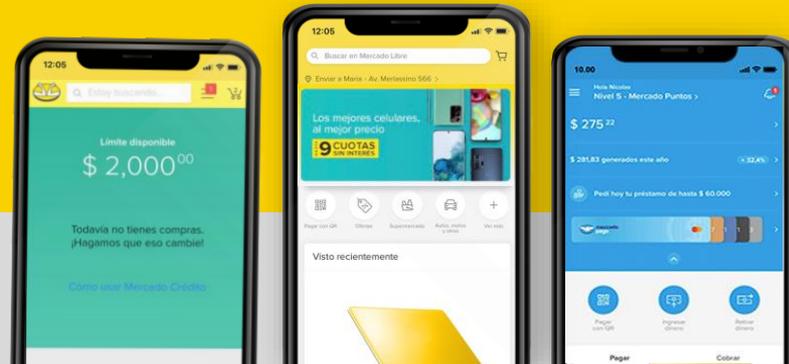


# Investor Presentation

Third Quarter 2022 Results



mercado  
libre



November 3<sup>rd</sup>, 2022

***This presentation may contain forward-looking statements relating to such matters as continued growth prospects for the Company, industry trends and product and technology initiatives.***

These statements are based on currently available information and our current assumptions, expectations and projections about future events. While we believe that our assumptions, expectations and projections are reasonable in view of currently available information, you are cautioned not to place undue reliance on these forward-looking statements.

A reconciliation of Non-GAAP measures can be found in our Third Quarter 2022 earnings press release available on our investor relations website.

All the information included in this presentation is updated as of September 30, 2022. Except as may be required by applicable law, we assume no obligation to publicly update or revise our statements.

Certain monetary amounts included elsewhere in this document have been subject to rounding adjustments. Accordingly, figures shown as totals in certain tables may not be the arithmetic aggregation of the figures that precede them.

Our actual results may differ materially from those included in this conference call, for a variety of reasons, including those described in the forward-looking statements and risk factor sections of our annual report on Form 10-K for the year ended December 31st, 2021, and any of MercadoLibre Inc.'s other applicable filings with the Securities and Exchange Commission, which are available on our investor relations website (<http://investor.mercadolibre.com>).

# Third Quarter 2022

## Operational & Financial Highlights



**US\$8.6BN**

+32% FXN<sup>1</sup> YoY

GMV

**US\$32.2BN**

+76% FXN<sup>1</sup> YoY

TPV

**US\$23.1BN**

+122% FXN<sup>1</sup> YoY

TPV OFF MARKETPLACE

**US\$2.7BN**

+61% FXN<sup>1</sup> YoY

NET REVENUES

**284.3MM**

+9% YoY

ITEMS SOLD

**91.9%**

+550bps YoY

MANAGED NETWORK<sup>2</sup>

**US\$2.8BN**

+146% YoY

CREDIT PORTFOLIO

**US\$296MM**

11.0% Margin

INCOME FROM OPERATIONS

# Third Quarter 2022

## What you can't miss



- Our **Commerce** business continues to perform consistently, with resilient growth across our major markets even as traditional retail fully reopens. We reached \$8.6 billion dollars in **gross merchandise volume**, with growth accelerating to 32% year-over-year on a FX-neutral basis.
- **We are particularly pleased with our performance in Brazil**, where we have gained significant market share, **and in Mexico**, where our growth was driven primarily by an increase in unique buyers, highlighting the traction that we have achieved there.
- Our **Fintech** business continues to show strong momentum with **Total Payment Volume** reaching \$32.2 billion dollars, and off-platform TPV growing above 100% on a FX-neutral basis for the fourth consecutive quarter.
- We surpassed 40 million **unique active users in fintech** for the first time, adding the most users on a quarterly basis in the last two years. All geographic segments contributed to this growth.
- **Mercado Crédito's** portfolio reached almost \$2.8 billion with growth slowing on the back of our decision to slow originations. The financial performance of our credit business remained solid, with annualized **IMAL\* spreads of 37%** in Q3'22.
- We achieved a new record in **total revenues** of almost \$2.7 billion, with take rates up slightly on a sequential basis in **Commerce**, and down slightly in **Fintech** due to a greater mix of larger merchants in our TPV.
- We achieved **record quarterly EBIT of \$296 million dollars**, with the operating margin expanding to 11.0% in Q3'22, highlighting our commitment to delivering sustainable and profitable growth.

