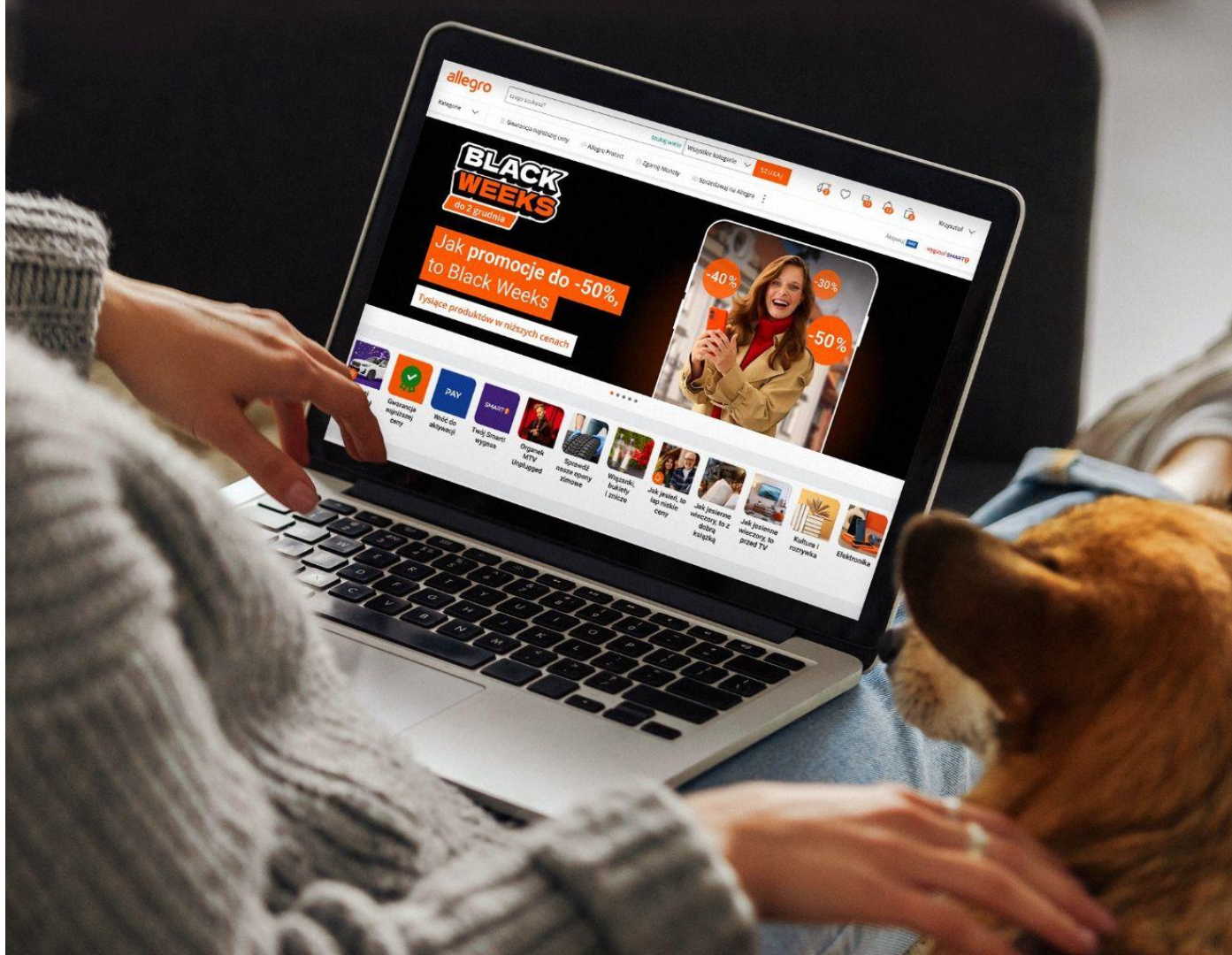


allegro

Allegro.eu Q3 2024 results presentation

14 November 2024



Disclaimer

*This presentation ("**Presentation**") has been prepared by Allegro.eu, a public limited liability company (société anonyme) incorporated and existing under the laws of the Grand Duchy of Luxembourg, having its registered office at 1, rue Hildegard von Bingen, L – 1282 Luxembourg, Grand Duchy of Luxembourg and being registered with the Luxembourg Register of Trade and Companies (Registre de Commerce et des Sociétés, Luxembourg) under number B 214830 ("**Allegro.eu**"), and its subsidiaries (together the "**Allegro Group**"). Copying, mailing, distribution or delivery of this Presentation to any person in some jurisdictions may be subject to certain legal restrictions, and persons who may or have received this Presentation should familiarize themselves with any such restrictions and abide by them. Failure to observe such restrictions may be deemed an infringement of applicable laws.*

This Presentation was prepared for information purposes only and is neither a purchase or sale offer, nor a solicitation of an offer to purchase or sell any securities or financial instruments or an invitation to participate in any commercial venture. This Presentation is neither an offer nor an invitation to purchase or subscribe for any securities in any jurisdiction and no statements contained herein nor the fact of its distribution may serve as a basis for any agreement, commitment or investment decision, or may be relied upon in connection with any agreement, commitment or investment decision.

This Presentation contains neither a complete nor a comprehensive financial or commercial analysis of Allegro Group, nor does it present its position or prospects in a complete or comprehensive manner. Allegro Group has prepared the Presentation with due care, however certain inconsistencies or omissions might have appeared in it. No warranties or representations can be made as to the comprehensiveness or reliability of the information contained in this Presentation. Neither Allegro Group nor its directors, managers, advisers or representatives of such persons shall bear any liability that might arise in connection with any use of this Presentation. Furthermore, no information contained herein constitutes an obligation or representation of Allegro Group, its managers or directors, its shareholders, subsidiary undertakings, advisers or representatives of such persons.

The Presentation may and does contain forward-looking statements. Examples of these forward looking statements include, but are not limited to statements of plans, objectives or goals and statements of assumptions underlying those statements. Words such as "may", "will", "expect", "intend", "plan", "estimate", "anticipate", "believe", "continue", "probability", "risk", and other similar words are intended to identify forward looking statements but are not the exclusive means of identifying those statements. By their very nature, forward looking statements involve inherent risks and uncertainties, both general and specific, and risks exist that such predictions, forecasts, projections and other forward looking statements will not be achieved. A number of important factors could cause Allegro Group actual results to differ materially from the plans, objectives, expectations, estimates and intentions expressed in such forward looking statements. Past performance of Allegro Group cannot be relied on as a guide to future performance. Forward looking statements speak only as at the date of this presentation. Any forward looking statements in this Presentation must not be understood as Allegro Group's assurances or projections concerning future expected results of Allegro Group. The Presentation is not and shall not be understood as a forecast of future results of Allegro Group and as a consequence, no undue reliance shall be placed on any forward-looking statement contained in this Presentation. Allegro.eu expressly disclaims any obligations or undertaking to release any update of, or revisions to, any forward looking statements, except as required by applicable law or regulation.

