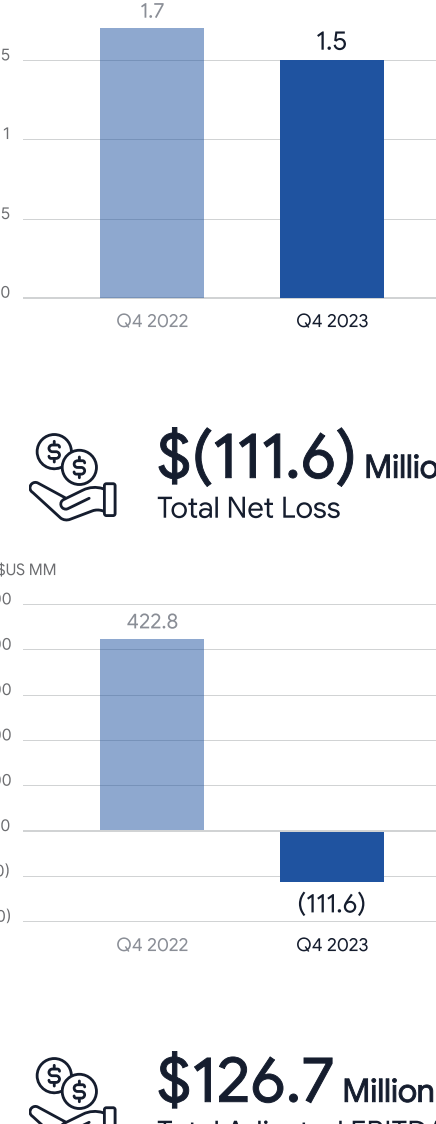


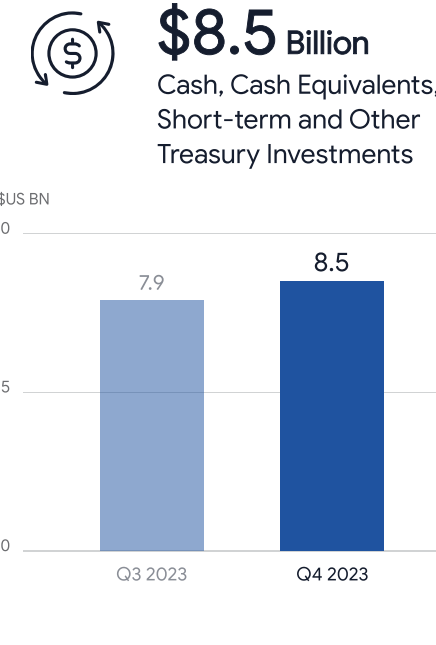


# Q4 2023 Earnings Update

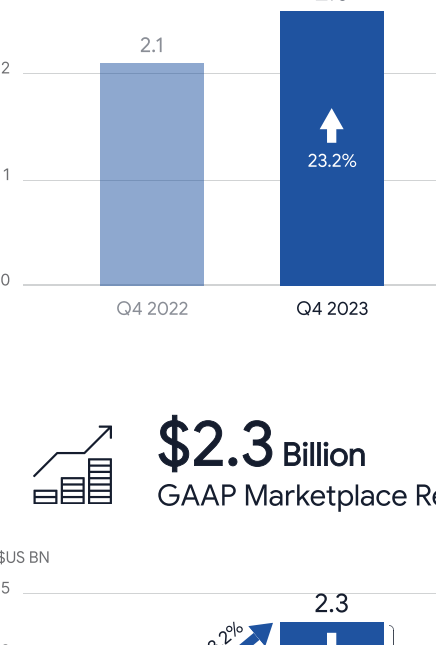
**\$3.6 Billion** Total GAAP Revenue



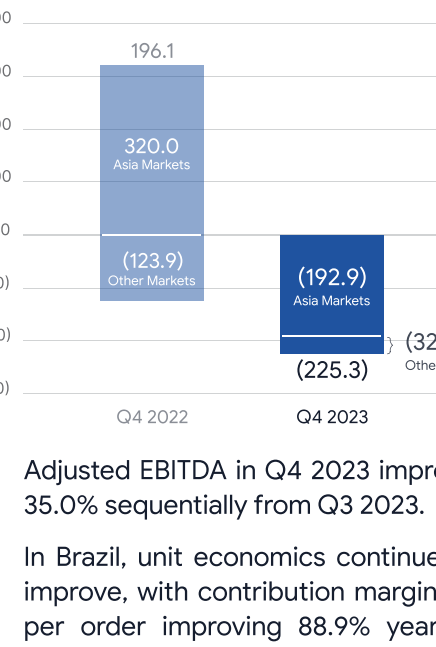
**\$1.5 Billion** Total Gross Profit



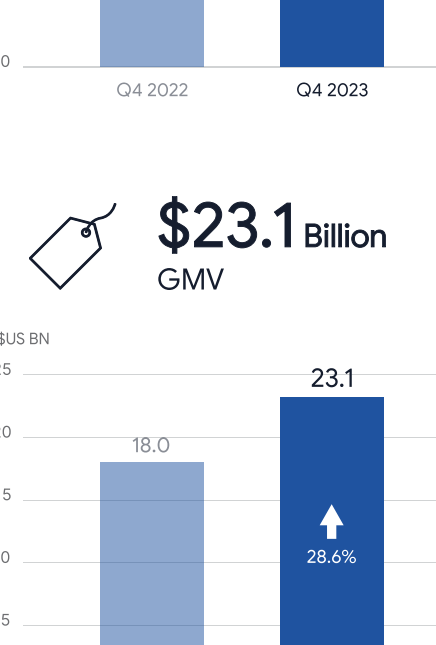
