



Third Quarter 2024 Results

November 2024



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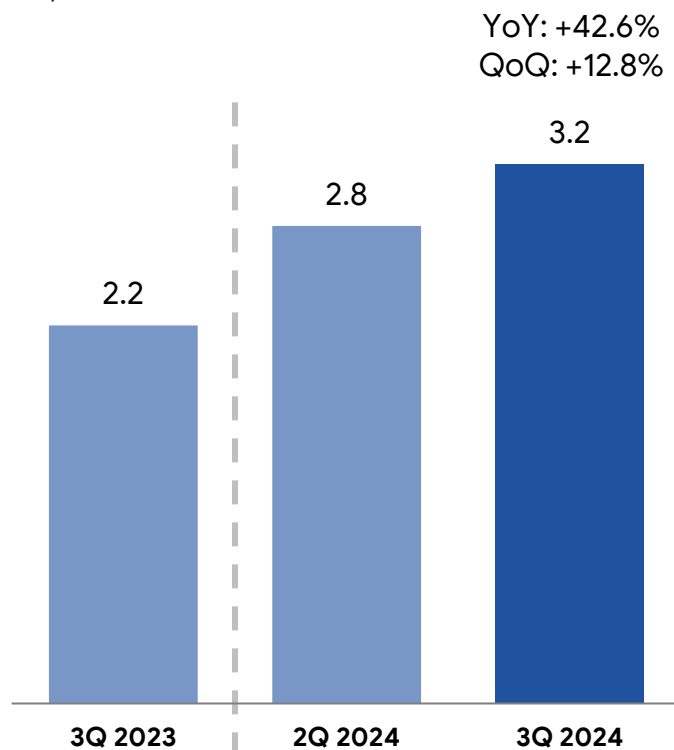


Third Quarter 2024 Results Overview

Back to High Growth While Improving Profitability

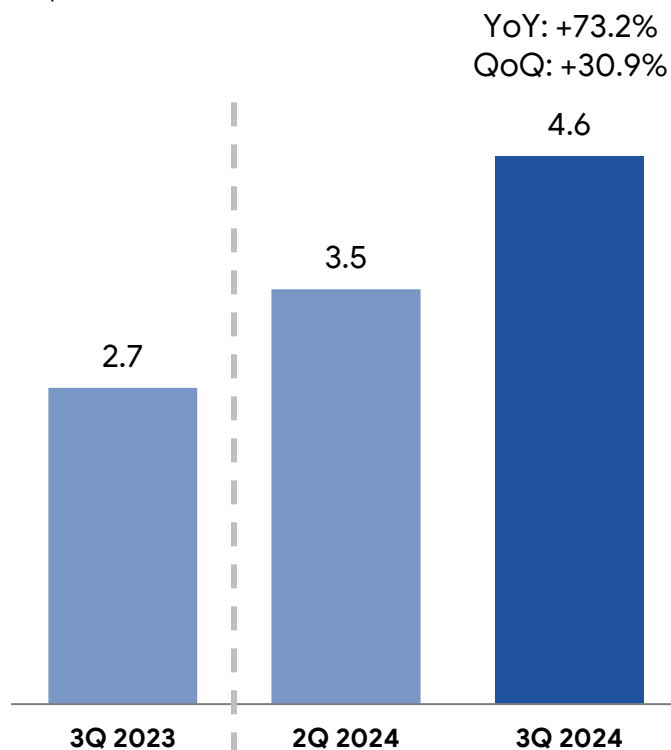
E-commerce GAAP Revenue

US\$ Billions



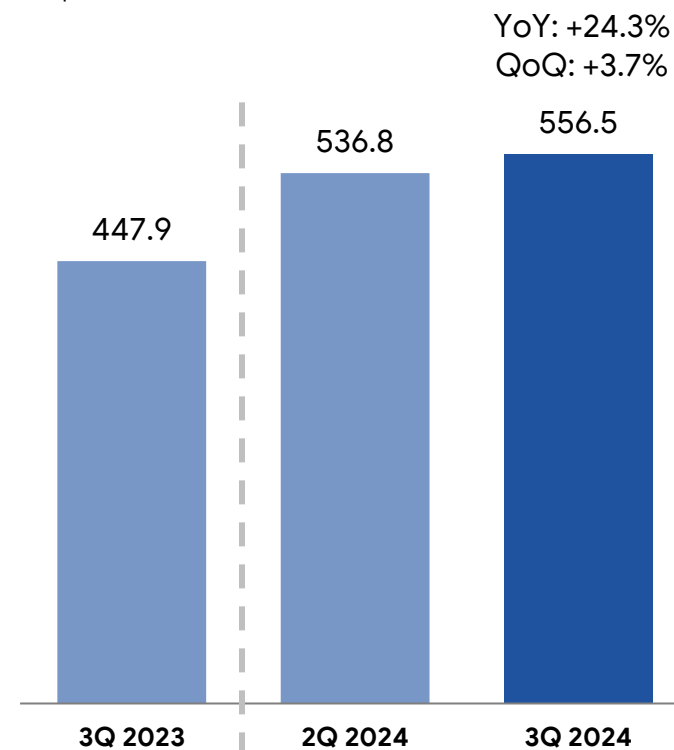
Digital Financial Services Loans Principal Outstanding¹

US\$ Billions



Digital Entertainment Bookings²

US\$ Millions



Note: Financial figures are unaudited.

