
<i>Depreciation and amortization</i>	14,370	14,215
Digital Financial Services Adjusted EBITDA	98,938	148,658
Digital Entertainment		
<i>Operating income / (loss)</i>	274,594	236,198
<i>Net effect of changes in deferred revenue & its related cost</i>	(55,003)	46,701
<i>Depreciation and amortization</i>	10,464	9,309
Digital Entertainment Adjusted EBITDA	230,055	292,208

GAAP Operating Income and Non-GAAP EBITDA Reconciliation

US\$ Thousands	1Q 2023	1Q 2024
<i>Other Services</i>		
<i>Operating income / (loss)</i>	(25,432)	(13,787)
<i>Depreciation and amortization</i>	3,491	3,116
Other Services Adjusted EBITDA	(21,941)	(10,671)
 <i>Group</i>		
<i>Operating income / (loss)</i>	125,224	71,092
<i>Net effect of changes in deferred revenue & its related cost</i>	(55,003)	46,701
<i>Depreciation and amortization</i>	120,195	102,275
<i>Share-based compensation</i>	198,881	181,081
<i>Impairment of goodwill</i>	117,875	-
Total Adjusted EBITDA	507,172	401,149