Agenda

Highlights

Financial results:

Polish Operations

International Operations

Group

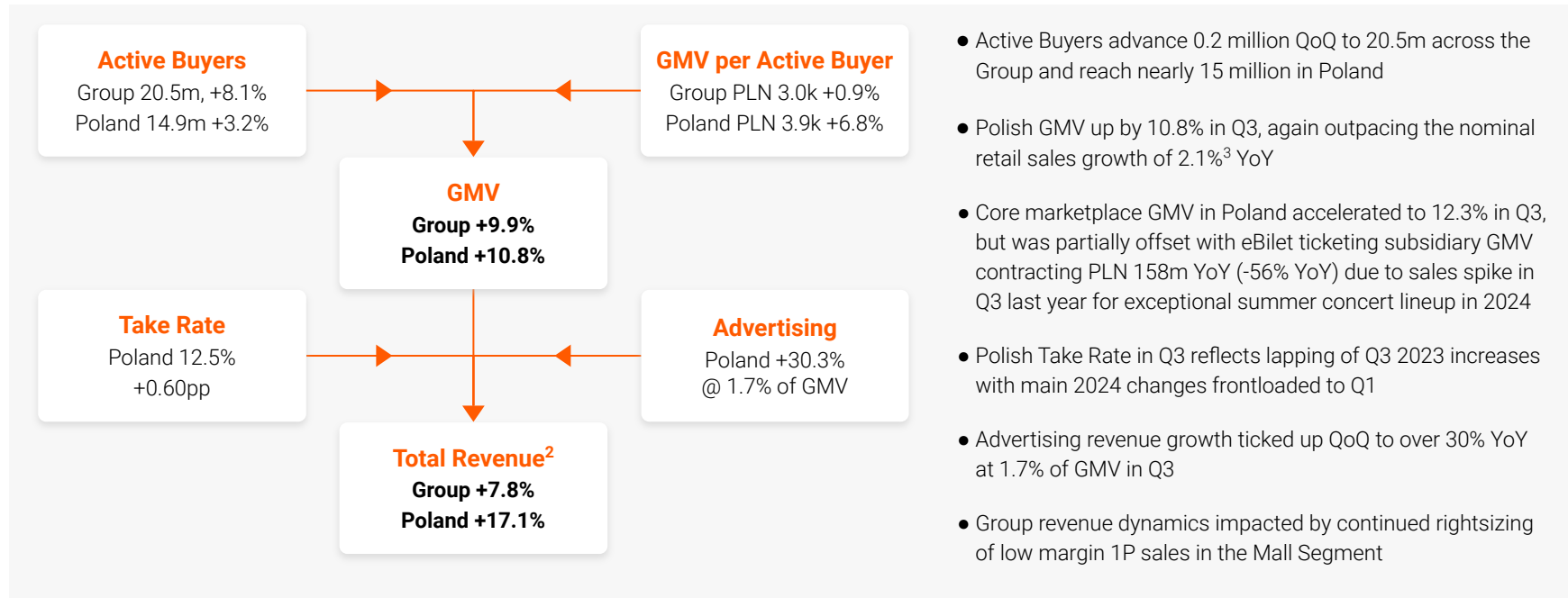
Management outlook

Q & A

Highlights

Polish marketplace GMV accelerated to 12.3% YoY for Q3 while eBilet prior year windfall trims growth in Poland to 10.8% YoY overall

Q3 2024 Top Line Highlights¹



1. +/- % changes as compared to Q3 2023

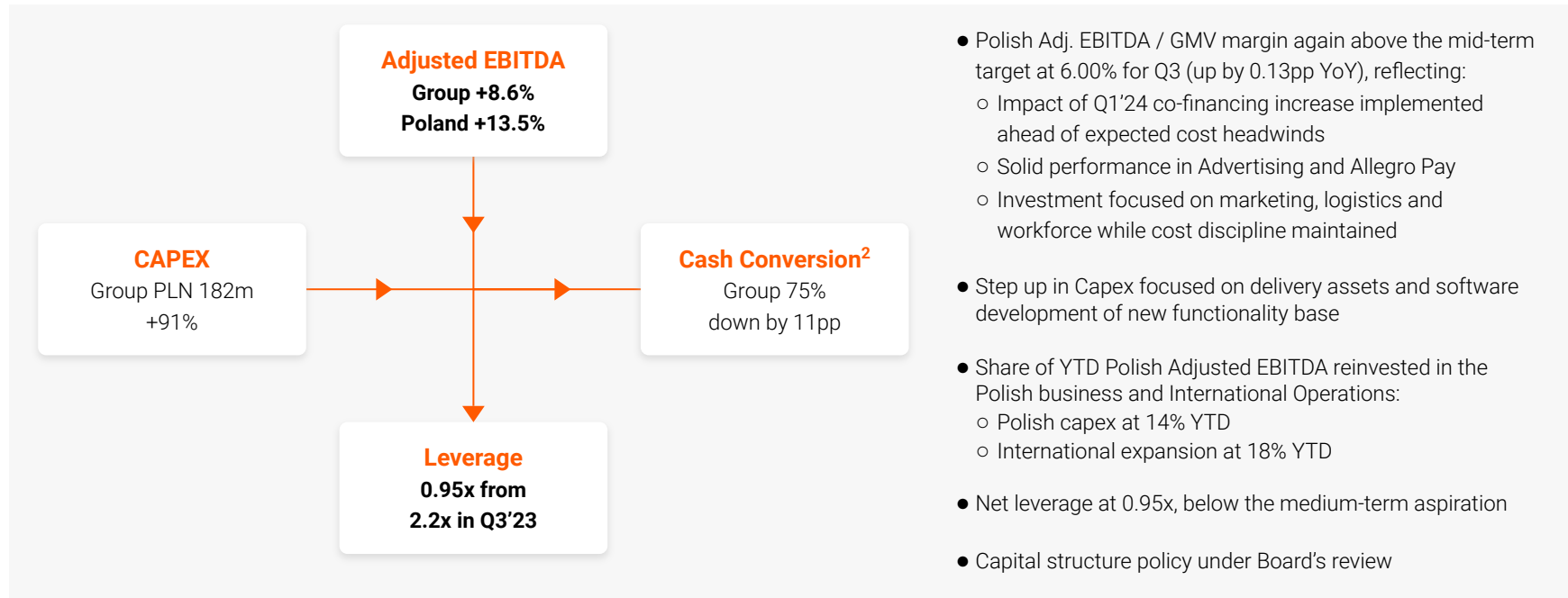
2. Includes Total Revenue and Other Operating Income. "Other operating income" reflects valuation and income from sales from consumer loans portfolios to the Group's financing partner. From Q4'2023 this income stream presented separately, previously within "Other revenue"

3. Total nominal retail sales growth in Poland of 2.1% YoY in Q3 2024, derived from monthly indices published by Statistics Poland (GUS)

Polish Adj EBITDA/GMV margin holds at 6.00% in Q3

Leverage falls to 0.95x as Group Investment rebounds 91% YoY to PLN 182 million

Q3 2024 Profitability, Cash-flow and Leverage Highlights¹



1. +/- % changes as compared to Q3 2023

2. Defined as (Adjusted EBITDA - Capex) / Adjusted EBITDA

Progress update on the multi-year priority framework

Medium-term business objectives

Grow Core Marketplace



1. Easy and safe to shop, simple to sell
2. Increasingly loyal customers

Build New Engines



3. Strong advertising
4. Seamless fintech solutions
5. Low cost and reliable delivery

Expand Internationally



6. Systematic introduction of our asset-light marketplace
7. Complete Mall Segment turnaround

Ensure Solid Fundamentals



8. Groupwide system architecture & software development processes
9. People & Culture, ESG

Strengthening the core marketplace proposition for buyers and merchants...

Grow Core Marketplace



1. Easy and safe to shop, simple to sell

Best selection, price, and convenience



- Priority categories (Supermarket and Health & Beauty) outperforming at near 2x average Polish GMV growth
- Migrated fully to the product-based view to improve findability and simplify shopping experience
- Extended commitment to customer safety and trust, with introduction of a list of ca. 1,000 protected brands

2. Increasingly loyal customers

Buyers' loyalty and engagement



- New frequency drivers for Q3: better basket building, Smart! exclusive offers, discount coupons to shop new categories
- Further strong growth of Smart! user base, driven mainly by annual subscribers', recording double-digit YoY growth
- Brand campaign launched in August, emphasizing Smart! benefits - PLN 600 average annual delivery saving per user

Unique value proposition for merchants



- All merchants across all marketplaces migrated to Sales Center, Allegro's one stop shop for merchants to manage their business
- Launched automatic rule-based pricing options for merchants; increasing chances to win Buy Box, "Best Price Guarantee" or "Great Price" badges