# Third Quarter 2022

## Agenda



- 1 Quarterly Highlights
- 2 Financial Metrics
- 3 Margins
- 4 Appendix

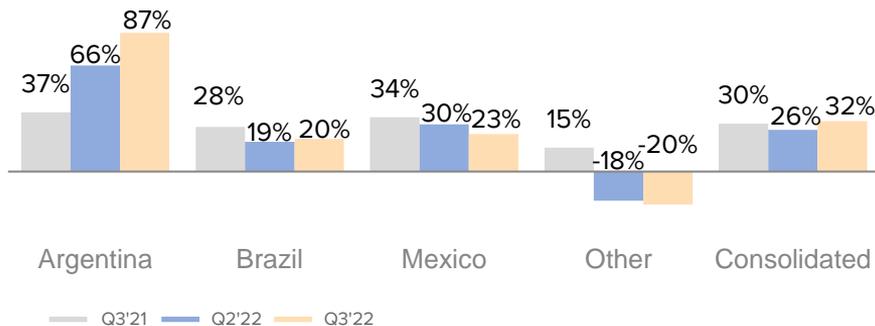
# Third Quarter 2022

## Quarterly Highlights

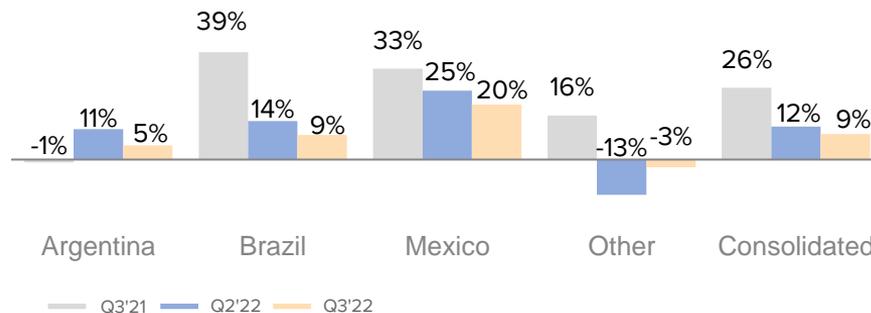
Marketplace



**Gross Merchandise Volume** (FX-Neutral YoY Growth)



**Items Sold** (YoY Growth)



**Total Unique Buyers** (MM)



### General Performance

- During Q3'22, our GMV growth accelerated to 32%, with each of our largest markets delivering a solid performance.
- Unique buyers reached almost 43 million in Q3 – the highest level in MELI's history - with growth of 10% year-on-year.
- Items purchased per buyer was broadly stable in Q3'22.

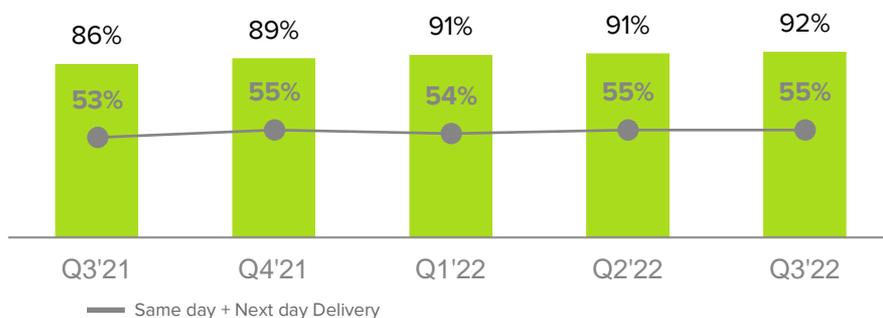
# Third Quarter 2022

## Quarterly Highlights

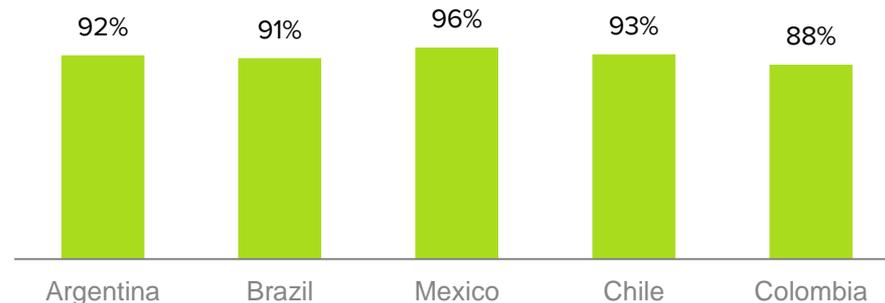
Logistics



### Managed Network Penetration\*



### Managed Network Penetration by Country (Q3'22)



### General Performance

- Almost 276 million items were shipped through Mercado Envíos.
- Managed Network penetration reached 92% overall, with Mexico, Chile and Colombia posting the largest year-on-year gains.
- 55% of our deliveries were made same-day or next-day, whilst almost 80% of deliveries were within 48 hours. Mexico and Chile delivered the biggest year-on-year gains in 48-hour delivery.

### Additional Notes

- Fulfillment penetration reached just over 40%, with the main sequential gains coming from Brazil - despite lower 1P penetration - and Chile.
- By the end of Q3'22, we had almost 7,000 Meli Places up and running, with 99% already enabled for both pick-up and returns. The early results from using Meli Places for reverse logistics are promising.
- We launched our first Receiving Center in Brazil, and we launched our partnership with Brazilian airline Gol to reduce shipping times to the northeast.

