

OZON Global

Introduction

June 2021

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Seller N success story

Ozon is the most popular marketplace in Russia



Ozon Holdings PLC
listed on **NASDAQ**
stock exchange



No 1 multi-category
player in Russian
e-commerce
(According to Data Insight)



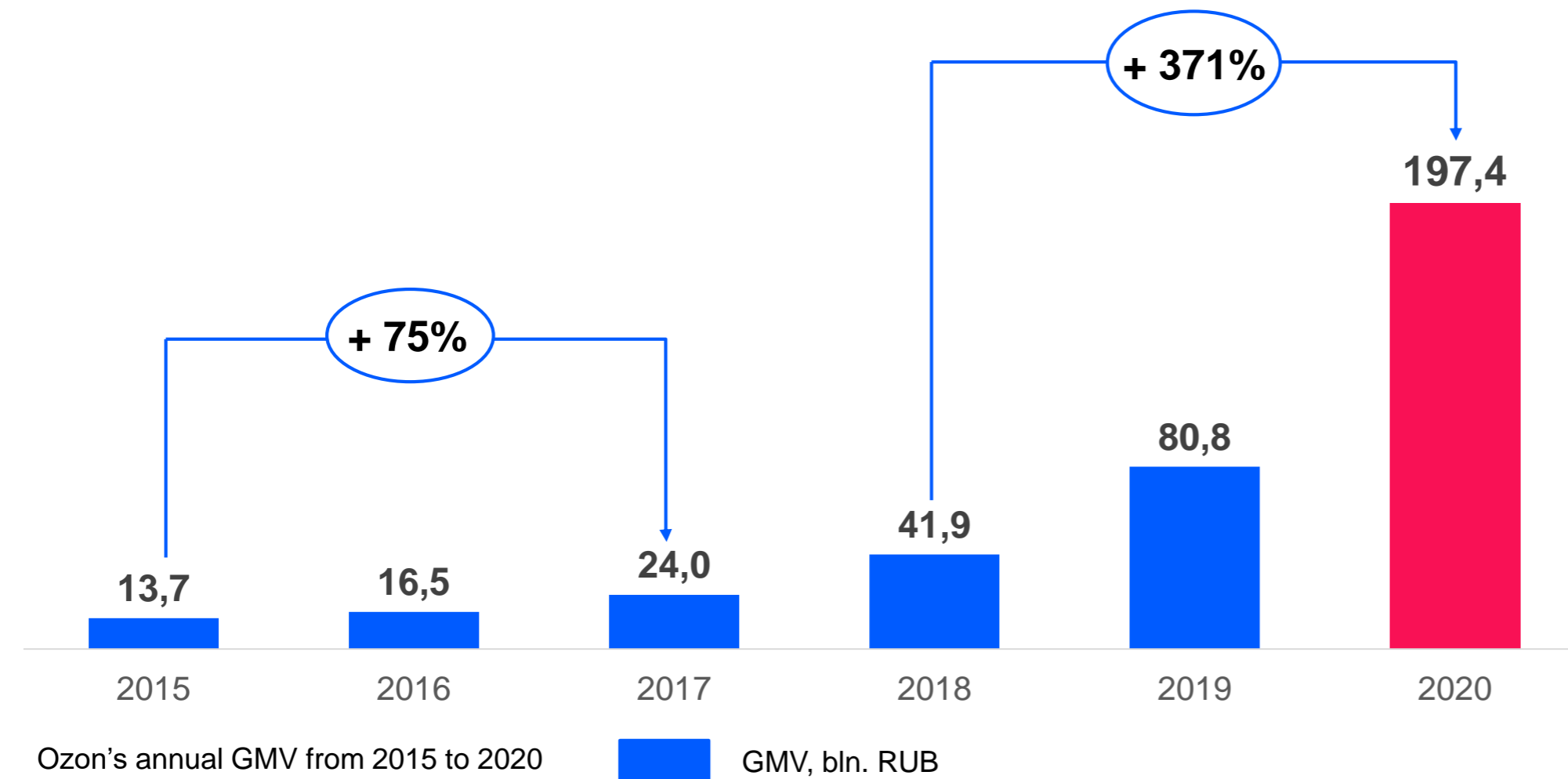
No 1 brand recognition
in e-commerce in
Russia
(According to BBDO)