... while investing in new engines to further support business performance

Build New Engines



3. Advertising powering ahead

allegro Advertising Team

Poznaj zwyczajne zakupowe

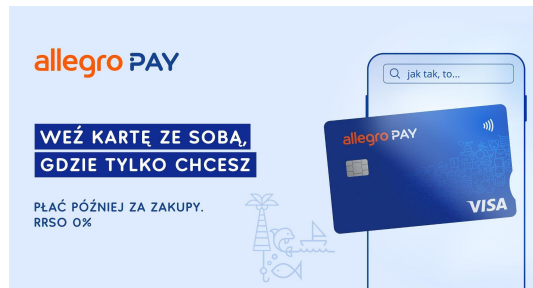
polskich konsumentek i konsumentów

Dowiedz się więcej >



- Advertising revenue continues to grow over 30% YoY, well ahead of GMV, reaching 1.7% of GMV
- Advertising performance supported by higher CPC, up ca. 19% YoY, driven by Q1 price increases and improved algorithms
- ML¹-enabled algorithm improvements boost ads' relevance for buyers on a productized marketplace

4. Seamless fintech solutions



- PLN 2.7bn of loans originated in Q3 (up by 33% YoY), reaching 14.2% of GMV financed by Allegro Pay, with 35% GMV incrementality²
- Expected credit losses under strict control and under 1% of loans written
- Loan sales to Santander, the second funding bank, are ramping up
- New products in testing ahead of full launch decisions: Allegro Cash and Allegro Pay card

5. Low cost and reliable delivery



- White Label Courier and Allegro Delivery volumes up over 7x YoY
- Over 10,000 lockers in the Allegro Delivery network and more to come
- Over 600 Polish and 270 Czech One Boxes installed YTD, with five new One Kurier depots opened in Poland
- Allegro One reaching cost parity with alternatives in high density focus areas

1. Machine-learning

2. Based on A/B test results: on average 35% higher spend from Allegro Pay borrowers

Allegro opens a third marketplace in Hungary

Focus on Mall pivot to lean merchant model



6. Systematic introduction of our asset-light marketplace

Allegro marketplace now operating in three countries

- Added 300k Active Buyers in Allegro International Segment, reaching over 2.8m, of which 2m new to the Allegro Group
- Nearly 900k Smart! users across international marketplaces
- Over 60k merchants¹ selling on Allegro marketplaces in Czechia, and Slovakia, up by 13% QoQ
- Introduced localized listing solution for merchants in CZ to drive local selection
- Shop-in-shop: CZC and Mall shops ramping up
- Priority focus on boosting frequency, trust and basket size metrics over coming quarters



7. Complete Mall Segment turnaround

Mall as a lean merchant on Allegro taking shape

- Significant progress in stock reduction, with inventory down by 59% YoY for Q3, driven by sell-out of pruned SKUs
- Many staff repurposed to marketplace roles
- Two waves of staff reductions completed in 2024 as single lean organization starts to emerge
- CZC legacy front-end retired at end of Q3, with unprofitable shops closed down
- Software migration accelerating in Q3

1. Number of merchants in last 12 months, including exporters from Poland

We continue to work on operational excellence

Ensure Solid
Fundamentals

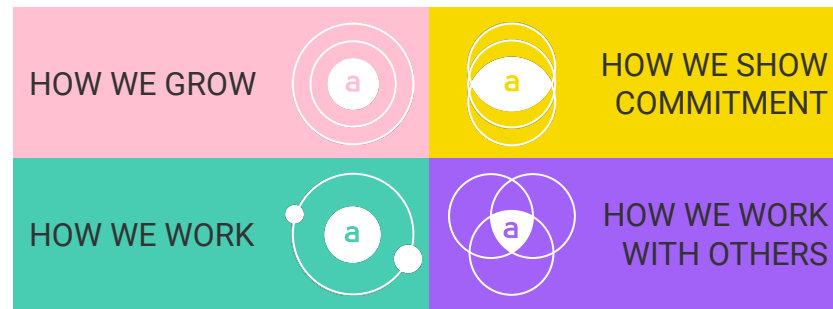


8. Groupwide system architecture & software development processes



- Launched unified budgeting platform, materially improving and unifying the annual planning process
- Allegro Retail switching to integrated Group finance modules
- CZC.cz migrated to Allegro marketplace using standardized Allegro technological stack (backend, frontend, operations)

9. People & Culture, ESG



- “The Allegro Way” framework embedded in key HR processes, such as performance appraisal and recruitment
- Allegro's 2023 ESG report, Remuneration report and IFRS accounts awarded by the Institute of Accounting and Taxes¹
- Over PLN 2.5m raised from Polish customers, with additional PLN 1m donated by Allegro to NGOs supporting people affected by the September floods in Poland, Czechia and Slovakia

1. Allegro 2023 annual report and ESG report awarded: The Best Consolidated Financial Statements in accordance with IFRS; The Best Debut in the Remuneration Report category and The Best Debut in the Sustainable Development Report category

Financial results

Q3 2024 key results: Polish Operations¹

GMV

Q3 2024	PLN 14,706m	+10.8% YoY
9M 2024	PLN 43,330m	+10.8% YoY

Active Buyers²

14.9m	+3.2% YoY
-------	-----------

LTM GMV / Active Buyer³

PLN 3,950	+6.8% YoY
-----------	-----------

Take Rate⁴

12.51%	+0.60pp YoY
12.41%	+1.02pp YoY

Revenue⁵

Q3 2024	PLN 2,285m	+17.1% YoY
9M 2024	PLN 6,711m	+20.8% YoY

Adjusted EBITDA

PLN 882.8m	+13.5% YoY
PLN 2,611.3	+27.3% YoY

Adj. EBITDA / GMV Margin

6.00%	+0.14pp YoY
6.03%	+0.78pp YoY

Cash Conversion⁶

83.6%	-6.06pp YoY
85.8%	+0.02pp YoY

1. The sum of "Allegro", "Ceneo" and "Other" reportable segments

2. Active Buyer represents, as of the end of a period, each unique email address connected with a buyer that has made at least one purchase on any of Allegro.pl, Allegrolokalnie.pl or eBilet.pl in the last twelve months (LTM)

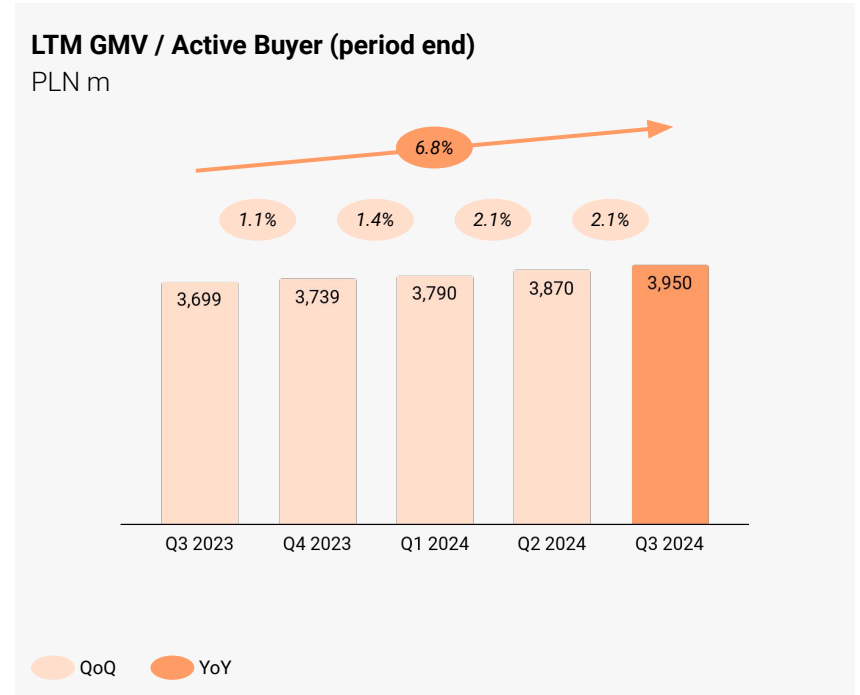
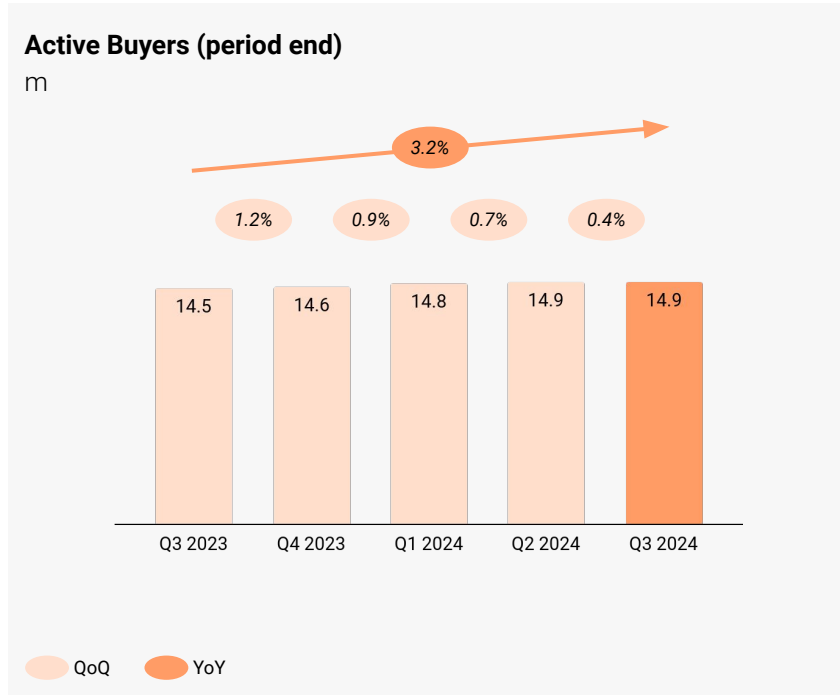
3. Represents LTM GMV divided by the number of Active Buyers as of the end of a period

