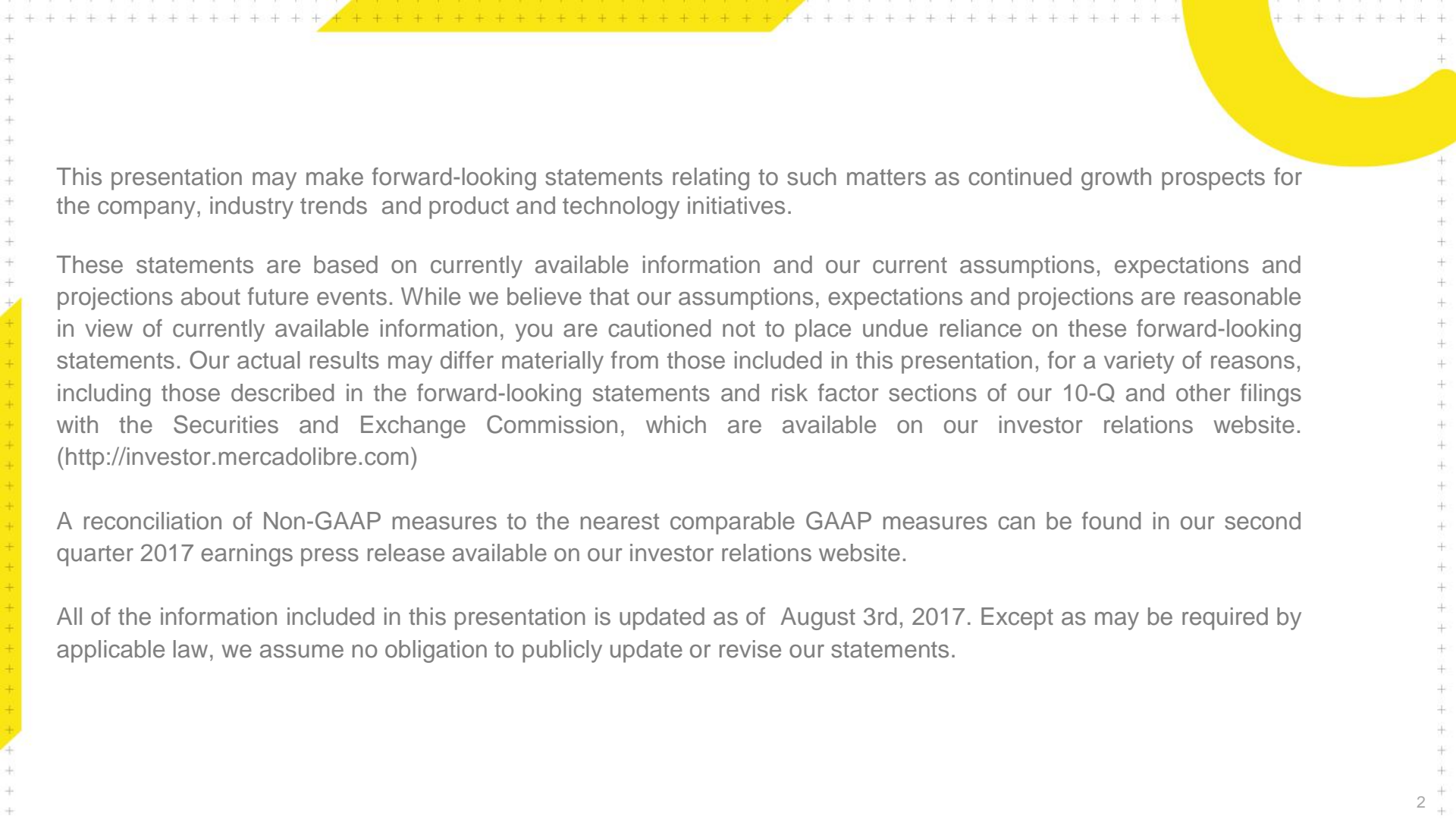




Mercado Libre

Second Quarter 2017 Results

Investor Relations



This presentation may make forward-looking statements relating to such matters as continued growth prospects for the company, industry trends and product and technology initiatives.

