

Competitive Moat

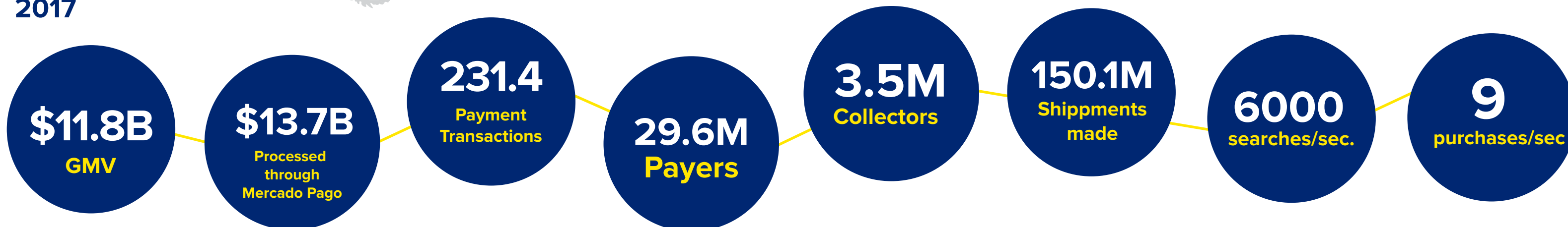
- Deepest product selection in LATAM
- Integrated payments + credit offerings
- Complete shipping solutions for buyers and sellers

Enhanced Marketplace

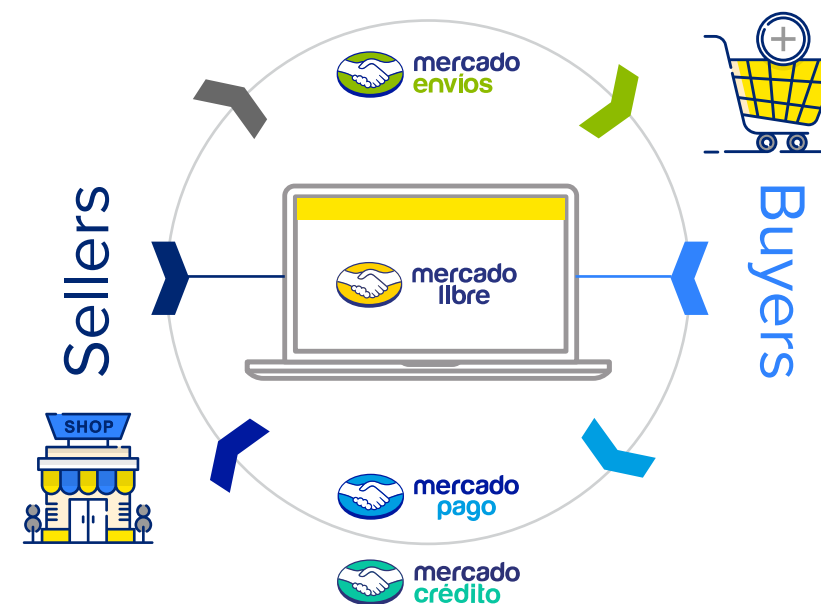
- MercadoLibre
- MercadoEnvíos
- MercadoPago
- MercadoCredito