Top-5 most
valuable Russian
internet company
(According to Forbes)

Ozon is Russia's fastest growing e-commerce platform

OZON has shown unrivaled growth in GMV (CAGR= **71%**)



Ozon was founded in 1998, and the number of active customers has grown to **16 million** since then.

We provide our customers with wide selection of goods.

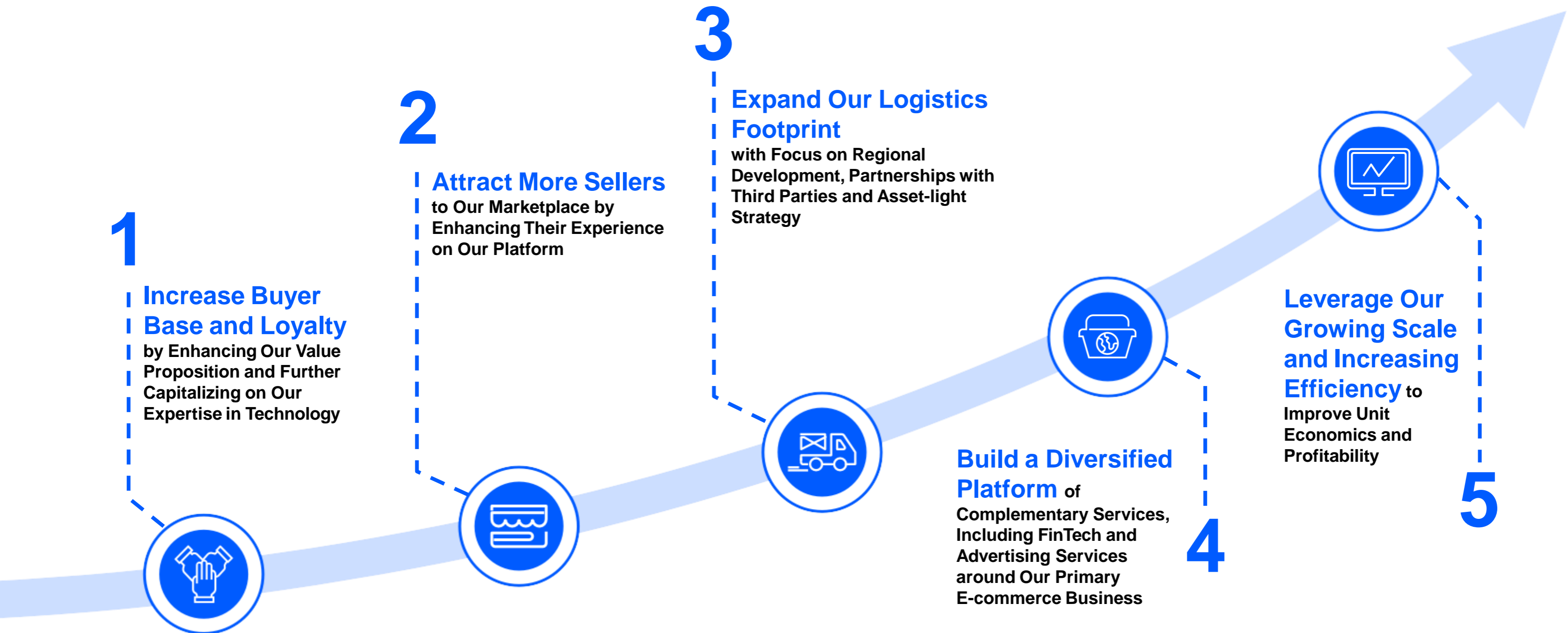
> **11 000 000**

SKUs across more than 20 categories

> **73 900 000**

Customer orders per year

Our Strategy and Key Growth Drivers



Accelerated GMV and Order Growth Coupled

Significant growth at scale



135%