These statements are based on currently available information and our current assumptions, expectations and projections about future events. While we believe that our assumptions, expectations and projections are reasonable in view of currently available information, you are cautioned not to place undue reliance on these forward-looking statements. Our actual results may differ materially from those included in this presentation, for a variety of reasons, including those described in the forward-looking statements and risk factor sections of our 10-Q and other filings with the Securities and Exchange Commission, which are available on our investor relations website. (<http://investor.mercadolibre.com>)

A reconciliation of Non-GAAP measures to the nearest comparable GAAP measures can be found in our second quarter 2017 earnings press release available on our investor relations website.

All of the information included in this presentation is updated as of August 3rd, 2017. Except as may be required by applicable law, we assume no obligation to publicly update or revise our statements.

Q2 Highlights

Key trends

Revenues accelerated to U\$316.5 M

- 64.7% YoY on an FX neutral basis
- 13th consecutive quarter of growth above 60%

Items sold grew 41% YoY with SI growth in Mexico accelerating for 7th consecutive quarter to an all-time high of 95.4% YoY

GMV reached U\$2.7 B

- 55.6% growth YoY (FX neutral) and 35.8% (in USD)

TPV reached new high of U\$3.152 M

- 76.1% YoY (USD), driven by solid execution in Brazil, Argentina, Mexico and Chile

Continued progress on strategic initiatives

Brazilian and Mexican marketplaces with stellar performances across KPI's

- In both countries GMV and SI continued to accelerated 55%+ YoY (FX neutral)
- Acceleration is due for the most part to investments in free shipping, customer acquisition and loyalty programs

Penetration of Mercado Pago grew 50pp versus last year, reaching 81% of GMV

- Penetration gains were driven by Argentina and Mexico.

Mercado Pago merchant service business continues delivering sales growth to our merchants and adding new customers

- TPV (off platform) accelerated 103% YoY (FX neutral)

Continued mobile share growth: 2/3 of all visits and 43% of GMV

In other news...

Began providing working capital loans and cash advances to our merchants, through our lending product, Mercado Crédito, in Argentina and Brazil

Deployed free shipping and loyalty programs in Brazil, Chile and Colombia

Exiting the quarter launched our shopping cart in Mexico with encouraging results in conversion and buying flows

Highlights

	2Q16	2Q17	YoY
Items Sold	43.7M	61.5M	+41.0%
Live Listings	63.2M	94.7M	+49.8%
Unique Buyers	14.6M	11.9M	+23.4%