4. Defined as 3P Marketplace Revenue / (GMV - 1P GMV)

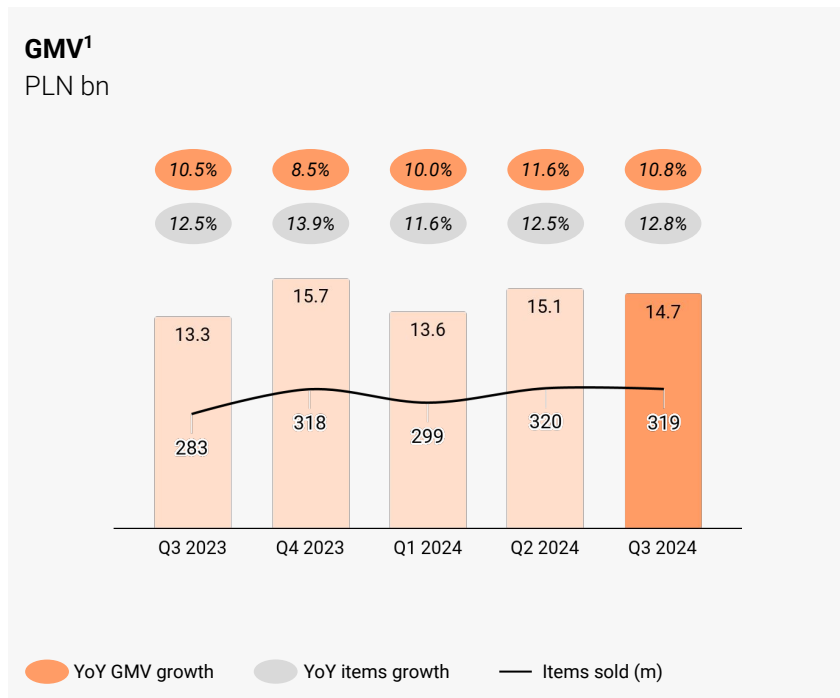
5. The sum of Total Revenue and Other Operating Income

6. Defined as (Adjusted EBITDA - Capex) / Adjusted EBITDA

Growth underpinned by 6.8% higher average spend from nearly 15 million Active Buyers



Polish GMV up by 10.8% for Q3, with core marketplace in Poland accelerating to 12.3%, but into windfall sales from the ticketing subsidiary in the comparative period



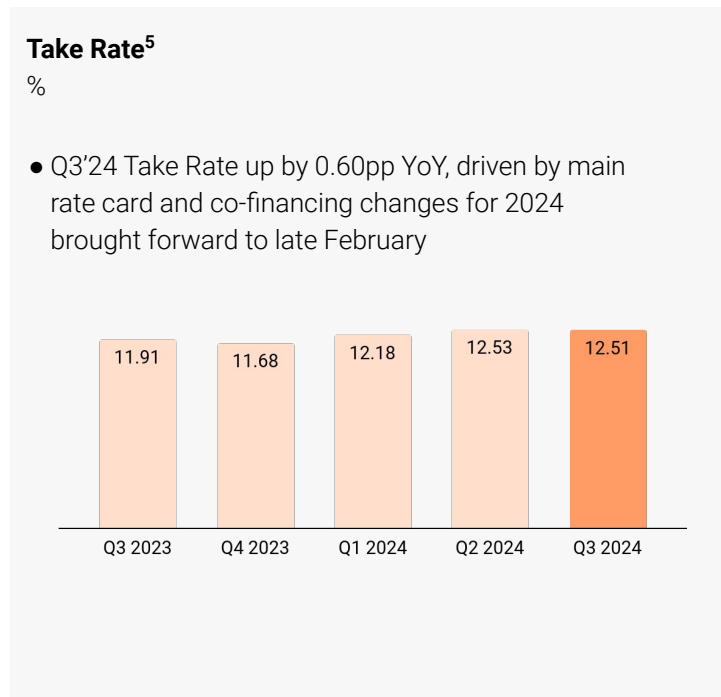
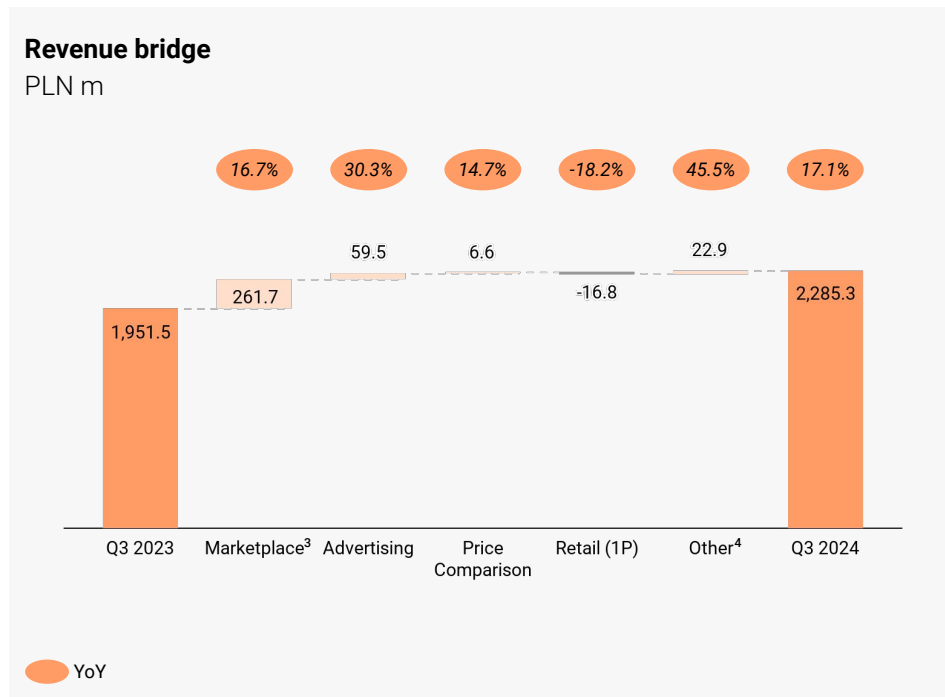
- LTM GMV of PLN 59.0bn, up by 10.2% YoY and advancing by PLN 1.4bn QoQ
- Polish Operations GMV YoY growth rate for Q3 impacted by 1.2pp headwind from eBilet ticketing subsidiary strong comparative period
- Supermarket and Health & Beauty continue to lead growth at nearly 2x higher pace than average
- Average item selling price decline slowing to -0.4pp in Q3², driven by the category mix shifts towards lower priced, high frequency categories
- Trading down effect unwind, with mix neutralized ASP³ accelerating to ca. +0.9pp in Q3