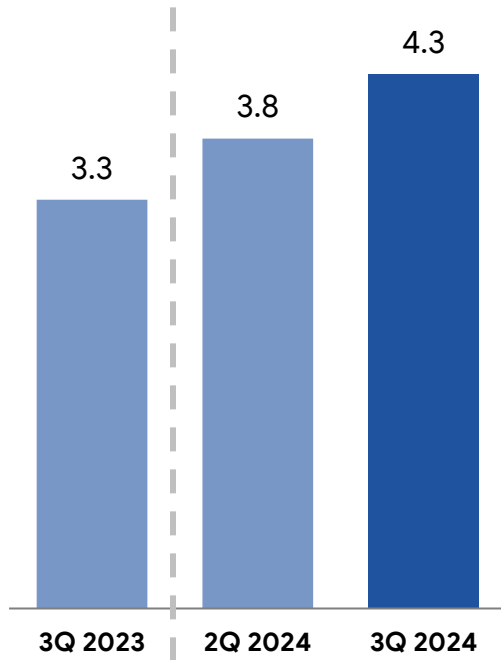
1. Consumer and SME loans principal outstanding including both on-book and off-book loans. Off-book loans principal outstanding mainly refers to channeling arrangements, which is lending by other financial institutions on our platform.
2. GAAP revenue for the digital entertainment segment plus change 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.



3Q 2024 Financial Performance

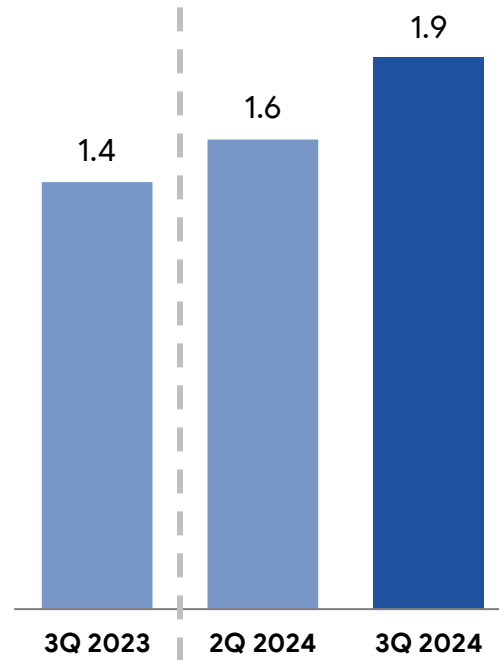
GAAP Revenue

US\$ Billions



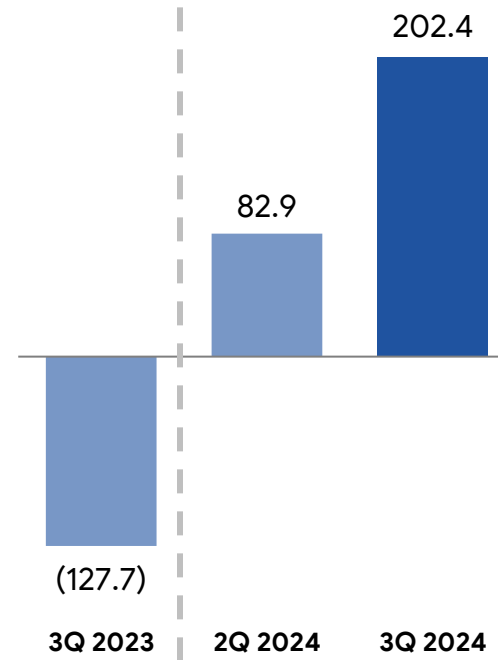
Gross Profit

US\$ Billions



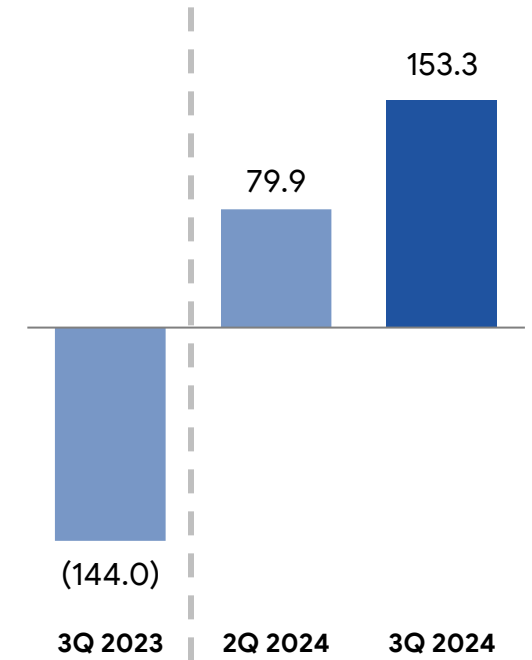
Operating Income/(Loss)

US\$ Millions



Net Income/(Loss)