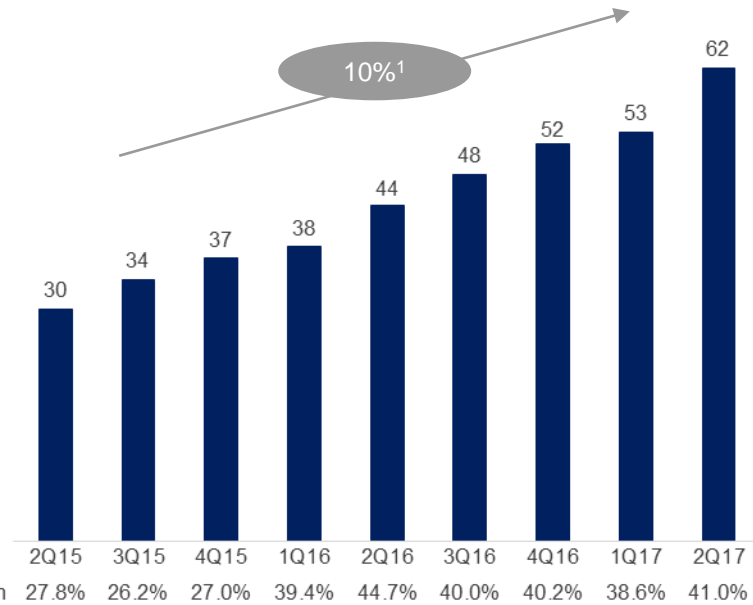
2Q17
2.7B GMV

191 million registered users

Q2 2017 Core Operating Metrics

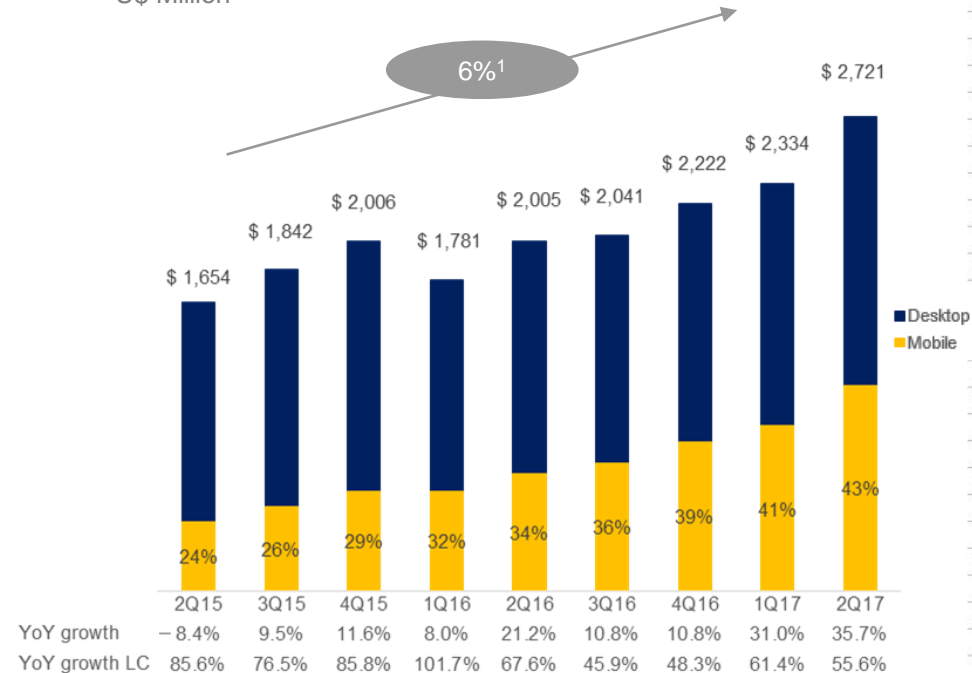
Items Sold

Million



Gross Merchandise Volume

US\$ Million



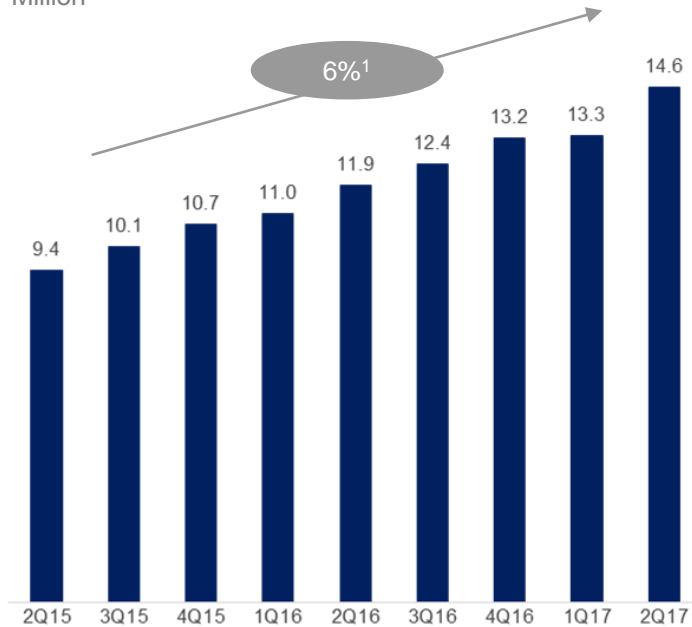
X% Compounded Quarterly Growth Rate

Source: company data