Fast Facts

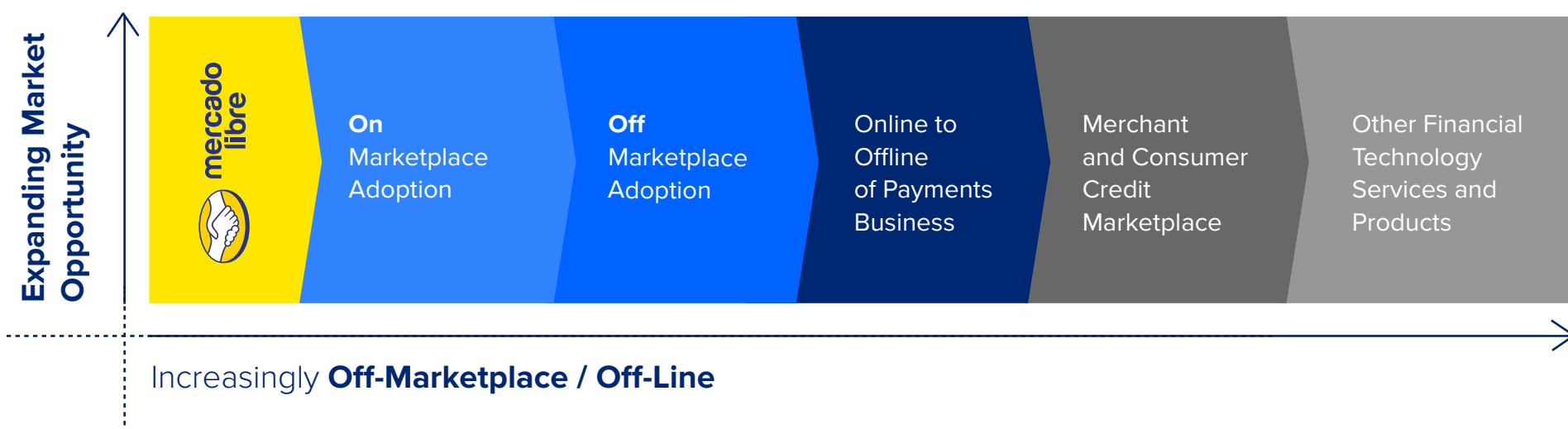
2017



We are maximizing our user experience through integrated platform solutions



Payments growth driven by marketplace adoption, new products, and online-to-offline opportunity



2017 MELI Overview

Users

211.9 M Registered Users

+370K people make a living from selling on MELI

10 M Unique Sellers*
33.7 M Unique Buyers*

Revenue Breakdown

61% Enhanced Marketplace
39% Non-Marketplace

Volume

Mobile GMV
\$5.4 billion

Transactions

90% new products

95% fixed pricing

MercadoPago's on platform penetration reached **82%**

MercadoEnvíos, shipped

79% items sold in Brazil
36% in Argentina
82% in Mexico
65% in Colombia
59% in Chile

Summary Financials 2017 Highlights

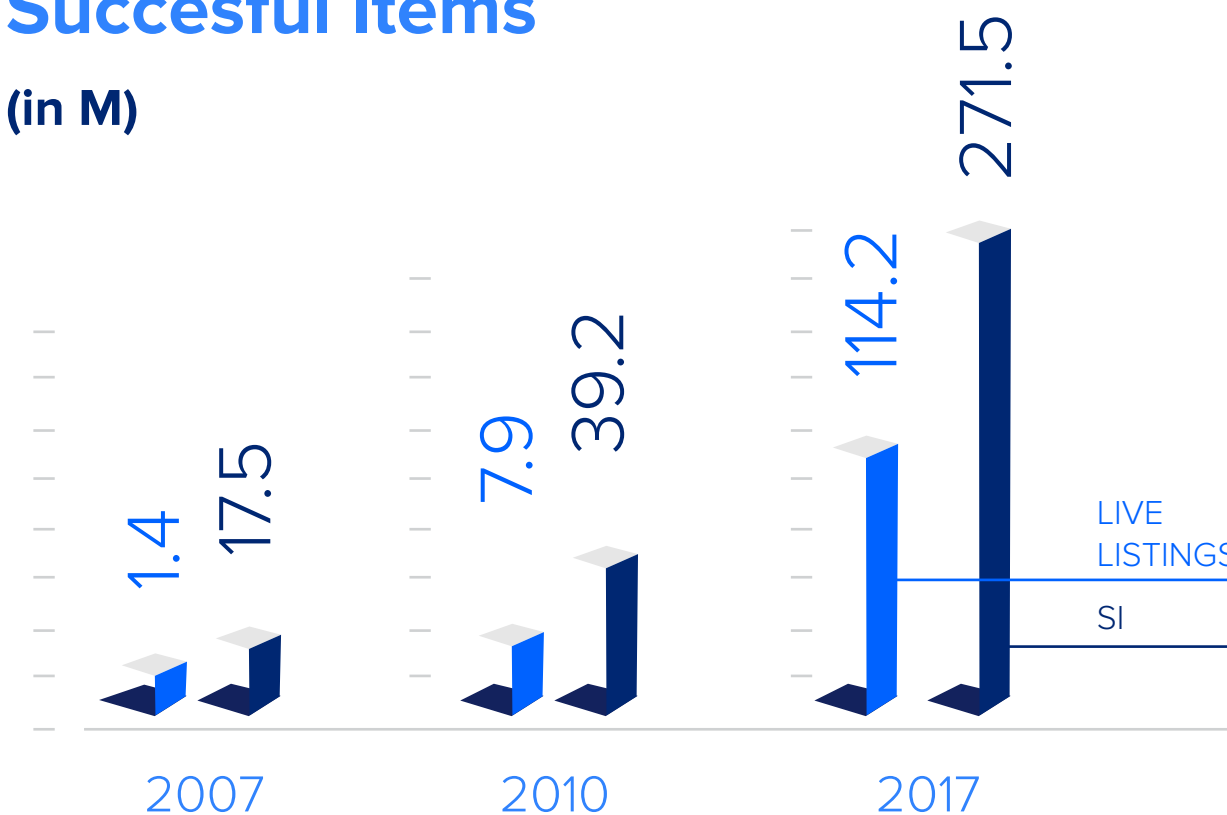
In Million US Dollars	Underlying	YoY
Revenues	\$1,398.1	65.60%
EBITDA	\$97.2	-53.70%
Net Income	\$13.8	-89.90%
GMV	\$11,749.0	46.25%
TPV	\$13,731.7	77.09%
SI	270	49.10%