GMV incl. services growth YoY in Q1 2021



161%

Orders growth YoY in Q1 2021

Leading Logistics Platform



c. 19MM

SKU assortment as of December 31, 2020⁽¹⁾



98%

Parcels delivered on time

Rapid expansion and higher order frequency



48%

Share of Marketplace GMV in 2020



33%

YoY increase in order frequency of 2020 cohort vs 2019 cohort

Large Buyer and Seller Base



c. 16MM

LTM Active buyers



4x

Growth in number of Sellers YoY

Source: Company data

Note:

¹ Includes different sizes of apparel

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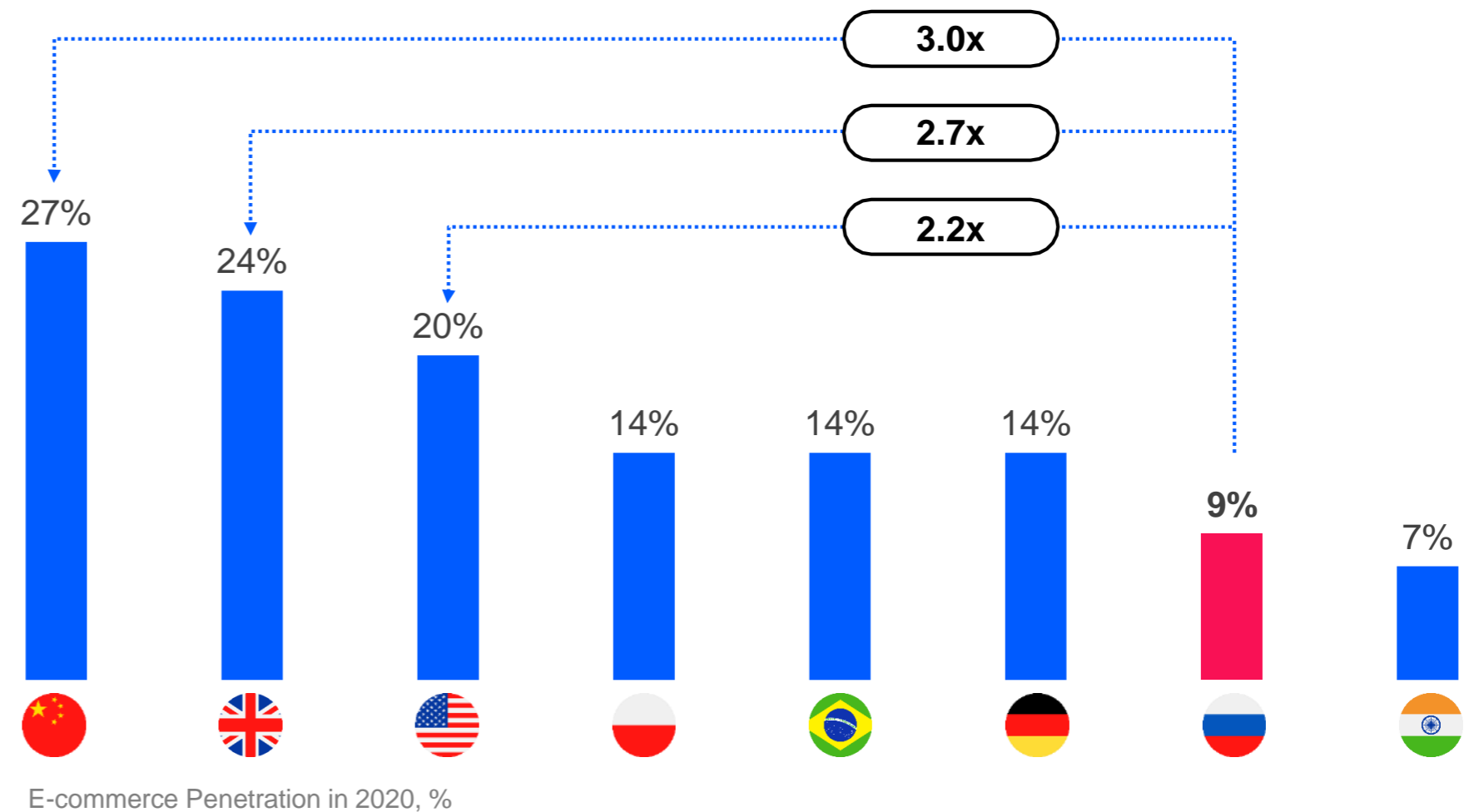
Seller N success story