Q2 2017 Supply & Demand Metrics

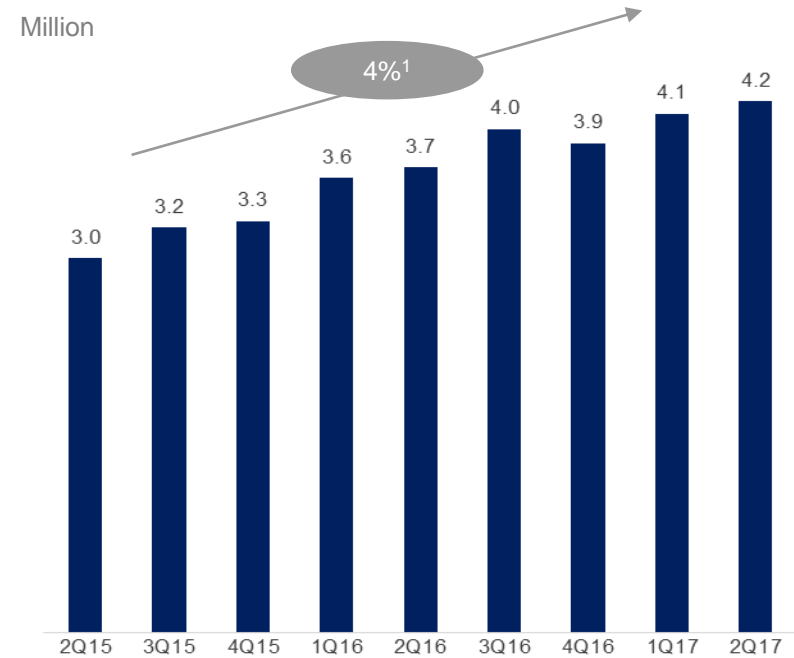
Unique Buyers

Million



Unique Sellers

Million



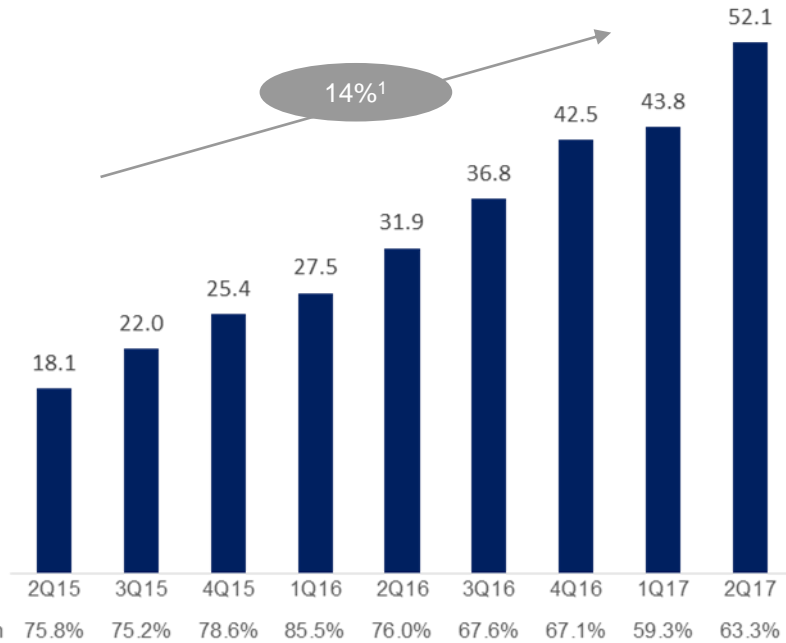
X% Compounded Quarterly Growth Rate

Source: company data

Q2 2017 Payment Operating Metrics

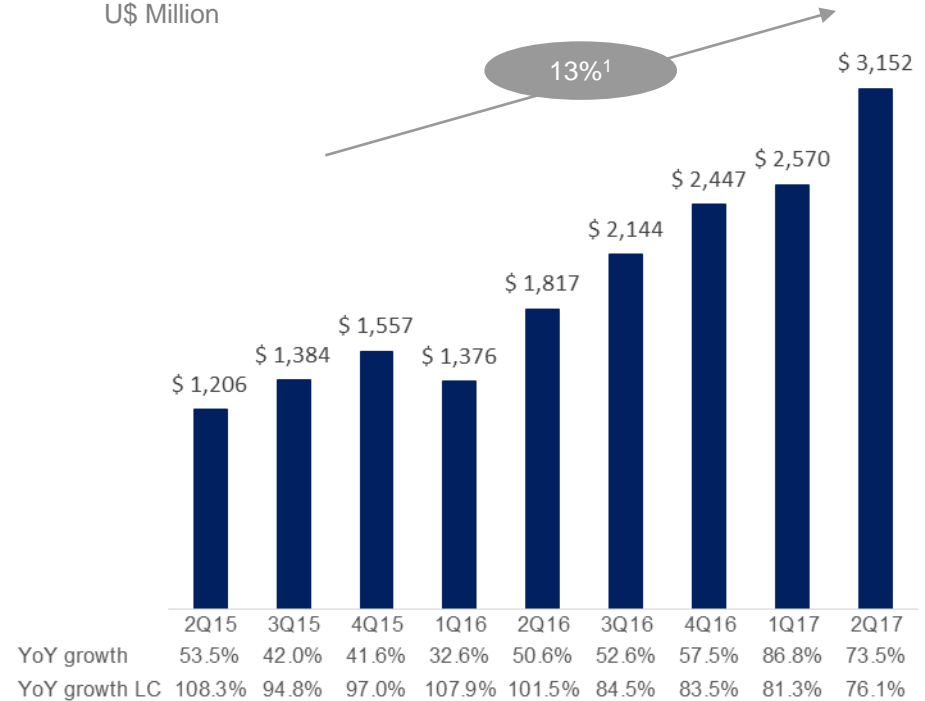
Total Payment Transactions

Million