US\$ Millions

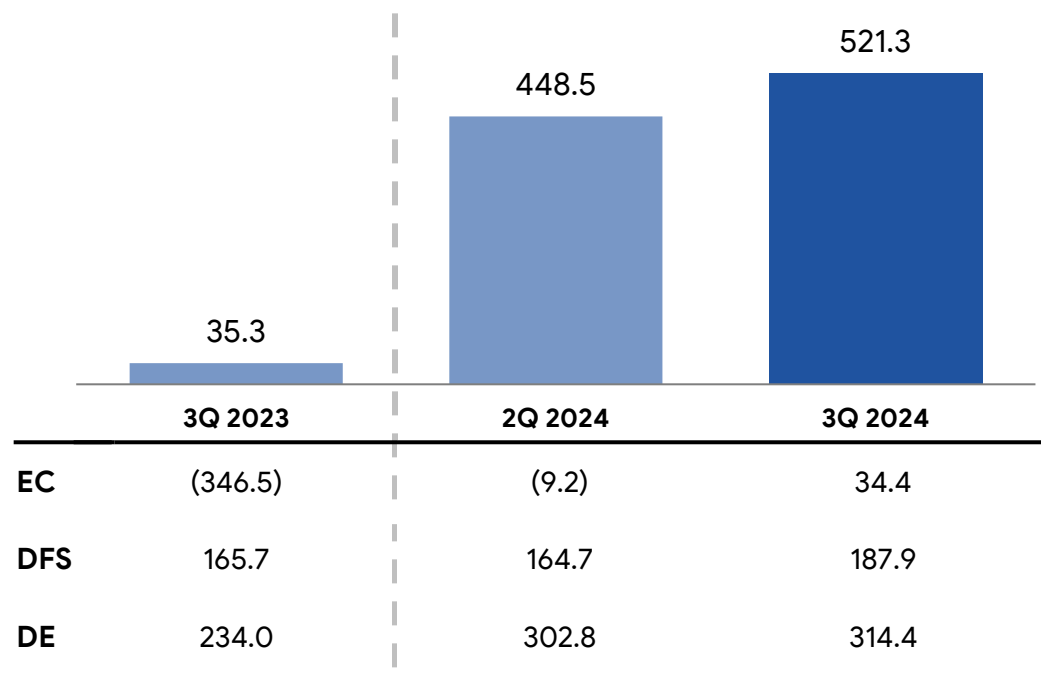


Note: Financial figures are unaudited.

3Q 2024 Profitability and Cash Position

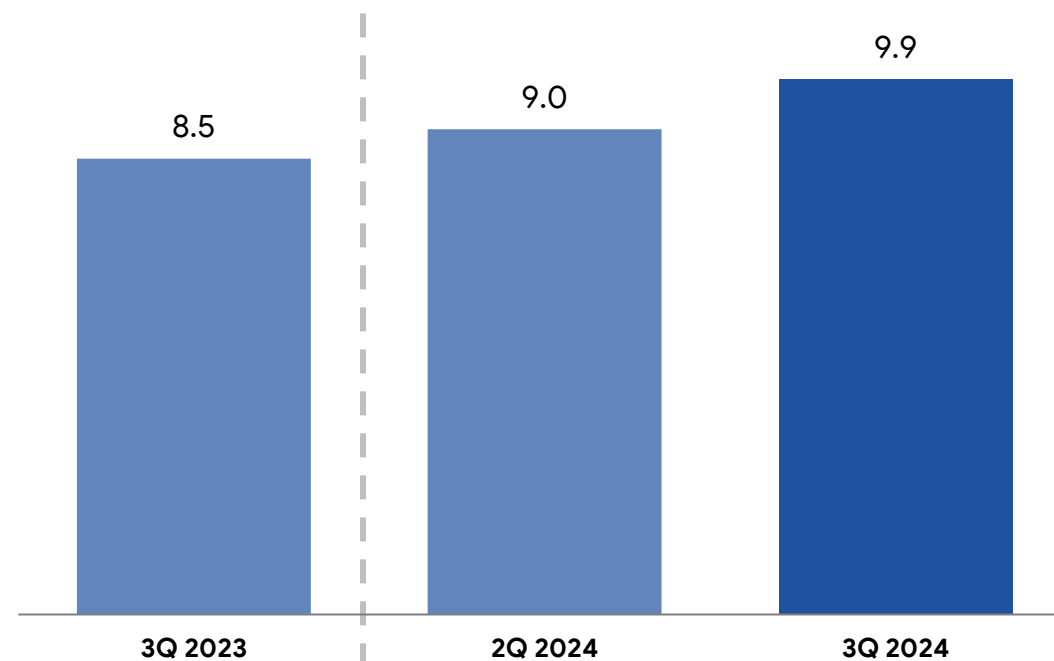
Adjusted EBITDA

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.

3Q 2024 Segmental Breakdown

US\$ Millions	E-commerce	Digital Financial Services	Digital Entertainment	Other Services	Unallocated Expenses ¹	Consolidated
Revenue	3,183.6	615.7	497.8	31.1	-	4,328.2
Operating (loss)/income	(36.8)	173.9	262.4	(11.0)	(186.1)	202.4
Adjusted EBITDA	34.4	187.9	314.4	(8.6)	(6.9)	521.3

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 and general and corporate administrative costs such as professional fees and other miscellaneous items that are not allocated to segments. These expenses are excluded from segment results as they are not reviewed by the CODM as part of segment performance.