Market with Low Penetration

Historical Reasons for Low Penetration:

- > Limited investment in e-commerce fulfillment and logistics infrastructure development
- > Lack of trust in e-commerce

Russian E-commerce Market is Underpenetrated



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About Ozon Global

Ozon Global is a part of Ozon: e-commerce platform for ordering goods abroad.

We connect our merchants with millions of loyal customers and give them sophisticated tools to grow their business.

Ozon Global was launched in 2020 and in less than 2 years our team has achieved the following results:

> 170 000

SKU across more than 20 product categories

> 250 000

customer orders per year

> 1 000

active sellers on Ozon Global

Our Mission

1. Expand the selection of international products in Russian market by attracting Global sellers to the platform
2. Meet the demand for international products
3. Allow Russian consumers to buy international products easily and quickly

What we have



Sellers from 40 countries actively perform on the platform



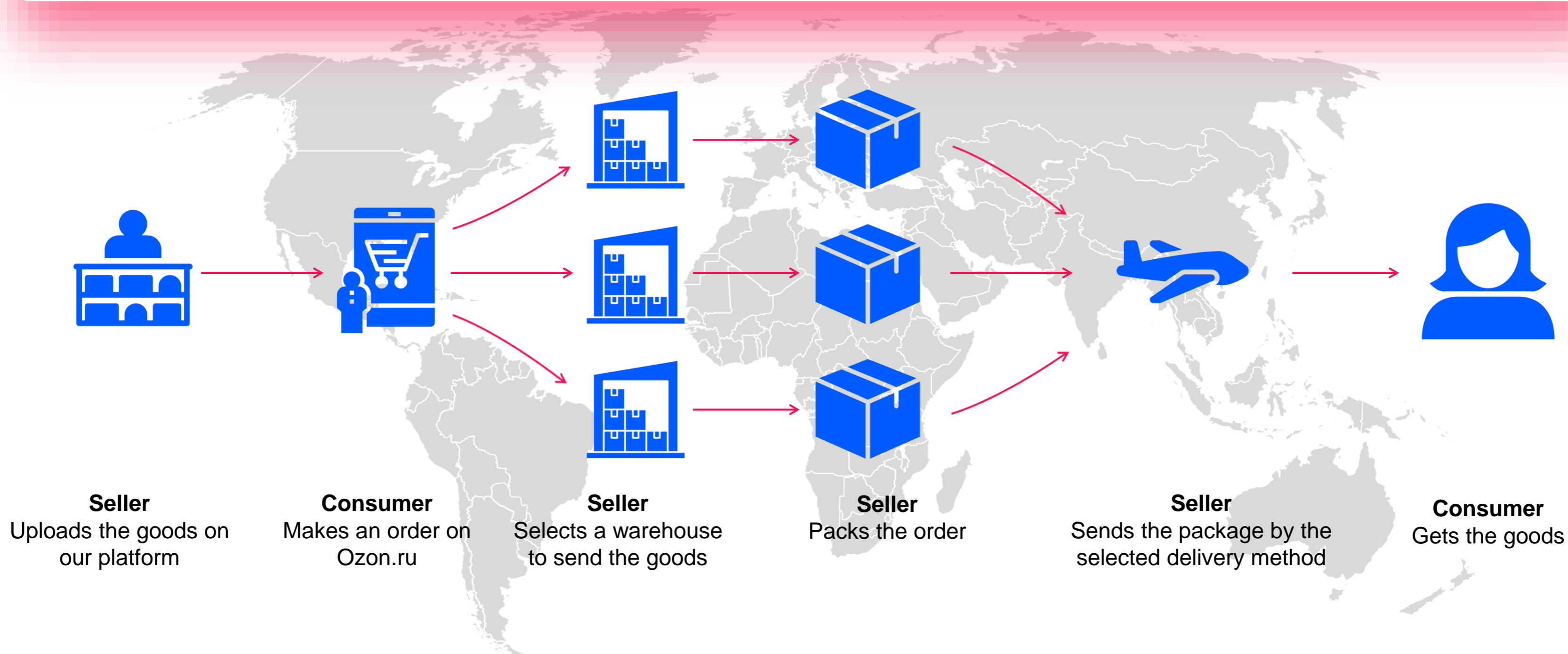
Professional marketing team focused on exclusive Global sellers developing