1. GMV of Allegro Polish Operations: Allegro.pl marketplace and eBilet

2. Average selling price calculated on marketplace GMV and items sold, without eBilet GMV and eBilet tickets sold, respectively

3. Average Selling Price

Revenue¹ up by 17.1%, driven by marketplace and advertising, further supported by logistics services² and sales of consumer loans



1. Includes Total Revenue and Other Operating Income

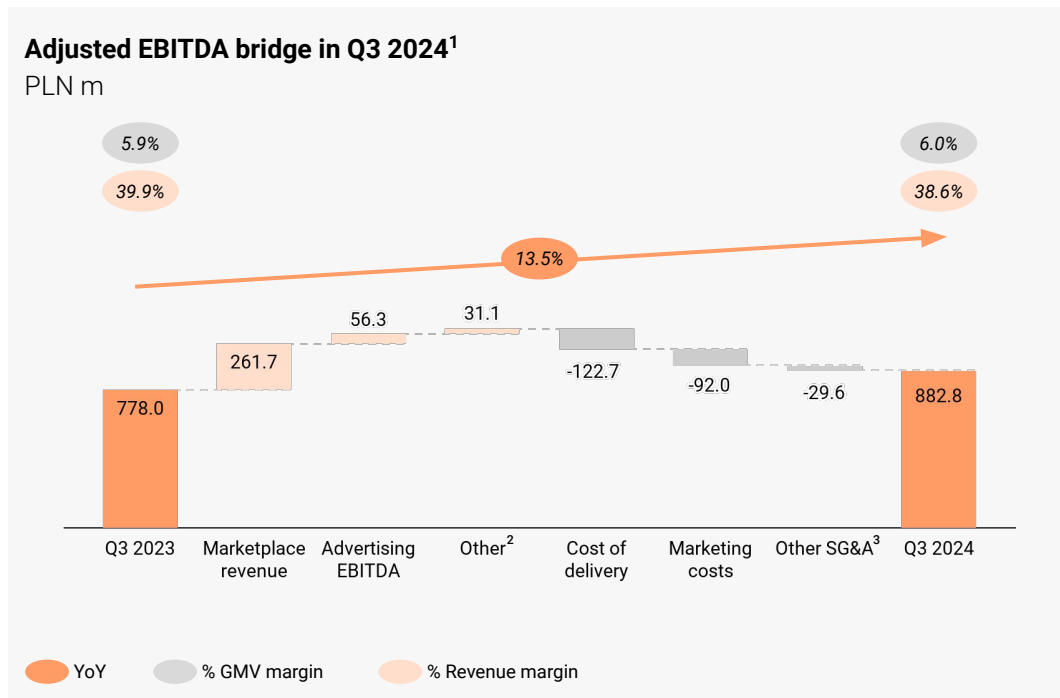
2. Logistic service revenues from the Group's own delivery methods, included in "Other". See the H1 2024 Management Report for details

3. Since Q2 2024, marketplace revenues include merchant fees for Allegro Pay financed sales. In the prior year Q3, these charges were included in "Other"

4. "Other" includes Logistic service revenue, Other Revenue and Other Operating Income as reported in the financial statements

5. Defined as 3P Marketplace Revenue / (GMV - 1P GMV)

Solid and in-line Adjusted EBITDA, up by >13% YoY, supported by rising GMV at higher Take Rate, robust advertising performance and contribution from Allegro Pay



- Lapping Q3 take rate increases takes PLN 95 million from marketplace contribution to YoY growth
- Support from high margin advertising services continuing to outpace GMV growth
- Cost of delivery⁴ at 4.41% of GMV (up by 0.45pp YoY) driven mainly by growth in volume
- Unit cost of delivery up by only 1.7% YoY, with further savings from mix shift (courier down 4.1pp YoY), growth in own deliveries and ongoing cost focus
- Marketing costs up by 45% YoY to 2.01% of GMV, with investments in traffic acquisition and social media to defend share of voice, while expanding mass media advertising to support campaigns
- Other SG&A growth slowing further to 9.4% YoY and flat QoQ, including staff costs up 16% YoY, partially offset by bad debt down 94% YoY

1. Excluding items treated as adjustments to EBITDA

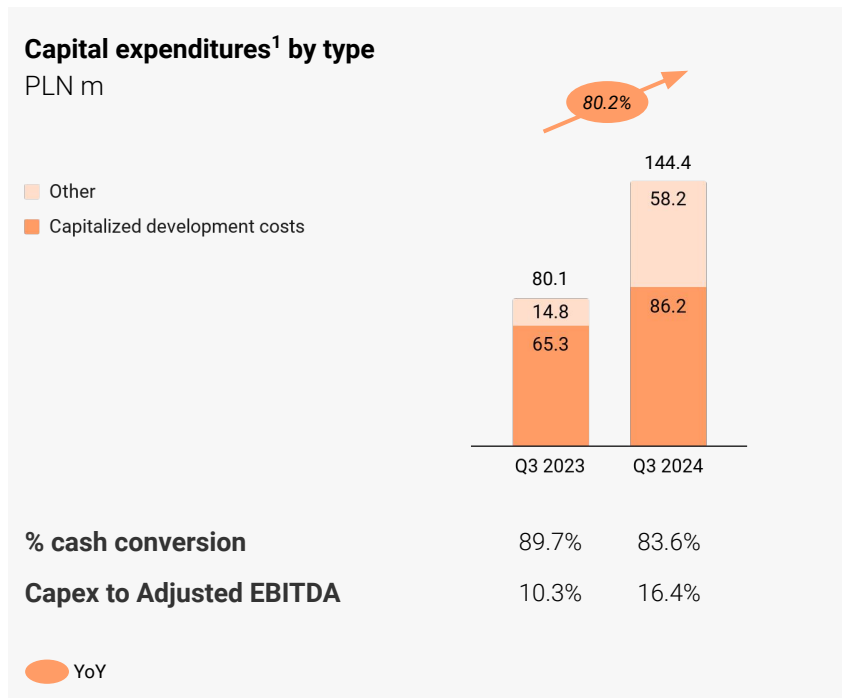
2. "Other" includes EBITDA from fintech, retail margin, price comparison revenue, logistic service revenue and other revenue and payment charges

3. Other SG&A incl. staff costs, IT costs, net impairment costs and other expenses (where not included in advertising EBITDA contribution). SG&A costs adjusted in line with EBITDA adjustments

4. Cost of delivery - include all delivery costs; (i) presented net for Smart! deliveries where Allegro acts as an agent and (ii) from Q2'24, gross where Allegro acts as principal, with a corresponding increase in logistic service revenue. For details refer to the H1 2024 Management Report

Capex spend growing 80% from last year's lows

ROI and asset utilization remain key decision drivers



- Capital expenditures up by PLN 64.3, or 80% vs last year's lows, but well within the medium-term guardrail of up to 20% of Polish Adjusted EBITDA
- Capitalized development costs up 32% YoY as larger and costlier tech team focuses on new software launches
- Other capex up nearly 4x YoY mainly from locker rollout and IT spending

1. Presented values are related to cash flow from investing activities and do not include leased assets (which are presented in the balance sheet and financing cash flow)