**\$(111.6) Million** Total Net Loss



**\$126.7 Million** Total Adjusted EBITDA

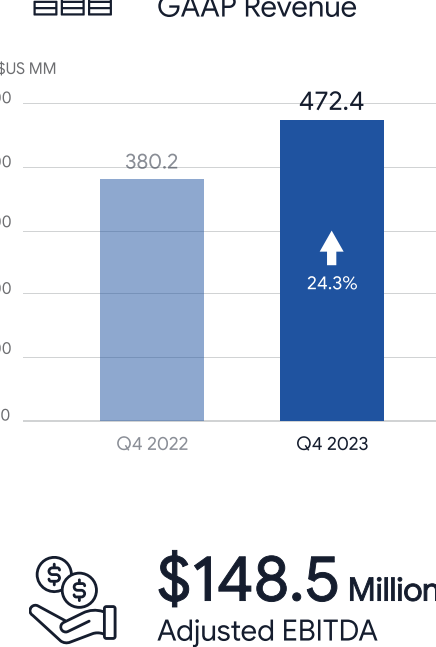


**\$8.5 Billion** Cash, Cash Equivalents, Short-term and Other Treasury Investments

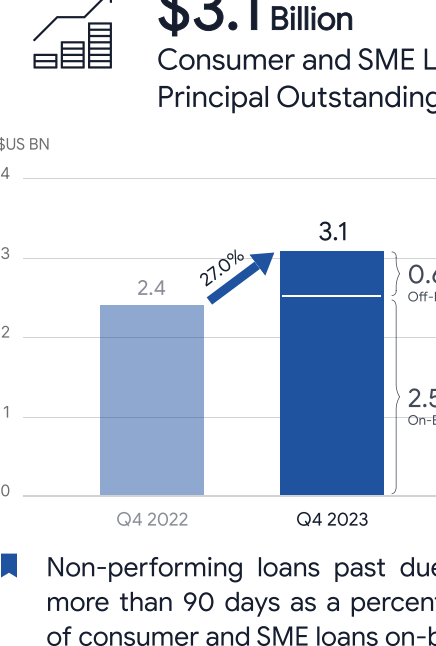


## E-commerce

**\$2.6 Billion** GAAP Revenue



**\$2.3 Billion** GAAP Marketplace Revenue



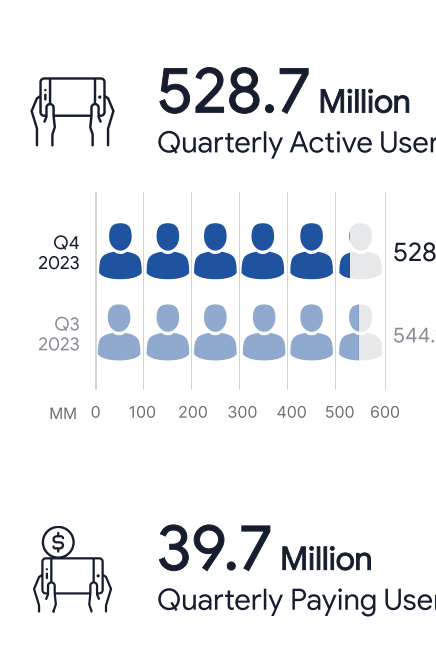
**\$(225.3) Million** Adjusted EBITDA



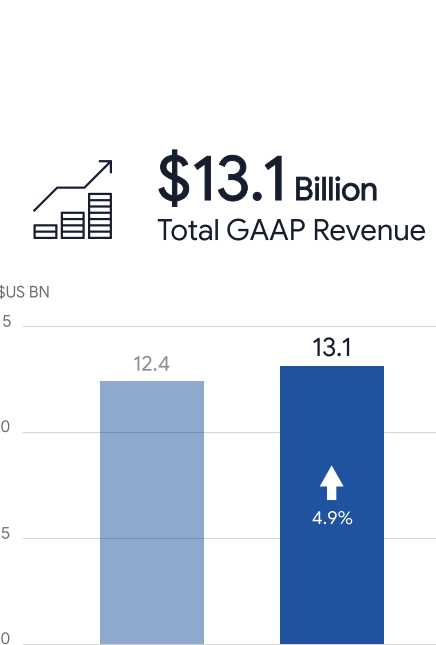
Adjusted EBITDA in Q4 2023 improved 35.0% sequentially from Q3 2023.

In Brazil, unit economics continued to improve, with contribution margin loss per order improving 88.9% year-on-year to reach \$0.05 for the quarter.