Third Quarter 2024 Business Highlights

Profitable and growing strongly

- Achieved positive adjusted EBITDA in 3Q 2024 in both Asia markets and Brazil
- On track to deliver full-year guidance of mid-20s% YoY GMV growth
- Average monthly active buyers in 3Q 2024 growing by > 20% YoY
- **Brazil:** Achieved positive adjusted EBITDA for the first time; average monthly active buyers growing by ~40% YoY in 3Q 2024

Improving monetization

- Further market rationalization in Southeast Asia drove industry-wide increases in commission take rates
- Ad-paying sellers grew > 10% YoY in 3Q 2024
- Ad-paying revenue per seller rose > 25% YoY in 3Q 2024
- In 3Q 2024, ad take rate improved by > 30bps YoY

Progress made on key operational priorities

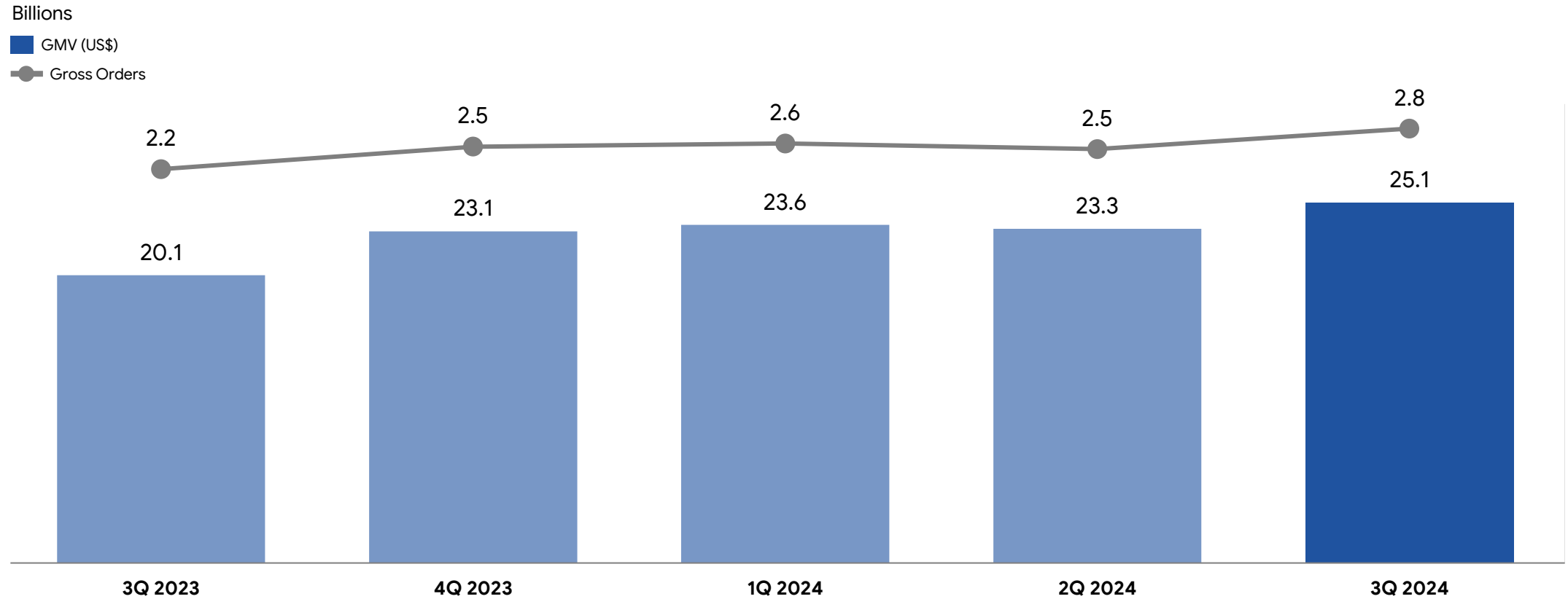
- **Price competitiveness:** Shopee is the highest-scoring platform for good product prices in both Asia and Brazil¹
- **Service quality:** Half of SPX Express' orders in Asia delivered within 2 days in 3Q 2024. Cost per order improved QoQ
- **Content ecosystem:** Average daily unique streamers and daily unique live-streaming buyers grew > 50% and > 15% QoQ respectively, in 3Q 2024. Launched successful collaboration with YouTube in Indonesia, Thailand and Vietnam