A professional team conducting daily analysis of the Russian market for Global sellers

Global Sellers work with FBS scheme

FBS (Fulfilment by sellers) is a new way for sellers to manage their logistics shipping goods abroad. It allows sellers to add their own warehouse and shipping method through a seller account



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Terms of Cooperation

Payments



- **2 x** month sales reports
- **2 x** month for delivered order
- Min payment 1 000 (USD)

Commissions



- Commission varies between **4% to 15%**, depending on the product category
- **No** subscription or listing fees

Support



- English speaking specialists
- Dedicated IT support
- Seller support manager

Logistics



A large number of delivery offices are located throughout Russia

Terms of Cooperation (Commissions)

| 4% | 5% | 8% | 10% | 15% |
|--|--|---|--|--|
| <ul style="list-style-type: none"> ○ Computers and Laptops ○ Monitors ○ TV sets | <ul style="list-style-type: none"> ○ Accessories and components for computers and laptops ○ Audio equipment and accessories for audio and video equipment ○ Baby products ○ Clothes, shoes and accessories ○ Consumer goods ○ Contact lenses ○ Food ○ Goods for pets ○ Large home appliances ○ Smartphones and tablets ○ Rehabilitation products ○ Small household appliances ○ Memory cards and flash drives | <ul style="list-style-type: none"> ○ Car products ○ Construction and repair ○ Cosmetic technique ○ Digital goods ○ Fresh food ○ Furniture ○ Goods for sports and recreation ○ Orthopedics ○ Parapharmaceuticals ○ Professional oral care ○ Sports nutrition ○ Vitamins and dietary supplements with Russian certification | <ul style="list-style-type: none"> ○ A house and a garden ○ Health and beauty ○ Vinyl records | <ul style="list-style-type: none"> ○ Books ○ Electronic accessories ○ Products for adults |

Legal framework

Ozon Global import rules:

- No import taxes for products under 200 Euro/parcel or under 31 kg
- Unlimited number of imported tax free parcels
- 15% import tax (paid by customer) for products over 200 Euro/parcel or over 31 kg

Key categories prohibited for Ozon Global*:

- Alcohol
- Tobacco E-cigarettes
- Arms
- Animals
- Plants and seeds
- Other prohibited categories