**2.5 Billion** Gross Orders

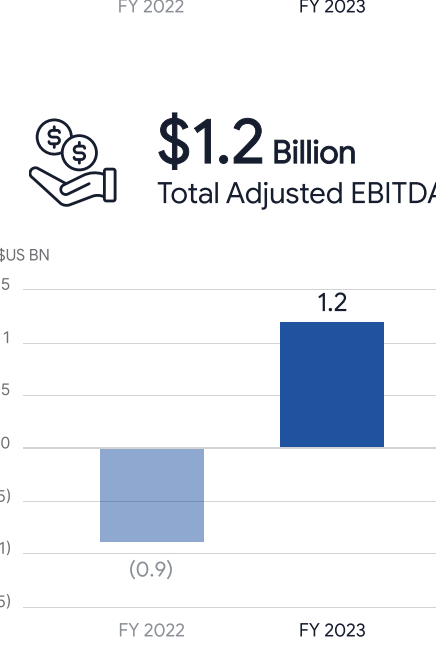


**\$23.1 Billion** GMV

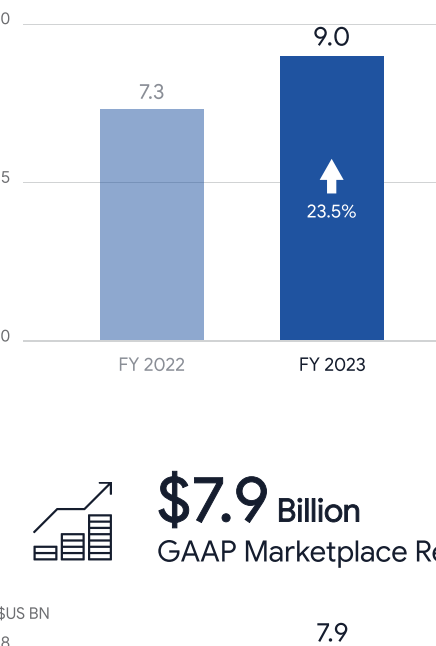


## Digital Financial Services

**\$472.4 Million** GAAP Revenue



**\$148.5 Million** Adjusted EBITDA



**\$3.1 Billion** Consumer and SME Loans Principal Outstanding

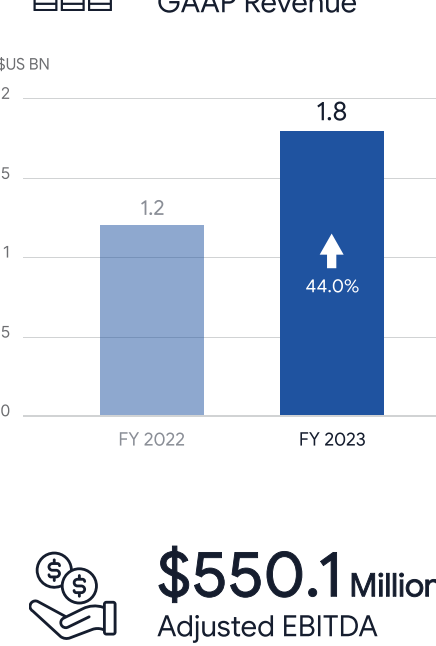


Non-performing loans past due by more than 90 days as a percentage of consumer and SME loans on-book was 1.6%, stable quarter-on-quarter.



## Digital Entertainment

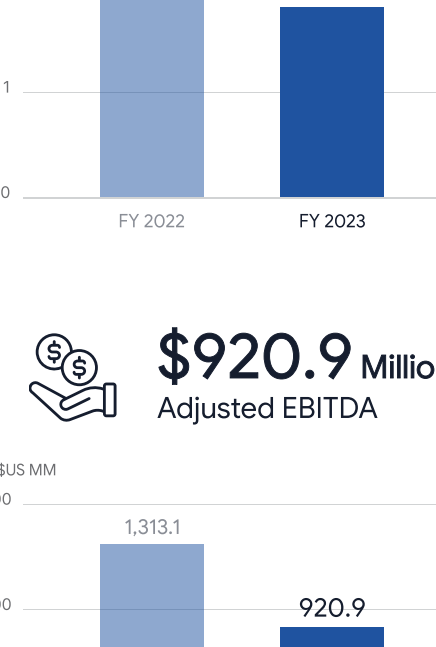
**\$510.8 Million** GAAP Revenue



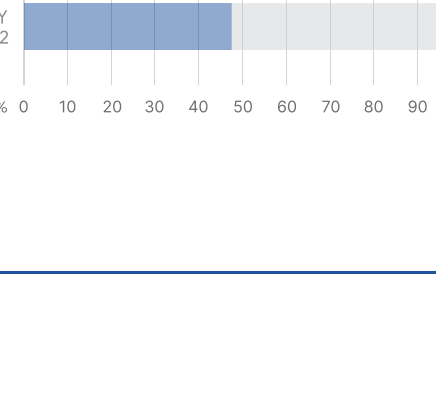
**\$456.3 Million** Bookings



**\$217.4 Million** Adjusted EBITDA



**47.6%** Adjusted EBITDA as % of Bookings



**528.7 Million** Quarterly Active Users



**39.7 Million** Quarterly Paying Users



# FY 2023 Earnings Update

**\$13.1 Billion** Total GAAP Revenue



**\$5.8 Billion** Total Gross Profit



**\$162.7 Million** Total Net Income



**\$1.2 Billion** Total Adjusted EBITDA



## E-commerce

**\$9.0 Billion** GAAP Revenue



**\$7.9 Billion** GAAP Marketplace Revenue



**\$(213.8) Million** Adjusted EBITDA



**8.2 Billion** Gross Orders



**\$78.5 Billion** GMV



## Digital Financial Services

**\$1.8 Billion** GAAP Revenue



**\$550.1 Million** Adjusted EBITDA



## Digital Entertainment

**\$2.2 Billion** GAAP Revenue



**\$1.8 Billion** Bookings



**\$920.9 Million** Adjusted EBITDA



**50.9%** Adjusted EBITDA as % of Bookings