1. According to a recent survey conducted by Qualtrics.



E-commerce

GMV and Gross Orders



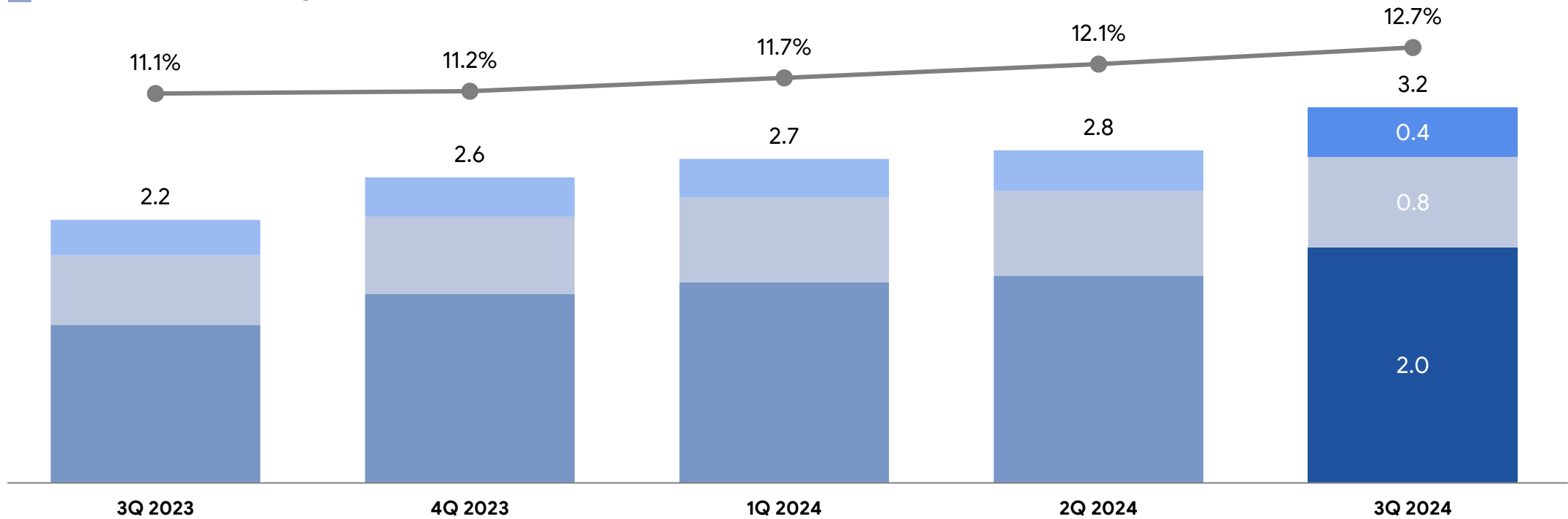


E-commerce

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.



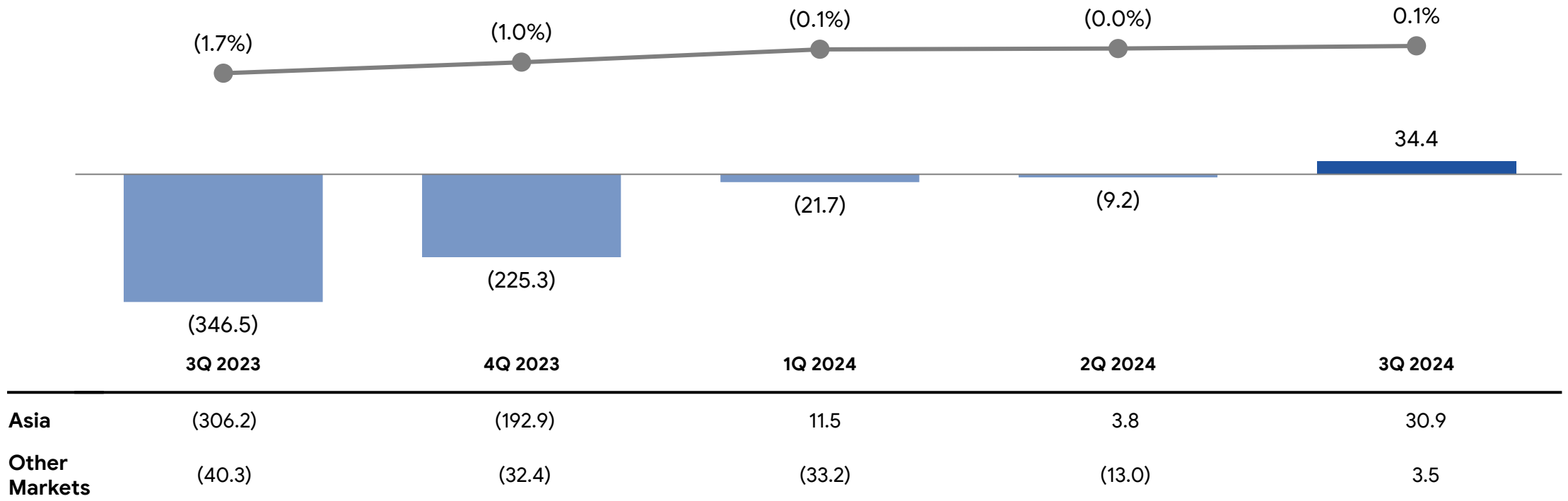
E-commerce

Adjusted EBITDA

US\$ Millions

■ Adjusted EBITDA

● Adjusted EBITDA as % of GMV



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

Strong Growth Momentum in Revenue and Adjusted EBITDA

High growth while maintaining stable risk profile

- Loans principal outstanding grew > 70% YoY in 3Q 2024
- We added 4 million first-time borrowers
- Consumer and SME loans active users¹ reached about 24 million by 3Q 2024, growing > 60% YoY
- NPL90+ ratio² stable at 1.2% in 3Q 2024

