Financial Summary
2018 Highlights

<table>
<thead>
<tr>
<th>US Dollars (M)</th>
<th>FY2018</th>
<th>YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>$1439.7</td>
<td>18.3%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>$-23.7</td>
<td>-124.4%</td>
</tr>
<tr>
<td>Net Income</td>
<td>$-36.6</td>
<td>-365.5%</td>
</tr>
<tr>
<td>Enhanced Marketplace Rev.</td>
<td>$702.4</td>
<td>-4.8%</td>
</tr>
<tr>
<td>GMV</td>
<td>$12,504.9</td>
<td>6.4%</td>
</tr>
<tr>
<td>TPV ON</td>
<td>$12,141.9</td>
<td>16%</td>
</tr>
<tr>
<td>PAYERS</td>
<td>334.7</td>
<td>23.9%</td>
</tr>
<tr>
<td>COLLECTORS</td>
<td>35</td>
<td>21.5%</td>
</tr>
<tr>
<td>GMV Composition (%)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>TOYS &amp; BABIES</td>
<td>7%</td>
<td>4%</td>
</tr>
<tr>
<td>OTHERS</td>
<td>10%</td>
<td>5%</td>
</tr>
<tr>
<td>HOME &amp; INDUSTRIES</td>
<td>15%</td>
<td>3%</td>
</tr>
<tr>
<td>ENTERTAINMENT</td>
<td>15%</td>
<td>4%</td>
</tr>
<tr>
<td>CONSUMER ELECTRONICS</td>
<td>13%</td>
<td>2%</td>
</tr>
<tr>
<td>APPAREL</td>
<td>17%</td>
<td>4%</td>
</tr>
<tr>
<td>ACC</td>
<td>17%</td>
<td>3%</td>
</tr>
</tbody>
</table>

GMV Composition (%)

Volume

Fast Facts 2018

$12.5BN GMV
182.1M Live Listings
267.4M Registered Users
6.4M Sellers
50.2M Buyers
334.7M Sold items
221.7M Shipments Made

MercadoEnvíos offers 3 services for sellers

DROP SHIPPING

Marketplace
SALE
PICKING
PACKING
PICK UP
SHIPPING
TRACKING
CUSTOMER SERVICE
86%

CROSS DOCKING

Marketplace
SALE
PICKING
PACKING
PICK UP
SHIPPING
TRACKING
CUSTOMER SERVICE
11%

FULFILLMENT

Marketplace
SALE
PICKING
PACKING
PICK UP
SHIPPING
TRACKING
CUSTOMER SERVICE
3%

Shipping Platform Evolution

LAUNCHED

BRAZIL 2013
MEXICO 2013
COLOMBIA 2014
ARGENTINA 2015
CHILE 2016

ITEMS SHIPPED
FULL YEAR 2018

BRAZIL 149.8MM
MEXICO 36.8MM
COLOMBIA 4.4MM
ARGENTINA 27.4MM
CHILE 3.2MM

Items Shipped YOY

65% Mobile GMV

65% Shipped GMV in Chile
120% in Colombia
116% in Mexico
71% in Argentina
30% in Brazil

86% SERVICE MIX

Source: Company Source
Fast Facts 2018

- **TPV**: $18.5BN
- **TPN**: $389.3BN
- **Collectors**: 3.8M
- **Payers**: 25.2M
- **Penetration Onplatform**: 97%

75% of merchants stated to have a financing need.
18% has access to traditional bank loans.

Payments Financials Summary 2018 Highlights

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<th>YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>$601</td>
<td>68.6%</td>
</tr>
<tr>
<td>TPV OFF</td>
<td>$6,314</td>
<td>93.5%</td>
</tr>
<tr>
<td>TPN OFF</td>
<td>$180.2</td>
<td>155.6%</td>
</tr>
</tbody>
</table>

TPV Composition (%)

- **2015**: 79% (70%) - On platform, 21% (11%) - Off platform
- **2017**: 76% (34%) - On platform, 24% (66%) - Off platform
- **2018**: 70% (41%) - On platform, 19% (15%) - Off platform

TPV Composition (%)

- **2015**: 79% (70%) - On platform, 21% (11%) - Off platform
- **2017**: 76% (34%) - On platform, 24% (66%) - Off platform
- **2018**: 70% (41%) - On platform, 19% (15%) - Off platform

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.

Source: Company Source