Total Payment Volume

U\$ Million



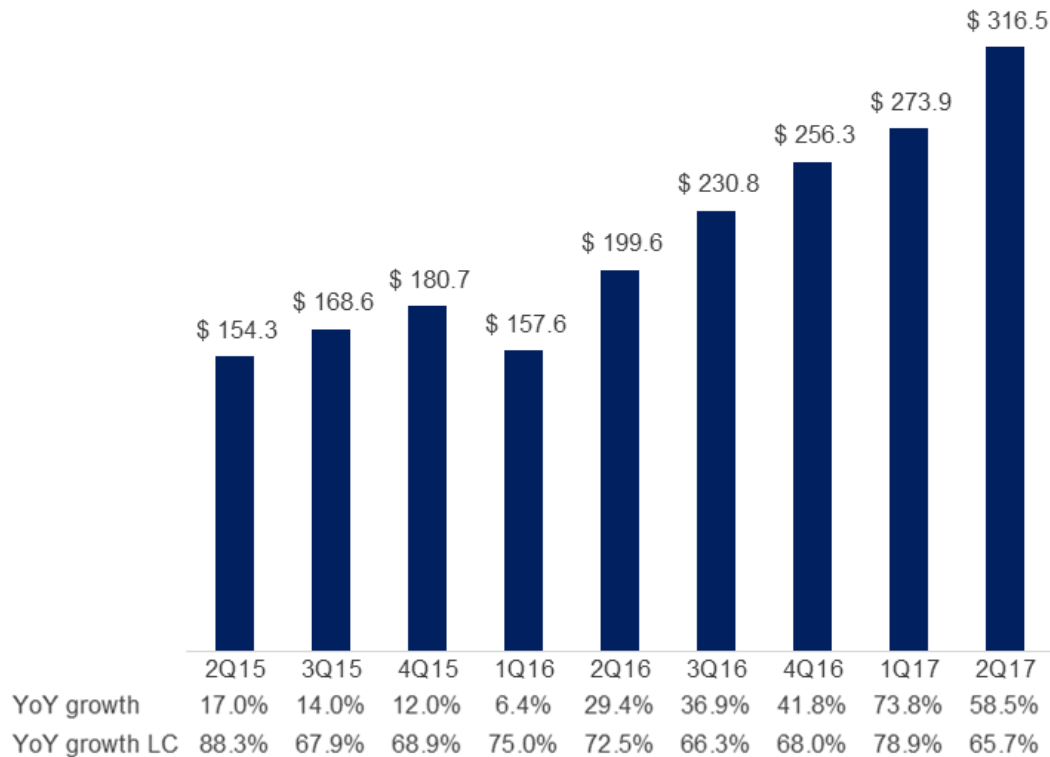
X% Compounded Quarterly Growth Rate

Source: company data

Q2 2017 Net Revenues

Net Revenues

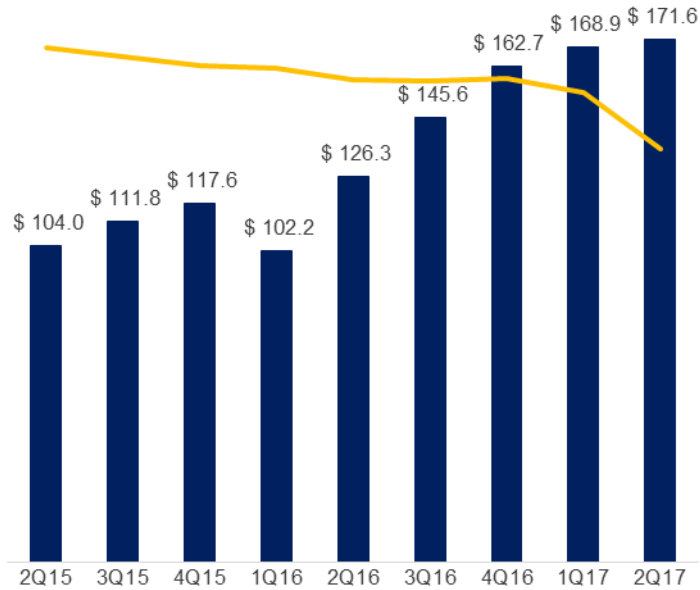
U\$ Million



Q2 2017 Gross Profit & EBIT

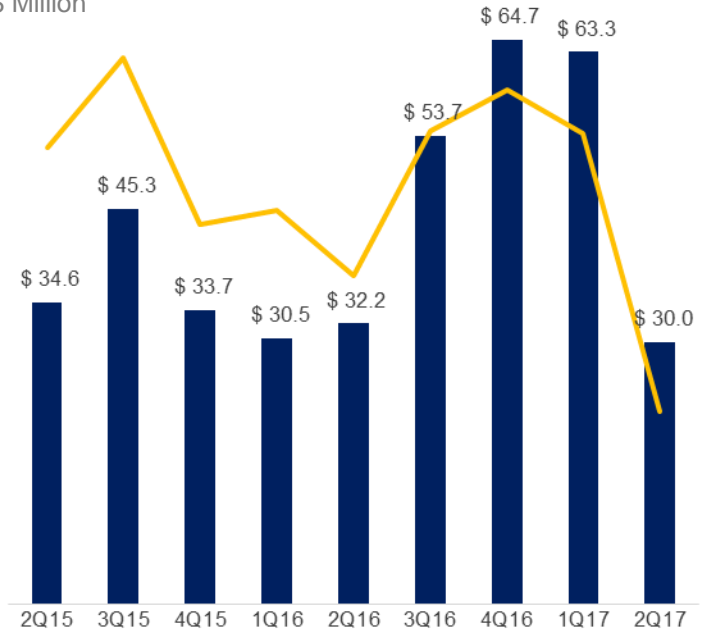
Gross Profit

U\$ Million