# Third Quarter 2022

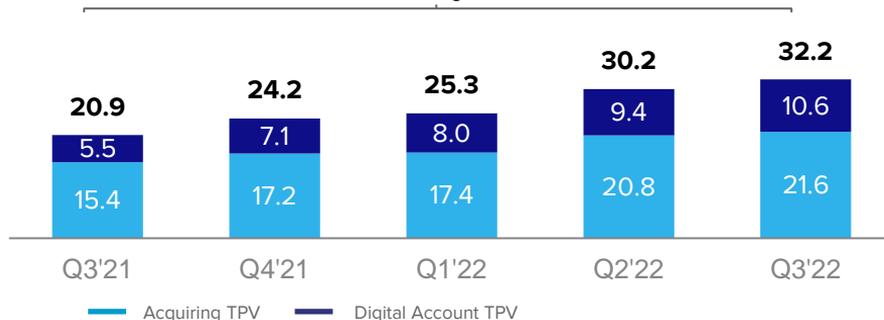
## Quarterly Highlights

Payments

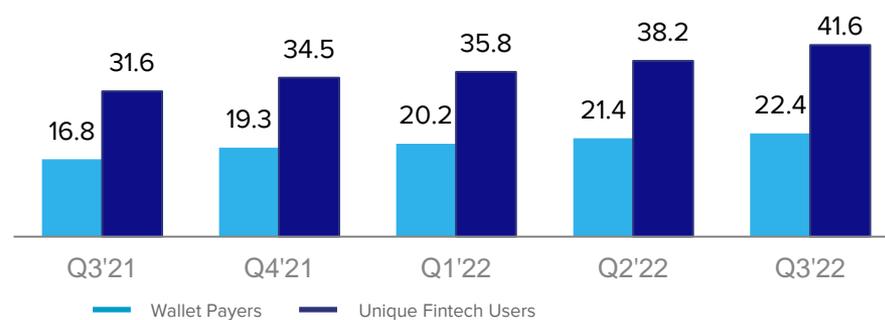


### Acquiring and Digital Account TPV (USD BN)

YoY FX-neutral growth: 76%



### Unique Fintech Active Users and Wallet Payers (MM)



### General Performance

- Acquiring TPV - On-Platform, Online Off-Platform, MPOS and QR transactions - delivered FX-neutral growth of 56%. MPOS continues to grow at a steady pace, with all three main markets posting solid growth.
- Digital Account TPV - Wallet payments, P2P transfers between MercadoPago Wallets, and prepaid, debit and credit cards - reached \$10.6 billion, with growth of 138% on a FX-neutral basis.

### Additional Notes

- Unique Fintech Active Users surpassed 40 million for the first time, with 32% growth year-on-year, expanding across the region, driven by higher engagement in all digital account use cases in all key markets.
- We have more than 26 million users of our asset management service.

Note 1: Transfers to other external accounts are not considered payments volume

Note 2: Unique Fintech Users refers to the users who engage in at least one of the following services within the quarter: wallet payments online, in app or in store; transfers; withdrawals; consumer or merchant credit borrowers; card users; fintech sellers; and fintech active products such as asset management and insurtech users

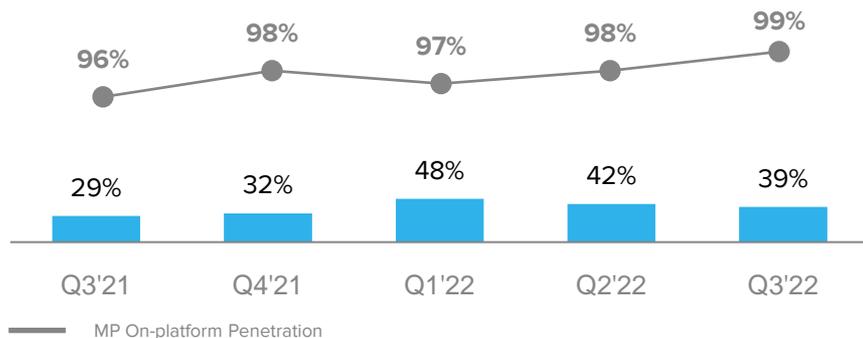
# Third Quarter 2022

## Quarterly Highlights

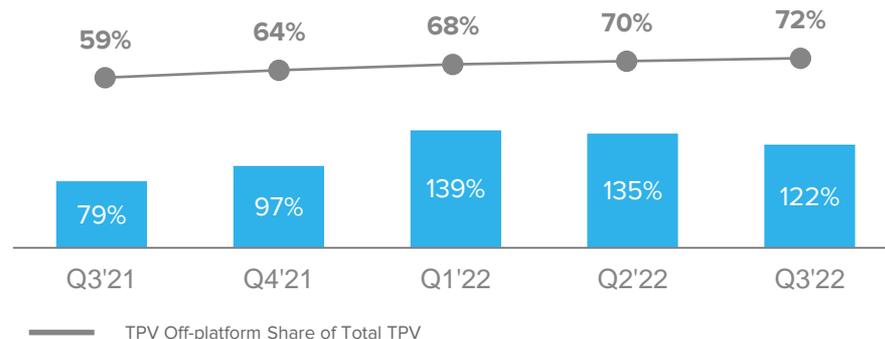
### Payments



#### Consolidated TPV ON Marketplace (FX-Neutral YoY Growth)



#### Consolidated TPV OFF Marketplace (FX-Neutral YoY Growth)



### General Performance

- TPV reached \$32.2 billion dollars on a consolidated basis, growing 76% on a FX-neutral basis year-over-year.
- Off-platform TPV grew at 122% on a FX-neutral basis, sustaining a rate of FX-neutral growth above 100% for the fourth consecutive quarter.
- We processed more than 1.4 billion transactions in Q3'22, a growth rate of 66% year-on-year; all major countries posted solid growth.

### Additional Notes

- Point growth remained consistent, up 78% year-on-year on a FX-neutral basis; all three major countries showed stable growth rates. We sold just under 1 million devices in Q3'22.
- Online Payments – our merchant solutions for payment links and online checkouts – delivered an acceleration of growth, reaching +50% year-on-year on a FX-neutral basis.
- QR Payments continued to grow at triple-digits, with strong contributions from Brazil and Argentina.