* And other products prohibited by the EACU law

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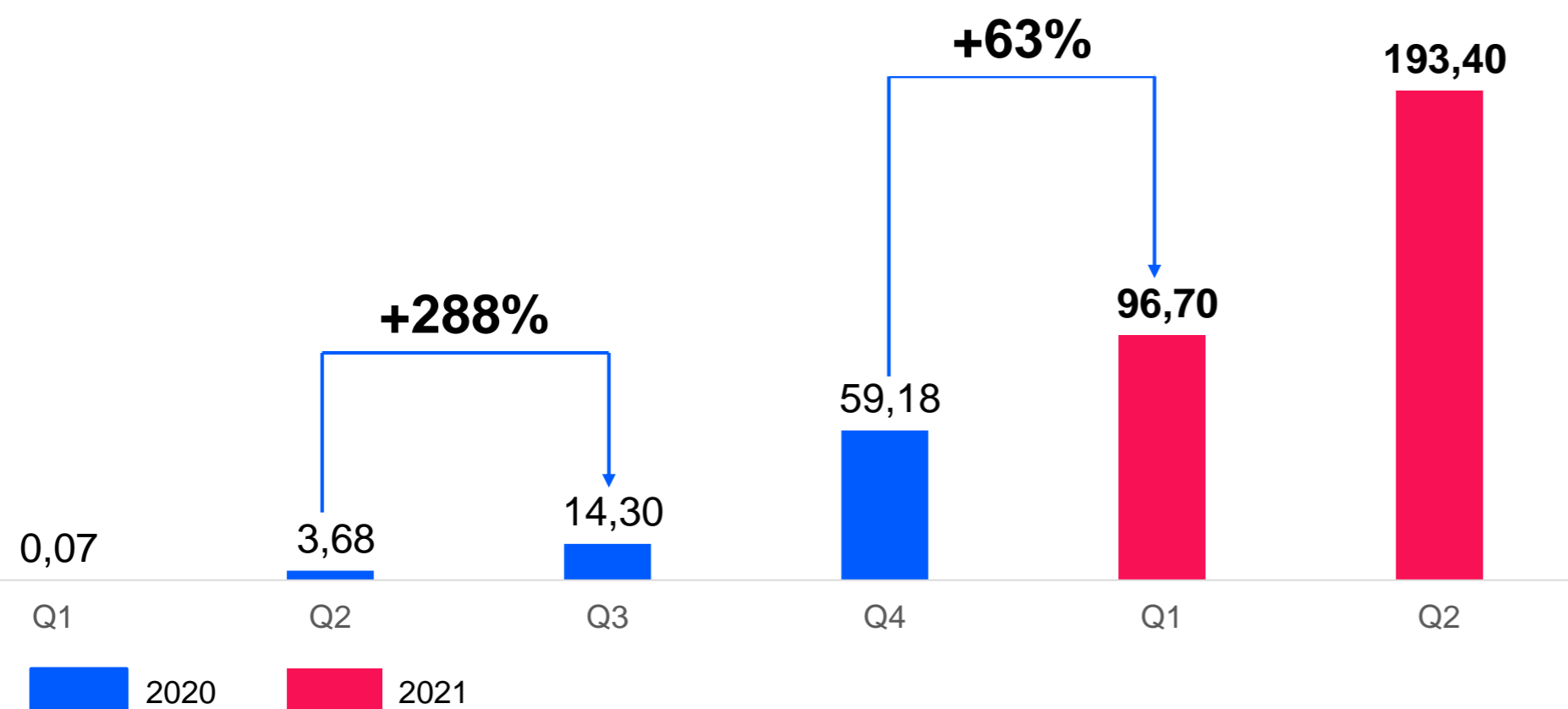
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Seller Success Story

Seller's GMV breakdown by Quarters, mn rub.



The seller in the example below joined **Ozon Marketplace** in the first Quarter 2020 and became one of the most successful performers in terms of its growth on **Ozon Global** – **26x growth** from the second Quarter 2020 to the first Quarter 2021

The seller offered a wide selection of goods on the platform for those categories, that were underperforming at the time, and also by offering high-demand and high-quality goods and brands

OZON

[Link](#) for the registration

More [information](#) about Ozon cross-border

Ozon cross-border [Help page](#)

Have any questions? Write to us



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