*New or existing users with at least one purchase made in the period.

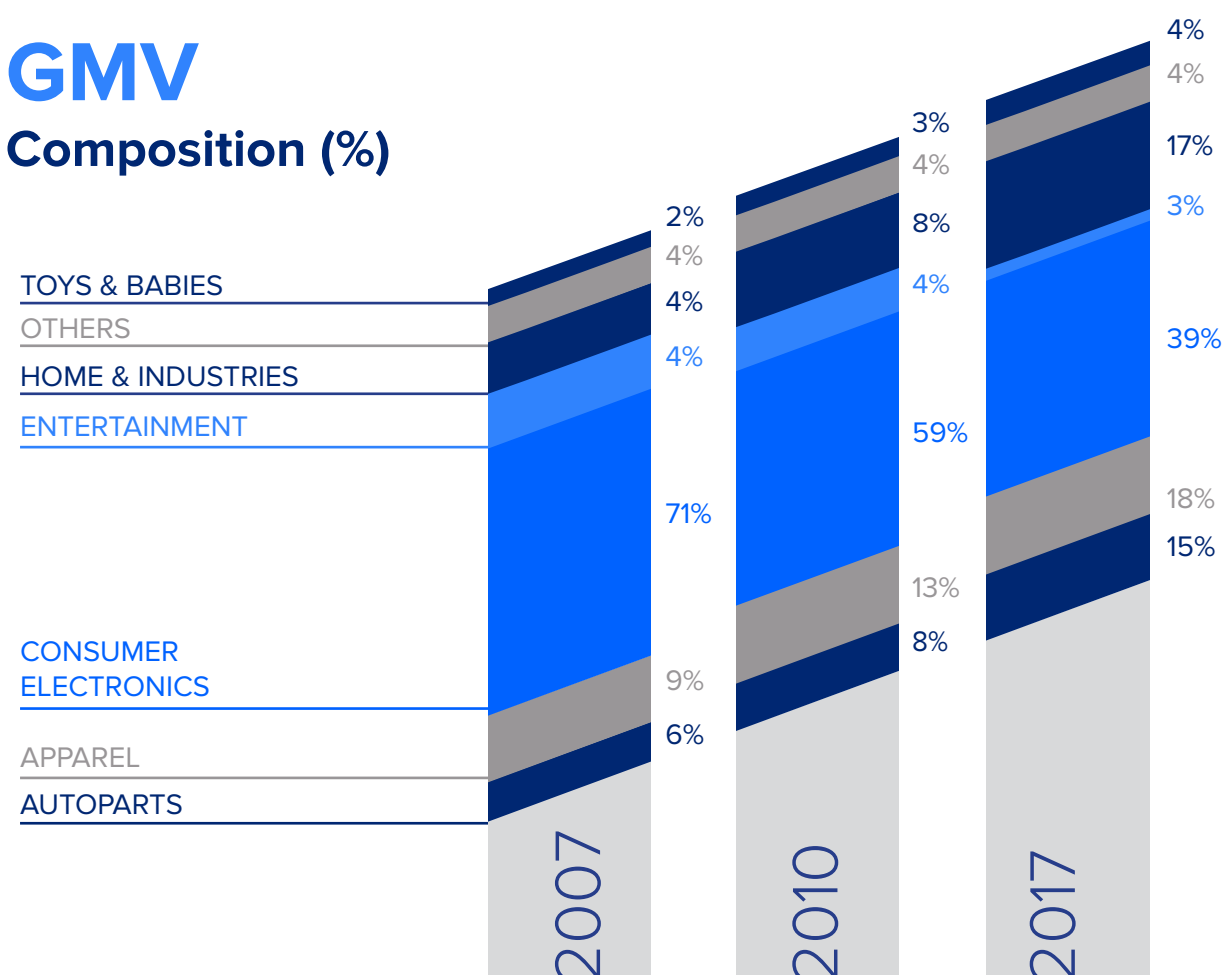
** New or existing users with at least one sale made in the period.