EBIT

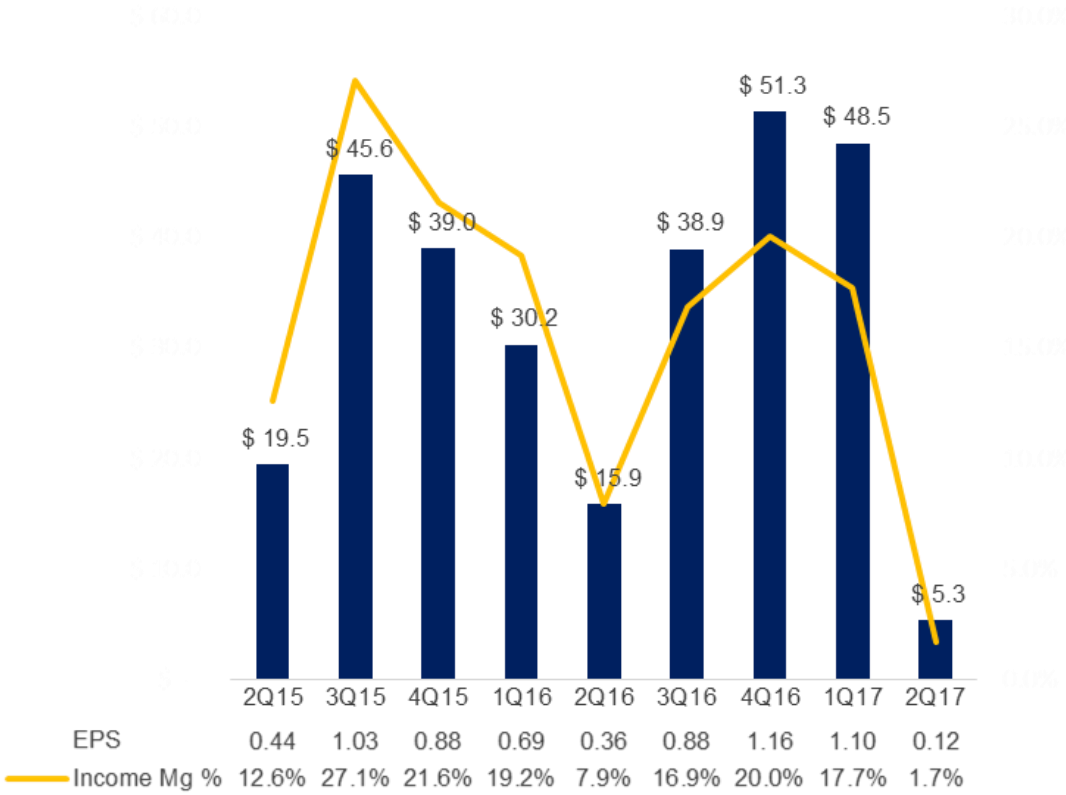
U\$ Million



Q2 2017 Net Income & EPS

Net Income

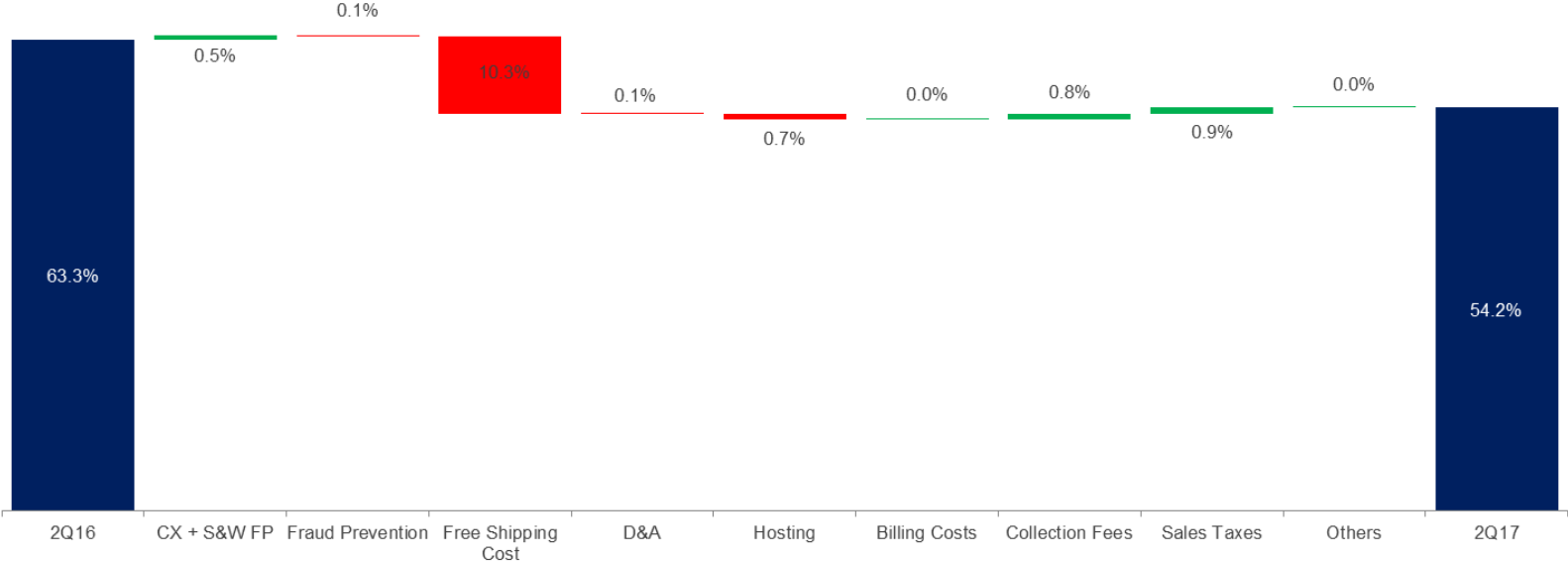
U\$ Million



Source: company data

Q2 2017 Gross Margin vs. Last Year

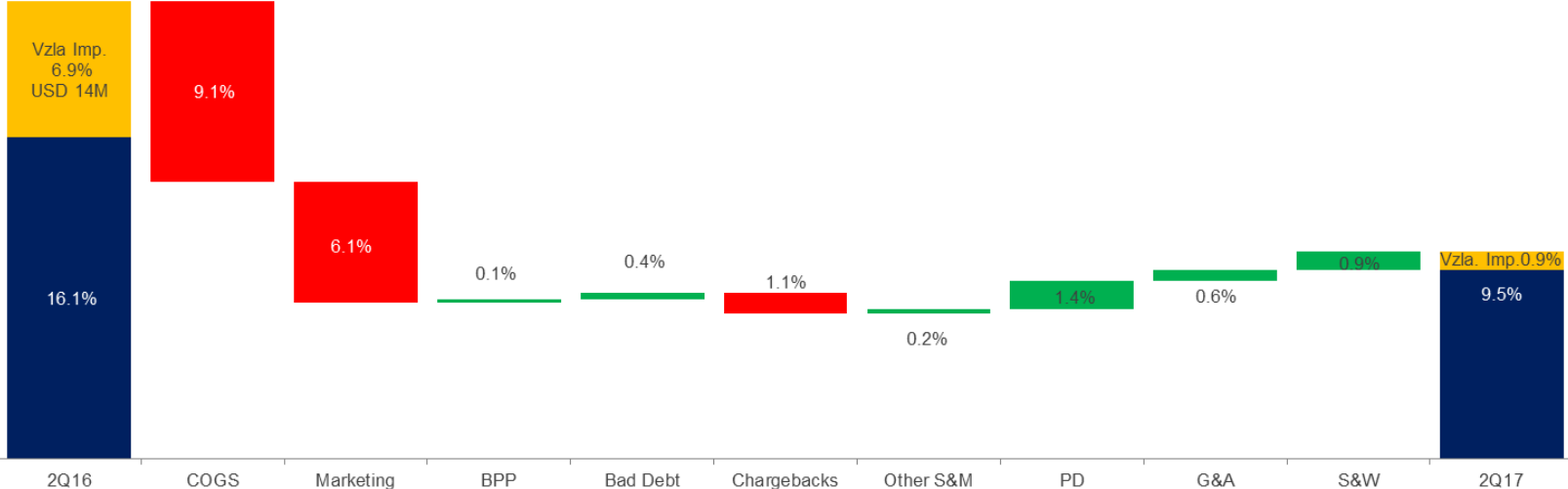
- Gross margin contracted to 54.2% year-on-year mainly as a result of higher investments in free shipping initiatives.



