Consolidated Income Statement

Consolidated Statement of 3.1 **Comprehensive Income**

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IN EUR M Notes Jan 1 - Dec 31, 2017 Jan 1 - Dec 31, 2016 Revenue 4,489.0 3.639.0 (1.) Cost of sales (2.) -2,529.6 -2,029.6 **Gross profit** 1,959.4 1,609.4 Selling and distribution costs (3.) -1,530.8 -1,223.7 Administrative expenses (4.) -242.9 -191.3 Other operating income (5.) 11.8 16.7 Other operating expenses (6.) -9.9 -4.1 Earnings before interest and taxes (EBIT) 187.6 207.0 Interest and similar income 3.9 2.1 Interest and similar expenses -14.5-11.8 Result of investments accounted for using the equity method 0.3 -3.6 Other financial result -2.2 -0.7 Financial result (7.)-12.4 -14.1 Earnings before taxes (EBT) 175.2 192.9 Income taxes (8.) -73.6 -72.5 Net income for the period 101.6 120.5 Thereof net income attributable 120.5 103.1 to the shareholders of ZALANDO SE Thereof net income attributable to non-controlling interests 0.0 -1.6 Net income for the period as percentage of revenue 2.3% 3.3% Basic earnings per share (in EUR) (9.) 0.49 0.42 Diluted earnings per share (in EUR) (9.)0.40 0.47

Consolidated Statement of Comprehensive Income

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| IN EUR M | Jan 1 - Dec 31, 2017 | Jan 1 – Dec 31, 2016 |
|---|----------------------|----------------------|
| Net income for the period | 101.6 | 120.5 |
| Items recycled to profit or loss in subsequent periods | | |
| Effective portion of gains/losses from cash flow hedges, net of tax | 8.9 | -2.7 |
| Exchange differences on translation of foreign financial statements | 3.1 | -2.0 |
| Other comprehensive income | 12.0 | -4.7 |
| Total comprehensive income | 113.6 | 115.8 |
| Thereof total comprehensive income attributable to the shareholders of ZALANDO SE | 114.8 | 115.8 |
| Thereof net income attributable to non-controlling interests | -1.6 | 0.0 |