# Third Quarter 2022

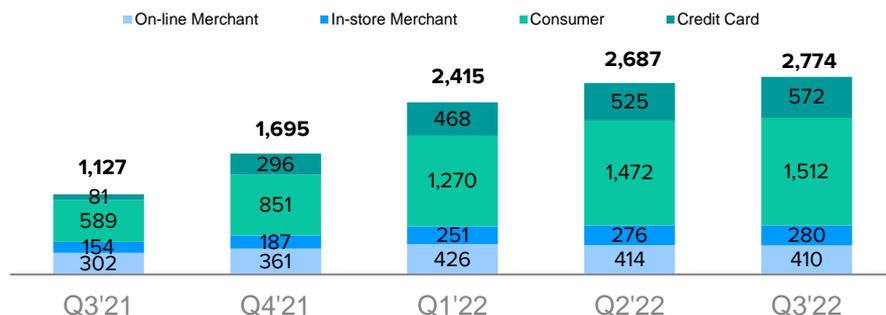
## Quarterly Highlights

Credits



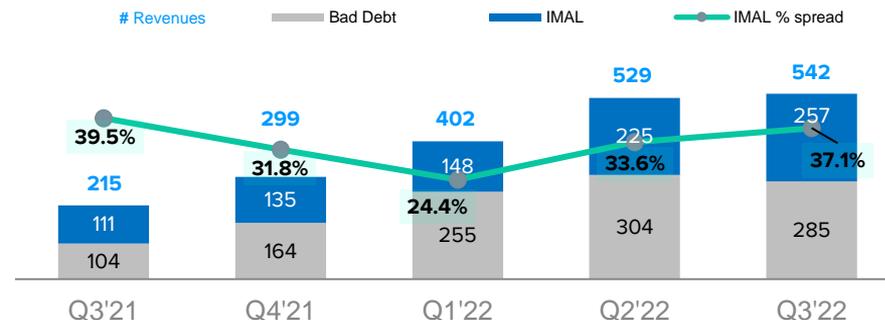
Credit portfolio remained stable...

Credits Portfolio, Total & by Product (US\$ M)



...and margins are resilient and expanding in Q3'22.

Interest Margin After Losses\*\*, Total (US\$ M, % of Portfolio)



### Q3 Credit Product Profile

Exposure per User (USD) \*

Duration (Months)



### General Performance

- Credit Portfolio continued to grow in Q3'22, mostly as a result of product mix (overweight towards credit card), as we continue to actively decelerate growth in the consumer and merchant books.
- IMAL spreads improved to 37.1%, despite some margin compression in the Brazilian consumer book, which did not hinder its healthy profitability, all Argentine books and the Mexican consumer book have either maintained or expanded their spreads, contributing to the overall improvement.

\* Exposure = Portfolio eop / Credit Active Users per book

\*\* Interest Margin After Losses (IMAL) = Revenues (interest from loans + late fees) net of provision for doubtful accounts. Note: Interchange fee revenues from credit card is not considered Credit Revenues. Portfolio considered is annualized eop.

# Third Quarter 2022

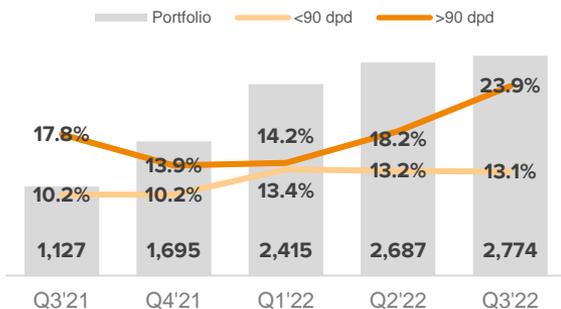
## Quarterly Highlights

Credits



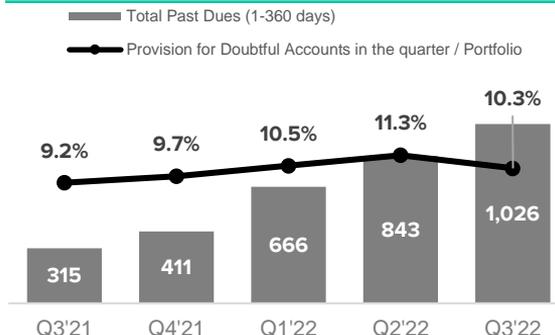
### Total Portfolio and Past dues <90 >90

(USD M, % NPLs / Total Portfolio)



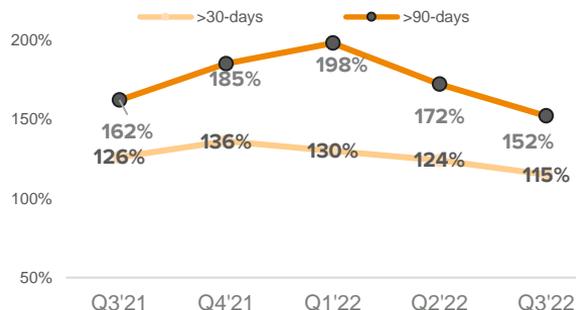
### Past dues and Bad Debt Provisions

(USD M, % of Total Portfolio)



### Provision Coverage

(% Allowance of Uncollectibles Provisioned / NPLs)



### General Performance

- Credit portfolio has remained stable, continuing slower pace of originations in the third quarter, leading to flat <90 days past dues and pushing growth into >90 days past due as the previous cohorts keep aging into the book.
- The overall coverage ratio has fallen to 10.3% – and is moving back towards historical levels – as a result of the slowdown in originations and unchanged provisioning rules.
- The higher provisioning in the 1–90-day bucket reflects the weaker asset quality from prior periods.<sup>1</sup> The provision for current loans has remained broadly stable because of the actions we took to mitigate the more challenging macro environment. Overall, our provisions as a percentage of each bucket are consistently conservative.
- Total allowance for doubtful accounts cover 155% of non-performing loans over 90 days, well above sector averages. Current accounting rules stipulate provisioning for newly originated credits that are yet to become due and increasing such provisions loans age into past dues; 90+ loans are almost 100% provisioned.