Driving off-Shopee growth

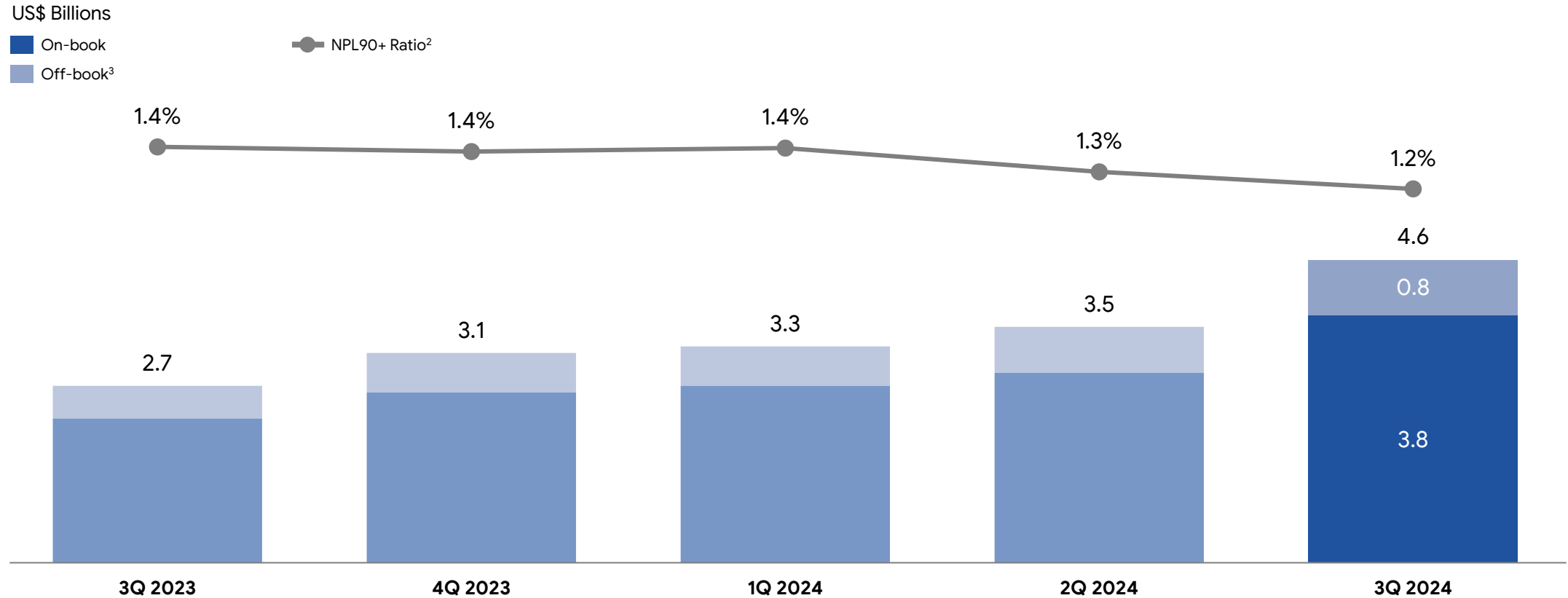
- Pushing most strongly in Indonesia where off-Shopee loans³ now > 50% of the loan book in this market
- Use case expansion through facilitating large-ticket mobile phone purchases in retail stores - introduced SPayLater Limit Xtra credit products for selected users with higher credit limits
- Continuing to explore use cases and will bring successes to other markets

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

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

Loans Principal Outstanding¹ and NPL90+ Ratio²



1. Consumer and SME loans principal outstanding.

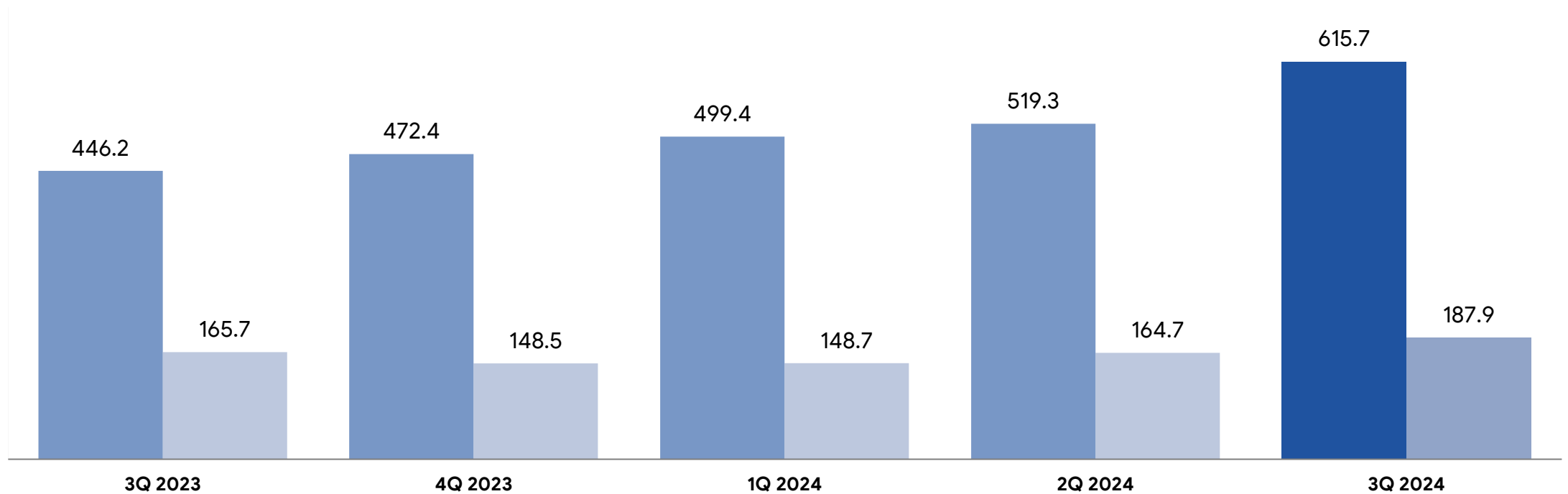
2. Non-performing loans past due by more than 90 days as a percentage of consumer and SME loans principal outstanding, which includes both on-book and off-book loans principal outstanding.