Q3 2024 key results: Mall Segment

GMV

Q3 2024	PLN 410m	-34.6% YoY
9M 2024	PLN 1,347m	-36.5% YoY

Active Buyers¹

3.5m	-13.3% YoY
------	------------

LTM GMV / Active Buyer

PLN 641	-26.5% YoY
---------	------------

Take Rate

12.22%	-1.52pp YoY
11.56%	-1.76pp YoY

Revenue

Q3 2024	PLN 341m	-28.8% YoY
9M 2024	PLN 1,107m	-30.7% YoY

Adjusted EBITDA

PLN -60.0m	N/A ²
PLN -175.6	N/A ²

Adj. EBITDA / GMV Margin

-14.62%	-7.56pp YoY
-13.04%	-5.31pp YoY

1P Gross Margin³

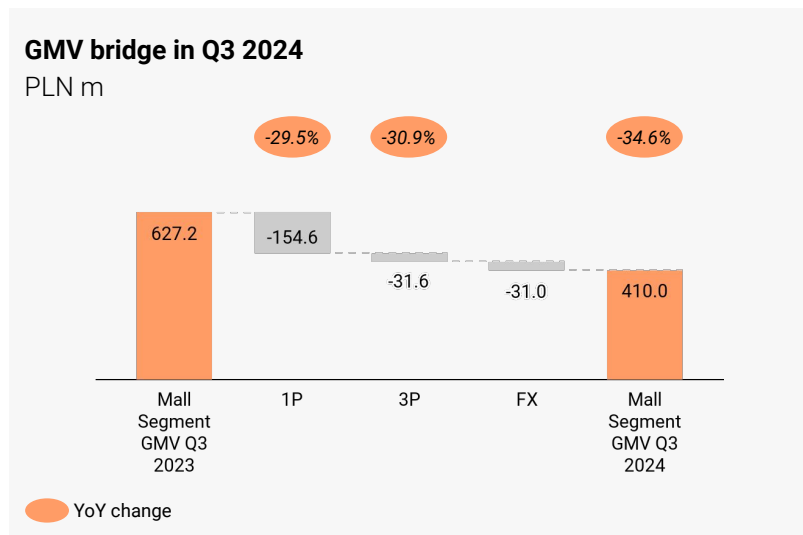
7.99%	-4.02pp YoY
10.27%	-1.67pp YoY

1. Represents, as of the end of a period, each unique email address connected with a buyer that has made at least one purchase on any of the Mall Segment sites (Mall.cz, Mall.hu, Mall.sk, Mall.hr, Mimovrste.com, CZC.cz) in the preceding twelve months

2. Not applicable, as the comparative was a negative number with Adjusted EBITDA loss of PLN 44.3m for Q3 2023 and PLN 163.9m for 9M 2023

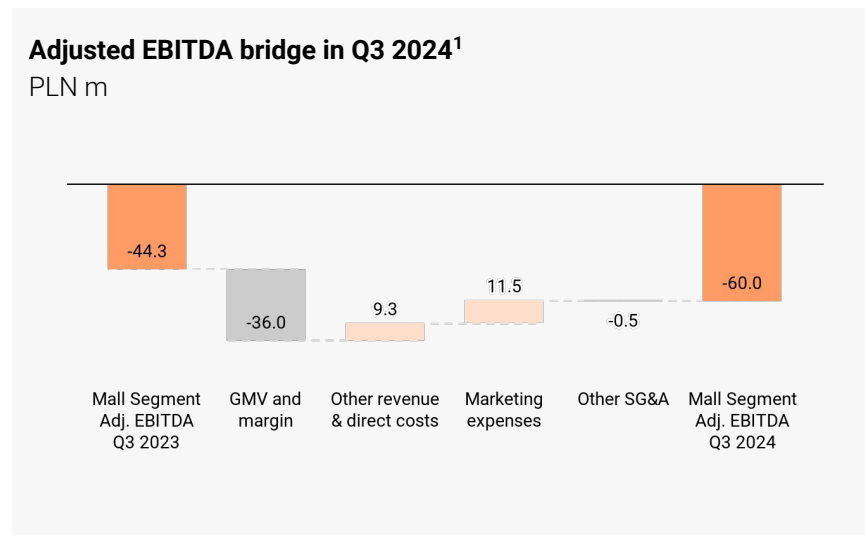
3. Defined as (Retail revenue – cost of goods sold) / Retail revenue

Mall segment loss stable QoQ despite aggressive stock sell-outs



- GMV down 34.6% YoY driven by continued rightsizing of the legacy business, further SKU reduction and pivoting towards profitable sales in a lean merchant model
- Q3 saw major sell-out at CZC ahead of legacy front-end shutdown
- FX impact reflecting YoY strengthening of PLN, caused ca. PLN 31m (or 4.9pp) headwind to GMV

1. Excluding items treated as adjustments to EBITDA



- Mall loss up PLN 2.4 million QoQ as CZC stock sold down, staff repurposed and reduced
- Further significant marketing spend savings on low margin items
- Inventory reduced significantly by PLN 211m / -59% YoY, driven by targeted sell-out of pruned SKUs, driving 1P gross margin down by 4.02pp YoY

Q3 2024 key results: Allegro International Segment¹ (allegro.cz and allegro.sk)

GMV

Q3 2024	PLN 384m	+97.2% YoY
9M 2024²	PLN 1004m	+299.0% YoY

Active Buyers³

2.8m	263.8% YoY
------	------------

LTM GMV / Active Buyer⁴

PLN 505	+54.6% YoY
---------	------------

Take Rate

7.41%	+0.07pp YoY
6.72%	-0.19pp YoY

Revenue

Q3 2024	PLN 41m	154.3% YoY
9M 2024²	PLN 99m	414.3% YoY

Adjusted EBITDA

PLN -87.6m	N/A ⁵
PLN -230.7m	N/A ⁵

Adj. EBITDA / GMV Margin

-22.79%	+6.26pp YoY
-22.98%	+16.62pp YoY

1. Results of allegro.cz + allegro.sk operations (run by Allegro sp. z o.o. legal entity) & other Allegro International start-up costs related to preparatory work on international marketplaces to be launched

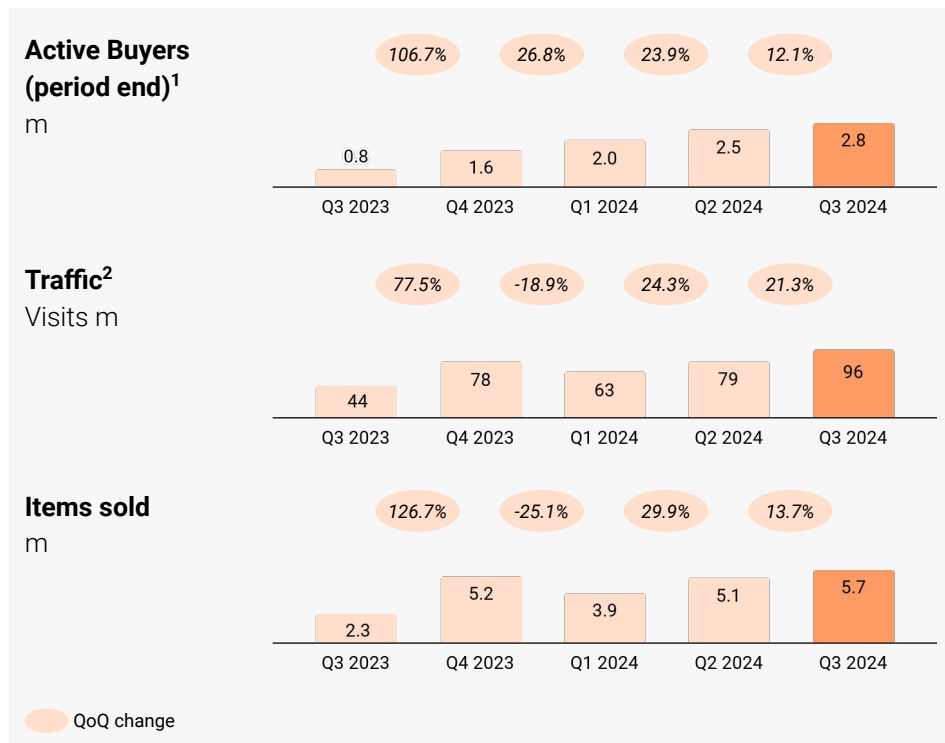
2. Comparative information for 9M 2023 includes only Q2 and Q3 2023 data as Allegro International Segment was created following allegro.cz launch in May 2023, hence impacting the YoY reported dynamics