<sup>1</sup>Please see shareholder letter for detailed break down.

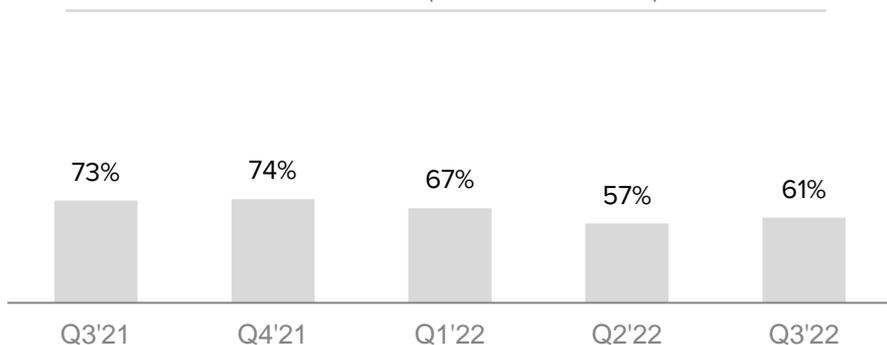
# Third Quarter 2022

## Quarterly Highlights

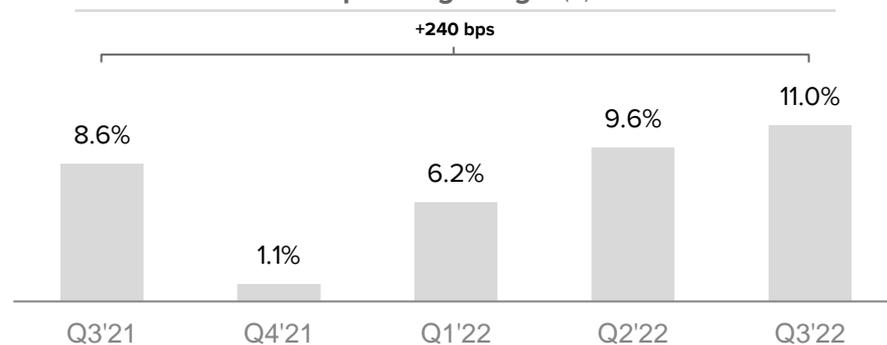
## Financial Results



Net Revenues (FX-Neutral YoY Growth)



Operating Margin (%)



### General Performance

- Consolidated net revenue reached \$2,690 million dollars, a year-on-year increase of 45% in US dollars and 61% on a FX-neutral basis.
- Commerce contributed \$1,465 million dollars of revenue, growing 33% year-on-year on a FX-neutral basis, whilst Fintech contributed \$1,225 million dollars of revenue, reflecting 115% FX-neutral growth.
- Gross profit reached \$1,348 million dollars, a margin of 50.1%, a gain of 667 bps year-on-year.
- Operating expenses were \$1,052 million in Q3, representing 39.1% of net revenues, 4.3pp higher compared with last year, due to the growth in provision for doubtful accounts in relation to our credit portfolio size, which was partially offset by operating leverage in marketing spend and general cost discipline.
- Our operating margin reached 11.0%, an expansion of 240bps versus Q3 last year, driven by higher monetization and operating leverage.
- Q3'22 net income margin of 4.8%, 32 bps lower when compared to 5.1% as of Q3 last year.

# Third Quarter 2022

## Agenda



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mercado  
envios



mercado  
pago



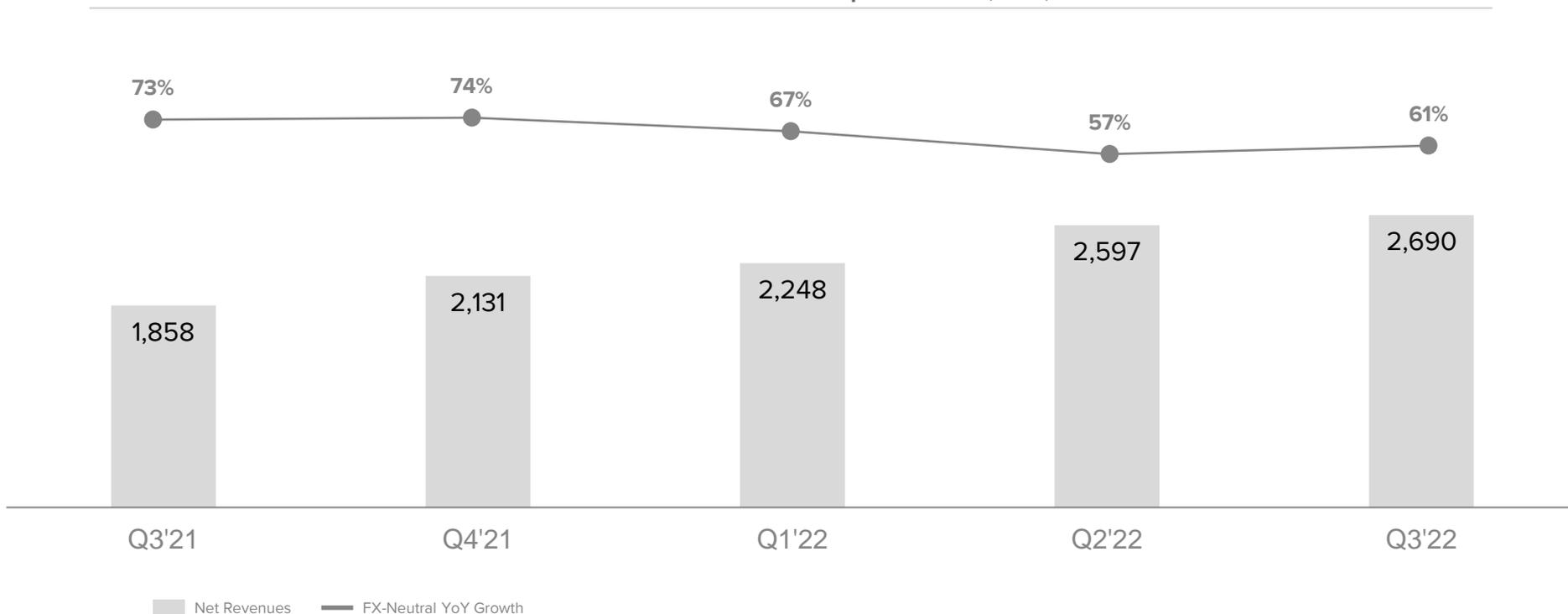
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crédito