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





Good Performance Driven By the Strength of Free Fire

Free Fire remains one of largest mobile games in the world, with high user engagement and acquisition

- Maintained daily active users above 100 million, representing 25% YoY growth in 3Q 2024
- Expanding to new regions like North Africa with both in-game campaigns and out-of-game events
- Free Fire was the most downloaded mobile game globally in 3Q 2024¹
- The number of new users who downloaded and played Free Fire was up 25% YoY
- Given the strength of Free Fire's year-to-date performance, we now expect its full year 2024 bookings to grow > 30% YoY

Continuing to delight users with fresh localized content and exciting new launches

Content inspired by local and social trends:

- Free Fire collaborated with the Zoological Park Organization of Thailand to bring their hugely popular baby pygmy hippo, Moo Deng, into the game; extremely well-received by users

New and upcoming games:

- Since launch, Need for Speed: Mobile was the most downloaded racing mobile game in Taiwan, Hong Kong and Macau²
- Launching Delta Force, a first-person tactical shooting PC and mobile game, in partnership with Tencent in several markets across Southeast Asia, MENA and Latin America

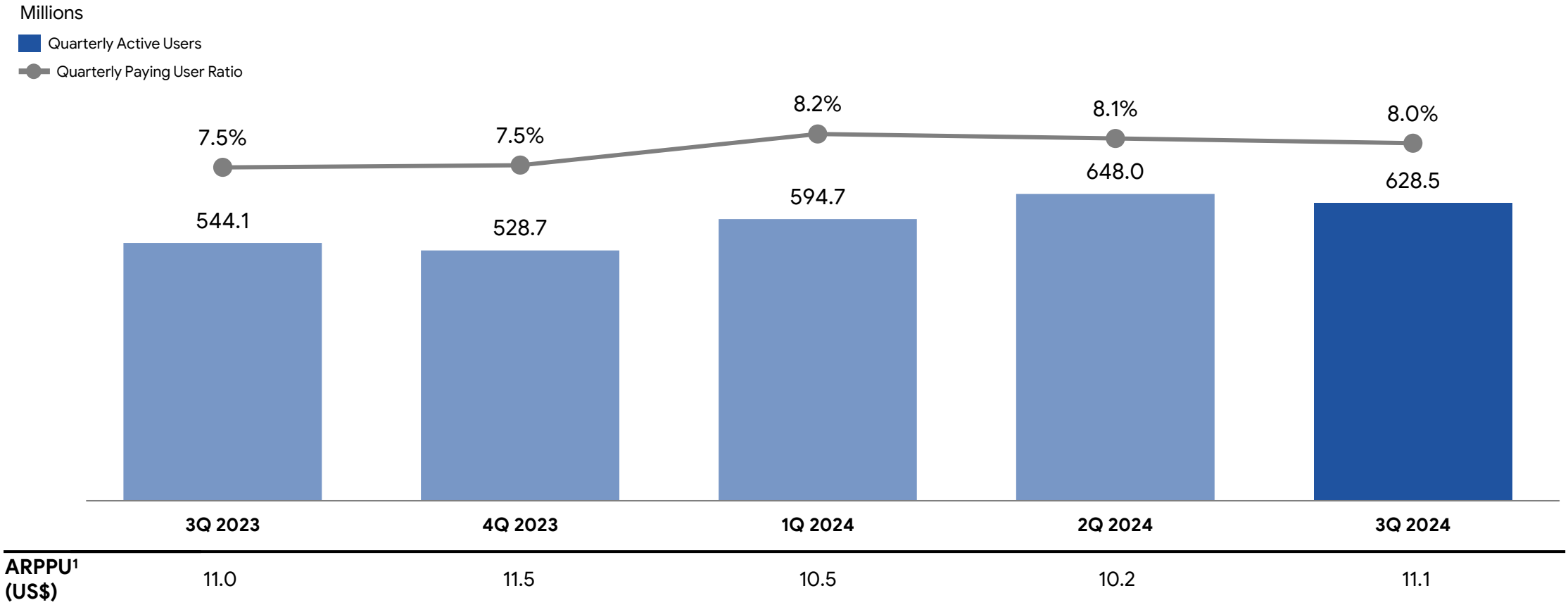
1. Based on Sensor Tower App Performance Insights.