Live Listings + Successful Items

(in M)



GMV Composition (%)



MercadoEnvios platform development

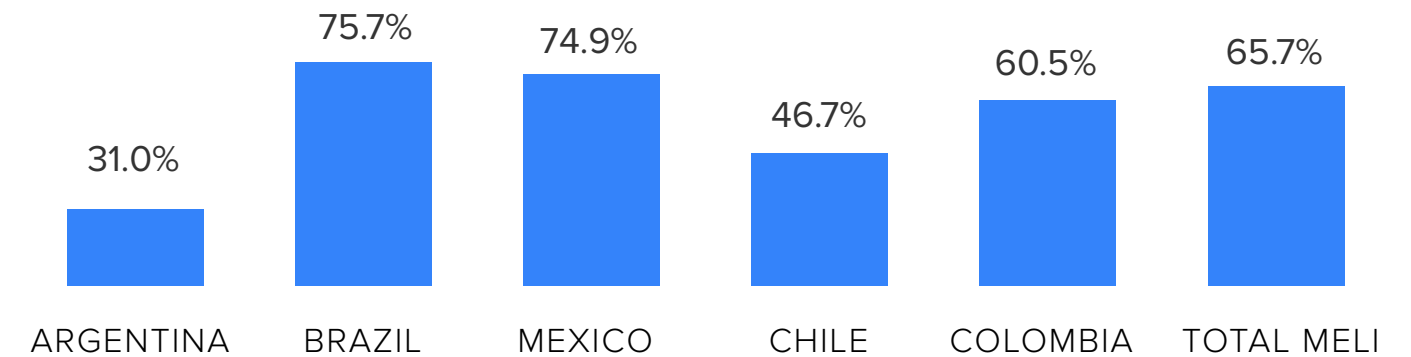
	BRAZIL	MEXICO	COLOMBIA	ARGENTINA	CHILE
LAUNCHED	2013	2013	2014	2015	2016
ITEMS SHIPPED FULL YEAR 2017	115MM	16MM	17MM	2MM	1MM
CARRIERS TOTAL PARTNERS	6	4	3	10	1

MercadoEnvios offers 3 services for sellers

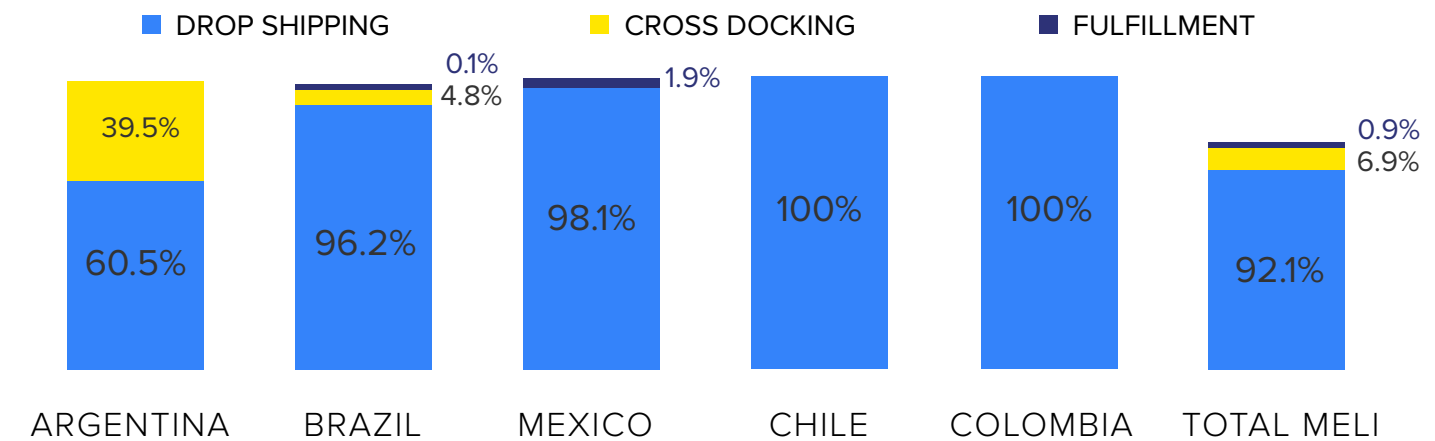


MercadoLibre free shipping strategy should accelerate our share even more in the future

Successful items shipped / Successful items



Shipping penetration & service mix (2017)



GMV successful items shipped free / Total GMV