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# Consolidated Net Revenues solid expansion of +\$830 million year-over-year, Fintech revenues almost doubled



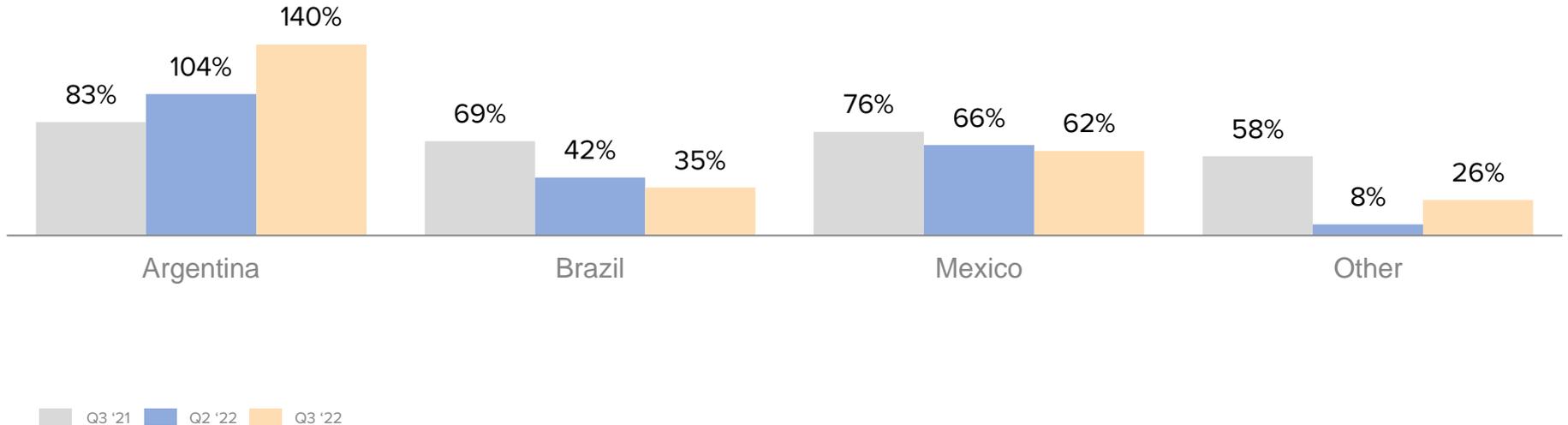
Consolidated Net Revenues per Quarter (US\$ M)



# Net Revenues sustained sound levels on country-level basis, Argentina stood out by accelerating sequentially



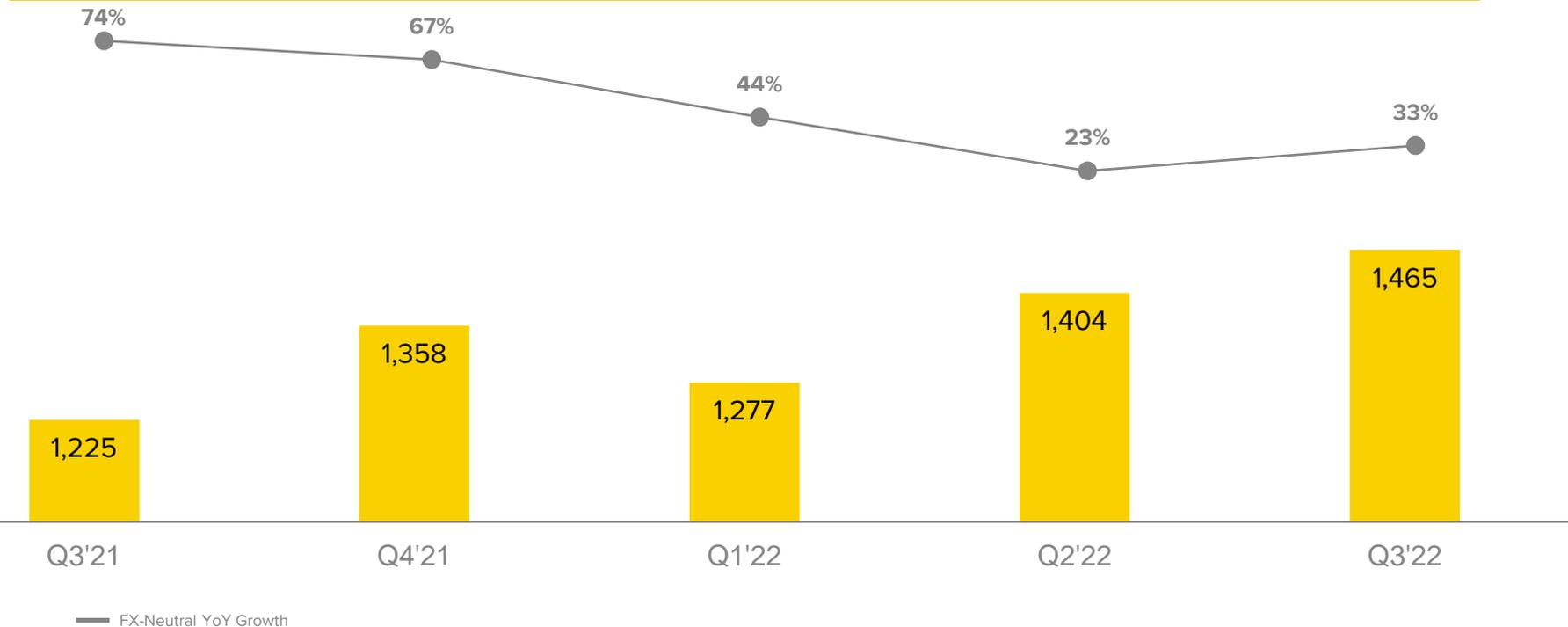
Consolidated Net Revenues per Quarter (FX-Neutral YoY Growth)