2. Based on Sensor Tower App Performance Insights, Oct 30 – Nov 9 2024, Top Games / Racing by Downloads on iOS & Google Play Combined (Taiwan, Hong Kong, Macau).



Digital Entertainment

Quarterly Active Users, Quarterly Paying User Ratio and ARPPU¹

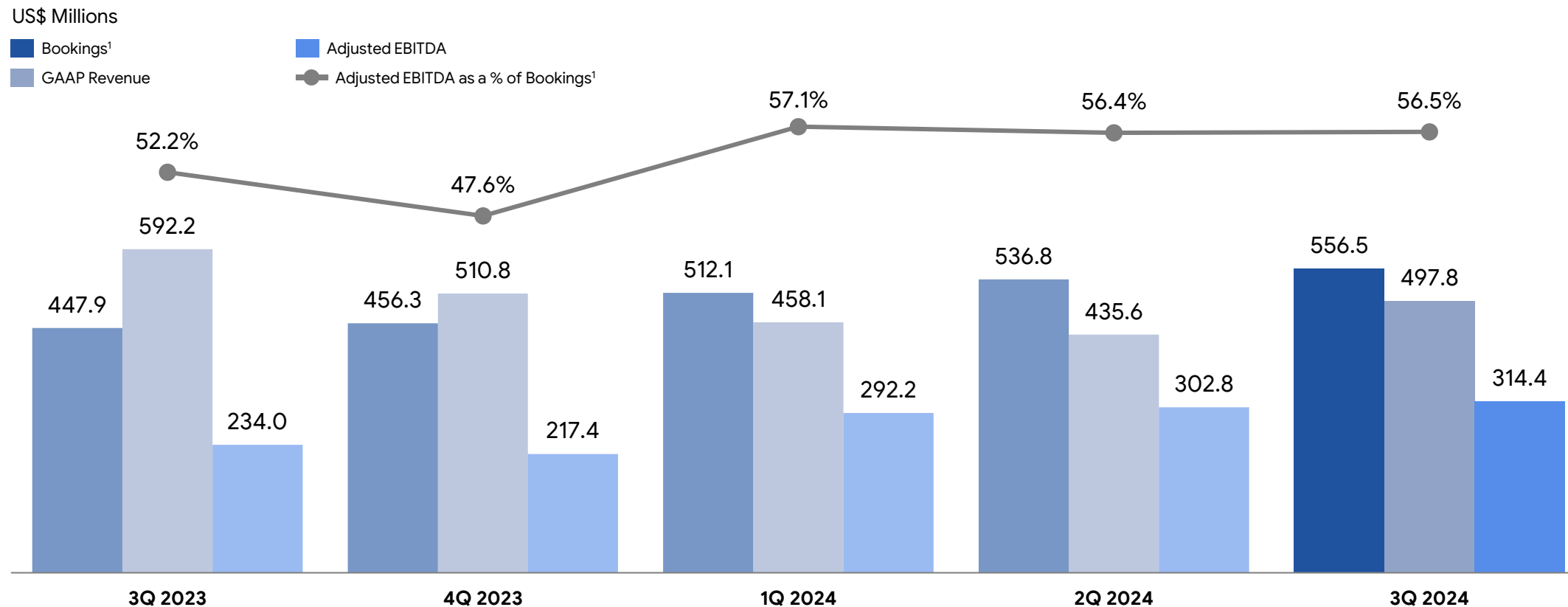


1. Average bookings per paying user.



Digital Entertainment

Bookings¹, GAAP Revenue and Adjusted EBITDA



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Appendix

GAAP Operating Income and Non-GAAP EBITDA Reconciliation

US\$ Thousands	3Q 2023	3Q 2024
E-commerce		
<i>Operating income / (loss)</i>	(428,183)	(36,818)
<i>Depreciation and amortization</i>	81,688	71,264
E-commerce Adjusted EBITDA	(346,495)	34,446
Digital Financial Services		
<i>Operating income / (loss)</i>	150,470	173,942
<i>Depreciation and amortization</i>	15,261	13,985
Digital Financial Services Adjusted EBITDA	165,731	187,927
Digital Entertainment		
<i>Operating income / (loss)</i>	345,760	262,402
<i>Net effect of changes in deferred revenue & its related cost</i>	(119,058)	46,712
<i>Depreciation and amortization</i>	7,296	5,314
Digital Entertainment Adjusted EBITDA	233,998	314,428

GAAP Operating Income and Non-GAAP EBITDA Reconciliation

US\$ Thousands	3Q 2023	3Q 2024
Other Services		
<i>Operating income / (loss)</i>	(11,704)	(11,001)
<i>Depreciation and amortization</i>	2,933	2,446
Other Services Adjusted EBITDA	(8,771)	(8,555)
Group		
<i>Operating income / (loss)</i>	(127,740)	202,415
<i>Net effect of changes in deferred revenue & its related cost</i>	(119,058)	46,712
<i>Depreciation and amortization</i>	107,178	93,009
<i>Share-based compensation</i>	174,904	179,201
Total Adjusted EBITDA	35,284	521,337