3. Represents, as of the end of a period, each unique email address connected with a buyer that has made at least one purchase on allegro.cz or allegro.sk in the preceding twelve months (i.e. since first international marketplace launch in Q2'23)

4. Represents LTM GMV divided by the number of Active Buyers as of the end of a period - both measures cumulative since since first international marketplace launch in Q2'23

5. Not applicable, as the comparative was a negative number with Adjusted EBITDA loss of PLN 56.6m for Q3 2023 and loss of PLN 99.6 for 9M 2023

Allegro.cz and allegro.sk reached over 2.8 million Active Buyers, of which over 2 million newly attracted to the Group

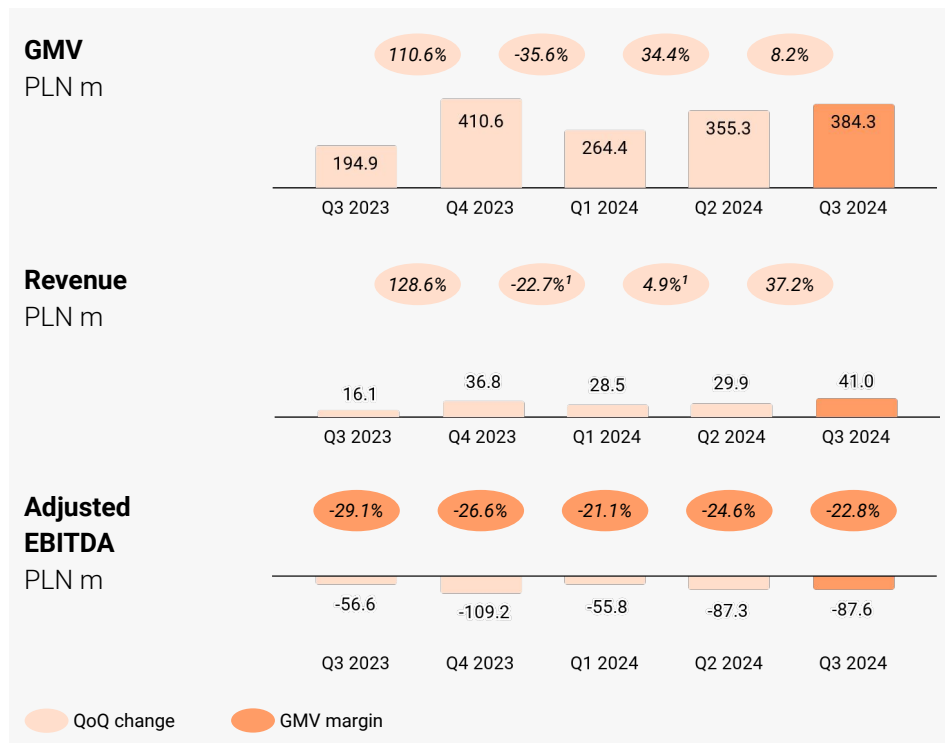


- Added >300k Active Buyers QoQ, now reaching 2.8 million customers, driven by further growth in Slovakia
- Solid progress in traffic, reaching 96 million visits, up by 21% QoQ and more than doubled YoY
- Items sold surpassing the Christmas peak levels, with lower price points reflecting category mix shift: lower share of Electronics and larger contribution of lower ASP, high-frequency categories
- allegro.hu soft launched post Q3

1. Note: total allegro.cz and allegro.sk Active Buyers, before intersegment eliminations with the Mall Segment

2. Source: Company data

Slowing GMV growth dynamic in Q3 as margins improve



- GMV up by over 8% QoQ and nearly 2x higher YoY
- FX headwind on GMV from strengthening PLN in Q3 lowered GMV by -1.37pp vs Q2 and -1.90pp vs Q1
- Frequency and ASP trends in Czechia lagging expectations; recovery plan under implementation
- Revenue outpacing GMV performance thanks to higher take rates and proprietary delivery revenues
- Adjusted EBITDA to GMV margin improving QoQ by 1.8pp reflecting GMV growth induced by investments in marketing

1. Reported QoQ changes in Revenue reflect a catch-up presentation adjustment of PLN 3.8 million in Q2, which related to Q1 2024. Certain trial Smart! delivery costs were reclassified from Marketing service expenses to reduce Marketplace revenue. If these items had been correctly presented, QoQ revenue dynamics would have been -31.9% for Q1'24 and 32.7% for Q2'24, while Adjusted EBITDA remains unchanged in both quarters. For details refer to Appendix 3 to the H1'24 Management Report

Q3 2024 key results: International Operations¹ (Allegro International Segment and Mall Segment)

GMV

Q3 2024	PLN 764m	-4.3% YoY
9M 2024	PLN 2,266m	-3.2% YoY

Active Buyers²

5.5m	+23.8% YoY ²
------	-------------------------

LTM GMV / Active Buyer

PLN 638	-24.3% YoY
---------	------------

Take Rate

8.24%	-1.68pp YoY
7.73%	-3.31pp YoY

Revenue

Q3 2024	PLN 355m	-27.4% YoY
9M 2024	PLN 1,130m	-29.8% YoY

Adjusted EBITDA

PLN -147.6m	N/A ³
PLN -406.7m	N/A ³

Adj. EBITDA / GMV Margin

-19.32%	-6.67pp YoY
-17.95%	-6.69pp YoY

1P Gross Margin⁴

8.70%	-3.65pp YoY
10.70%	-1.34pp YoY

1. International Operations include results of operations of two segments reportable in the Group's financial statements: (i) "Mall Segment" and (ii) "Allegro International Segment", after intersegment eliminations and impact of local currencies translation to PLN

2. Represents, as of the end of a period, each unique email address connected with a buyer that has made at least one purchase from International Operations in the preceding twelve months, with any Active Buyer present in both Mall Segment and Allegro International Segment counted only once

3. Not applicable, as the comparative was a negative number with Adjusted EBITDA loss of PLN 101.0m in the comparable period for Q3 2023 and loss of PLN 263.5m for 9M 2023

4. Defined as (Retail revenue – cost of goods sold) / Retail revenue

Q3 2024 key results: Consolidated Group¹

GMV

Q3 2024	PLN 15,458m	+9.9% YoY
9M 2024	PLN 45,573m	+10.0% YoY

Active Buyers²

PLN 20.5m	+8.1% YoY
-----------	-----------

LTM GMV / Active Buyer

PLN 3,053	+0.9% YoY
-----------	-----------

Take Rate

12.39%	+0.52pp YoY
12.29%	+0.90pp YoY

Revenue

Q3 2024	PLN 2,621m	+7.8% YoY
9M 2024	PLN 7,793m	+9.0% YoY

Adjusted EBITDA

PLN 734.8m	+8.6% YoY
PLN 2,204.1m	+23.3% YoY

Adj. EBITDA / GMV Margin

4.75%	-0.06pp YoY
4.84%	+0.52pp YoY

Cash Conversion

75.3%	-10.69pp YoY
80.3%	-0.15pp YoY

1. Consolidated Group includes results of the Polish Operations and International Operations, after intersegment eliminations

2. Represents, as of the end of a period, each unique email address connected with a buyer that has made at least one purchase on any of the platforms operated by the Group, including both Polish Operations and International Operations

Increasing flexibility to invest in growth as leverage falls further to 0.95x

PLN m (unaudited)	30.09.2023	31.12.2023	30.06.2024	30.09.2024
LTM Adjusted EBITDA Polish Operations	2,759.5	2,957.6	3,412.2	3,517.0
LTM Adjusted EBITDA International Operations	(302.9)	(414.6)	(511.2)	(557.8)
LTM Intersegment eliminations	(0.1)	(2.9)	(2.9)	(3.2)
Adjusted EBITDA LTM	2,456.7	2,540.1	2,898.0	2,955.9
Borrowings at amortized cost	6,422.6	6,067.5	6,064.7	6,069.0
Lease liabilities	663.2	617.6	586.4	568.4
Cash	(1,747.9)	(2,049.1)	(3,645.2)	(3,836.0)
Net Debt	5,337.8	4,635.9	3,005.9	2,801.4
Leverage¹	2.17x	1.83x	1.04x	0.95x
Equity	9,344.3	9,043.3	9,664.6	9,879.5
Net debt to Equity	57.1%	51.3%	31.1%	28.4%