# Commerce Net Revenues reached almost \$1.5 billion in Q3, related to expanding advertising penetration and 3P GMV growth



Commerce Net Revenues per Quarter (US\$ M)

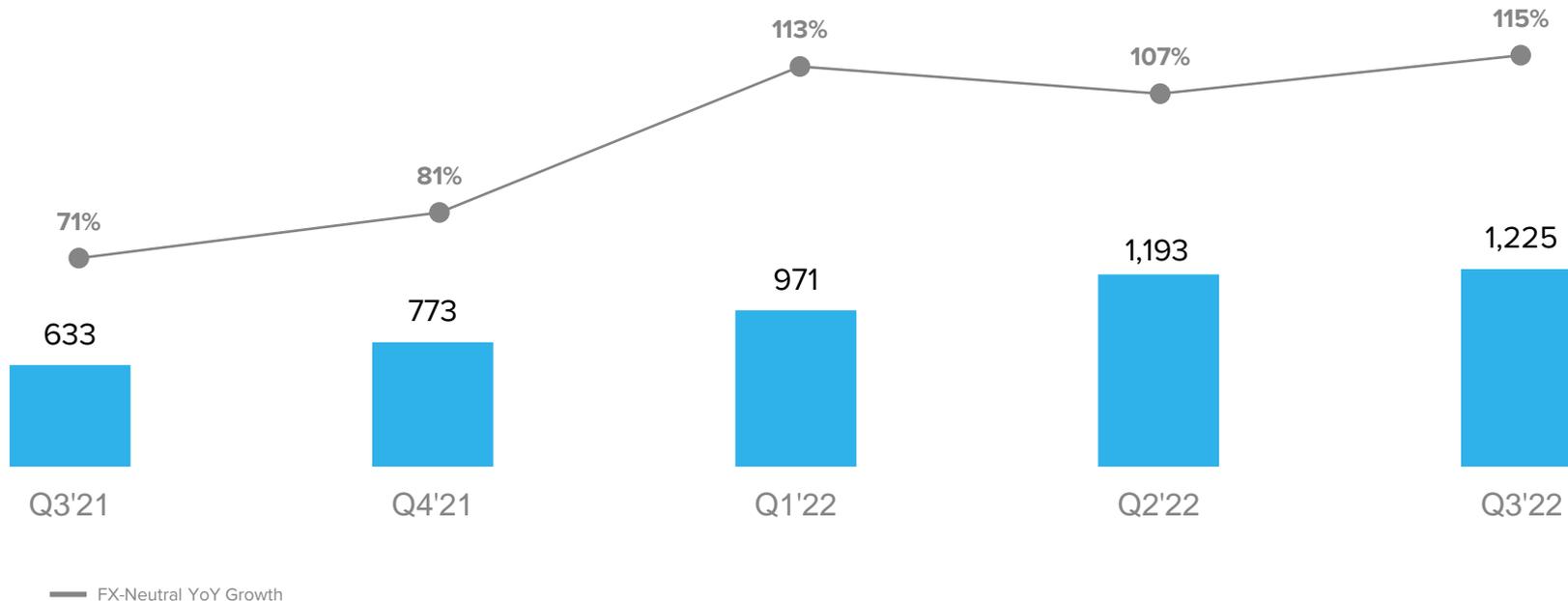


Revenues from Commerce transactions are mainly generated from: Marketplace final value fees paid by sellers derived from intermediation services and related shipping fees, classified fees derived from classified advertising services and ad sales, revenues from inventories sales and related shipping fees.