Source: company data

Q2 2017 EBIT Margin vs. Last Year

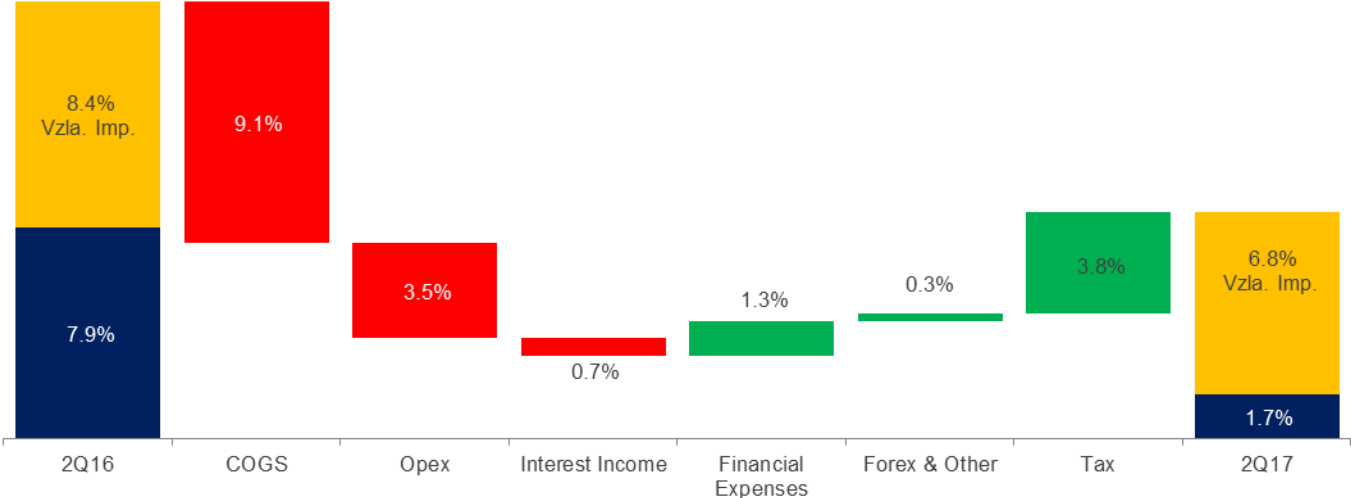
- EBIT was down 6.6% YoY as a result of higher offline and online marketing investments mainly in Mexico and Brazil.
- Excluding the Venezuelan impairments, EBIT would have contracted 12.6% year-on-year, representing 10.4% of revenues.



Source: company data

Q2 2017 Net Income Margin vs. Last Year

- Net Income decreased 6.3% YoY to \$5.3M.
- Excluding the Venezuelan impairments, Net Income would be \$26.9M, representing 8.5% of revenues.



Source: company data



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