- Leverage drop driven by solid LTM EBITDA growth and robust cash conversion
- 0.50pp margin step-down on borrowings from September, translating into interest expense savings
- Positive hedging impact of ca. 0.40pp p.a. from Q3 after the old hedging contracts expired
- Capital allocation policy currently under Board's review in this year's planning round

1. Group Net Debt divided by Group Adjusted EBITDA for the preceding twelve months, non IFRS measure

Management outlook

Commentary to Q4 2024 Outlook

Polish Operations

- Pulling multiple levers to continue accelerating YoY GMV growth
- GMV growth at 11-13% YoY compares to 8.5% for Q4 2023 and reflects sequential improvement throughout 2024
- All 2023 monetization moves already lapped
- Adjusted EBITDA / GMV margin within 5.3-5.5% range, vs 5.8% for Q4 2023, reflecting increased marketing, logistics and team investments

International Operations

Mall Segment

- Pivoting to lean merchant model means Mall Segment enters Q4 peak season:
 - With reduced active SKU count
 - Without CZC legacy front-end store
- Mall expected to report materially faster GMV contraction for Q4 vs Q3, with reduced margins from stock sell-outs deepening the Adjusted EBITDA loss

Allegro International Segment

- International marketplace GMV YoY growth expected much slower than Q3 due to slow progress on shopping frequency
- Adjusted EBITDA outlook impacted by additional marketing investment across Czechia and Slovakia aimed at driving the shopping habit and leveraging the peak season demand

Q4 2024 outlook

	Polish Operations			International Operations ³			Group consolidated		
	Q3'24E	Q3'24 Actual	Q4'24E	Q3'24E	Q3'24 Actual	Q4'24E	Q3'24E	Q3'24 Actual	Q4'24E
GMV	10-11% YoY growth	10.8% YoY growth	11-13% YoY growth	3-6% YoY decline	4.3% YoY decline	25-28% YoY decline	9-10% YoY growth	9.9% YoY growth	8-10% YoY growth
Revenue	16-18% YoY growth	17.1% YoY growth	13-16% YoY growth	26-28% YoY decline	27.4% YoY decline	48-52% YoY decline	8-10% YoY growth	7.8% YoY growth	+/-2% YoY change
Adjusted EBITDA¹	11-13% YoY growth	13.5% YoY growth	4-7% YoY growth	PLN 150-160m loss	PLN 147.6m loss	PLN 210-230m loss	5-8% YoY growth	8.6% YoY growth	2% to 6% YoY decline
CAPEX²	PLN 140-150m	PLN 144.4m	PLN 170-180m	PLN 35-45m	PLN 37.3m	PLN 30-40m	PLN 175-195m	PLN 181.8m	PLN 200-220m

1. Adjusted EBITDA defined as EBITDA pre group restructuring and development costs, stock-based compensation and other one-off items

2. Represents cash capex and does not include leased assets (which are presented in balance sheet)

3. GMV, revenue, Adjusted EBITDA and CAPEX expectations and actuals for International Operations include two segments reportable in the Group's financial statements: (i) "Mall Segment" and (ii) "Allegrò International Segment", after intersegment eliminations and impact of local currencies translation to PLN

Q & A

Upcoming investor meeting opportunities:

London | 19 November

Goldman Sachs CEEMEA Conference

Barcelona | 21-22 November

Morgan Stanley European TMT Conference

Prague | 4-5 December

WOOD's Winter Wonderland EMEA Conference

London | 8-9 January

Citi 2025 Emerging Europe Conference

Lyon | 10 January

ODDO BHF Forum 2025

Online | mid March

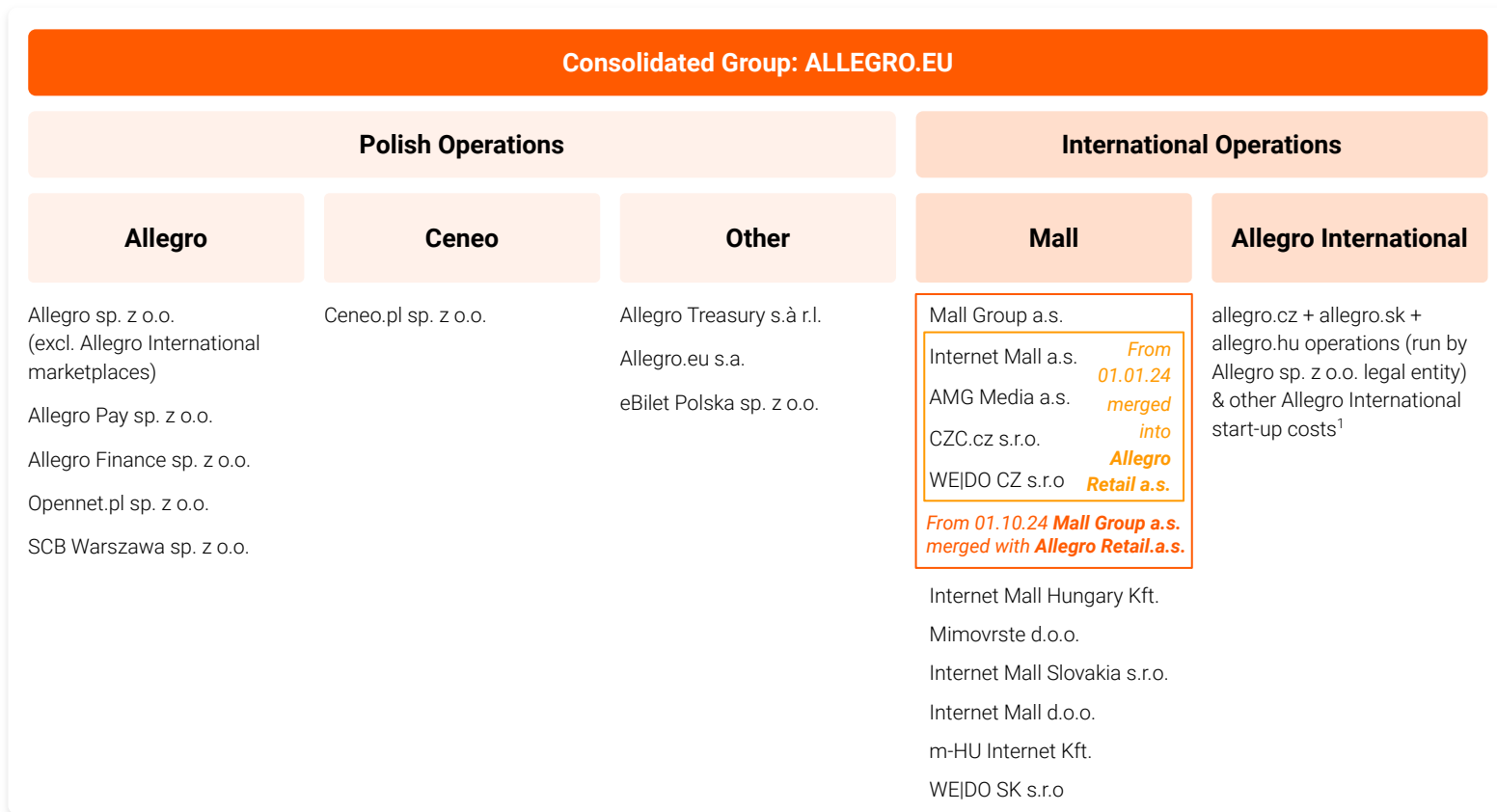
Q4'24 results publication

allegro

Thank you

Contact for investors: ir@allegro.eu

Appendix | Expanded group structure explained



1. Start-up expenses related to preparatory work on international marketplaces to be launched