



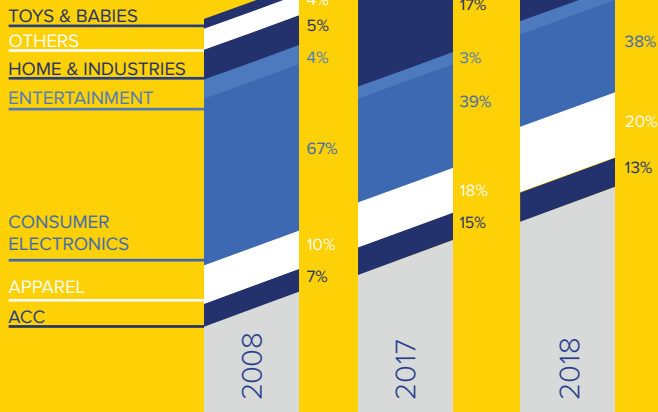
580m individuals making a life through MercadoLibre

## Financial Summary 2018 Highlights

US Dollars (M)	FY2018	YoY
Revenues	\$1439.7	18.3%
EBITDA	\$-23.7	-124.4%
Net Income	\$-36.6	-365.5%
Enhanced Marketplace Rev.	\$702.4	-4.8%
GMV	\$12,504.9	6.4%
TPV ON	\$12,141.9	16%
SI	334.7	23.9%
PAYERS	35	21.5%
COLLECTORS	3.1	34.8%

18  
countries

## GMV Composition (%)



## Volume

57%  
Mobile GMV



## MercadoEnvíos offers 3 services for sellers

### DROP SHIPPING



SERVICE MIX  
86%

### CROSS DOCKING



11%

### FULFILLMENT



3%

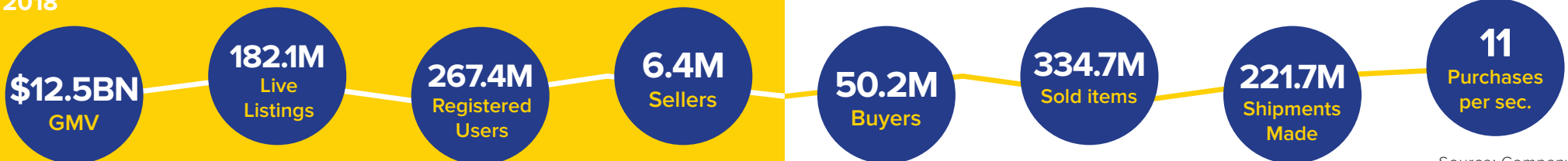
## Shipping Platform Evolution

	BRAZIL	MEXICO	COLOMBIA	ARGENTINA	CHILE
LAUNCHED	2013	2013	2014	2015	2016
ITEMS SHIPPED FULL YEAR 2018	149.8MM	36.8MM	4.4MM	27.4MM	3.2MM

## Items Shipped YOY

220% in Chile  
120% in Colombia  
116% in Mexico  
71% in Argentina  
30% in Brazil

## Fast Facts 2018



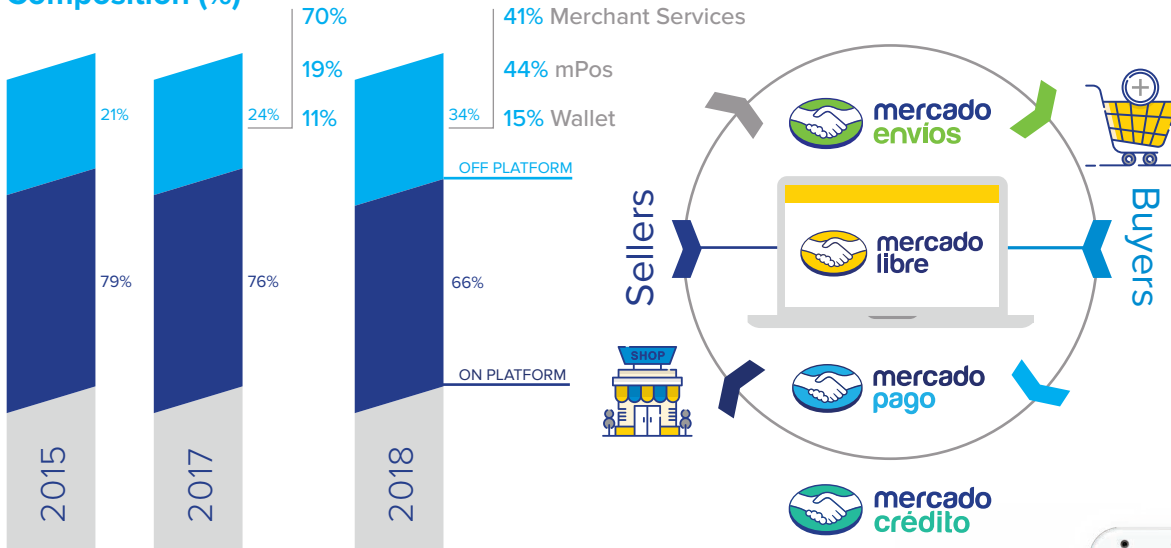
Source: Company Source



## Fast Facts 2018



## TPV Composition (%)



## Payments Financials Summary 2018 Highlights

US Dollars (M)	FY2018	YoY
Revenues	\$601	68.6%
TPV OFF	\$6,314	93.5%
TPN OFF	\$180.2	155.6%



**75%**  
of merchants stated to have a financing need.



**18%**  
has access to traditional bank loans.

## FY2018 Merchant Credits

**U\$S 92.6M**  
Credit Portfolio

**90.4K**  
Merchant Credit Loans

**79.6K**  
Merchant Credit User Base

## FY2018 Consumer Credits

**U\$S 13.3M**  
Portfolio

**670.5K**  
Financed Purchases

**153.3M**  
User base

## FY2018 Cash Advances

**U\$S 2050.6M**  
Cash Advances

**12.10%**  
of TPV

## Credits Cycle

- 1 Seller/Buyer receives offer.
- 2 Selects amount and term.
- 3 Confirms the loan.
- 4 Seller receives the loan instantly in mobile wallet. Buyer purchases item with MercadoCrédito.