# Fintech Net Revenues were over \$1.2 billion, related to persistent TPV growth and overall improvement in payment related revenues



Fintech Net Revenues per Quarter (US\$ M)

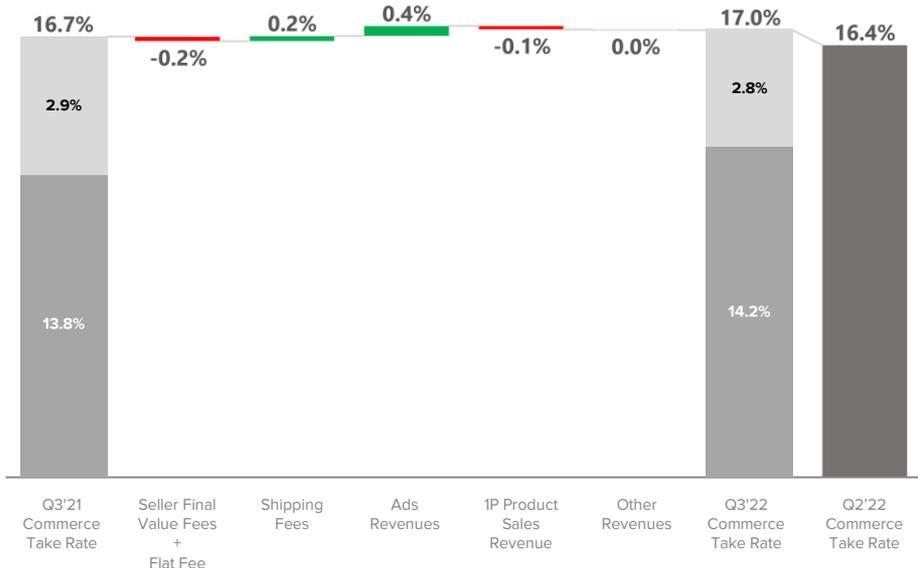


Fintech revenues are generated from payments fees. Regarding our Mercado Pago service, we generate payment fees attributable to: commissions representing a percentage of the payment volume processed that are charged to sellers in connection with off Marketplace platform transactions; commissions from additional fees we charge when a buyer elects to pay in installments through our Mercado Pago platform for transactions that occur either on or off our Marketplace platform; commissions from additional fees we charge when our sellers elect to withdraw cash; commissions that we charge from transactions carried out with Mercado Pago credit and debit cards; interest cash advances and fees from merchant and consumer credits granted under our Mercado Credito solution; and revenues from the sale of mobile points of sale products and insurtech fees.

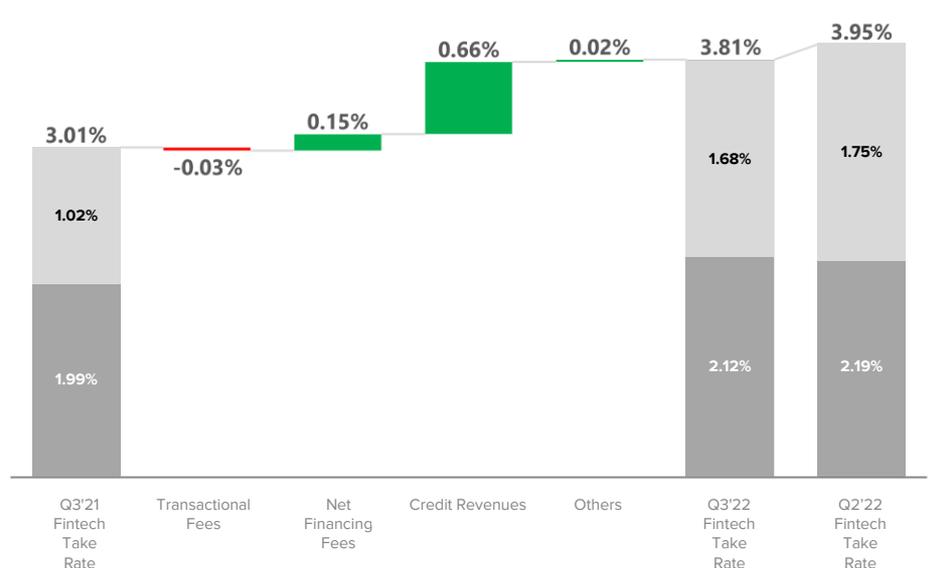
# Ads driving Commerce year-over-year take rate expansion; Credit keeps momentum leading higher Fintech monetization



Commerce Take Rate<sup>1</sup> (YoY Growth)



Fintech Take Rate<sup>2</sup> (YoY Growth)



■ 3P ■ 1P

■ Other Fintech Revenues ■ Credit Revenues

**3P Revenues and GMV:**



<sup>1</sup> Commerce Take Rate: Commerce Revenues as a % of Total GMV <sup>2</sup> Fintech Take Rate: Fintech Revenues as a % of Total TPV

# Third Quarter 2022

## Net Revenue Breakdown by Products and Services



3Q22 <sup>1</sup> & 3Q21 <sup>2</sup>	Brazil		Argentina		Mexico		Others		Total	
	3Q22	3Q21	3Q22	3Q21	3Q22	3Q21	3Q22	3Q21	3Q22	3Q21
Commerce Services (a)	669M	575M	221M	174M	257M	184M	76M	75M	1,223M	1,008M
Commerce Products Sales (b)	111M	103M	69M	61M	54M	36M	8M	17M	242M	217M
<b>Total Commerce Revenues</b>	<b>780M</b>	<b>678M</b>	<b>290M</b>	<b>235M</b>	<b>311M</b>	<b>220M</b>	<b>84M</b>	<b>92M</b>	<b>1,465M</b>	<b>1,225M</b>
Fintech Services (c)	357M	256M	245M	109M	38M	23M	32M	19M	672M	407M
Credit Revenues (d)	287M	123M	139M	47M	115M	46M	1M	n/a	542M	216M
Fintech Products Sales (e)	7M	6M	1M	2M	1M	2M	2M	n/a	11M	10M
<b>Total Fintech Revenues</b>	<b>651M</b>	<b>385M</b>	<b>385M</b>	<b>158M</b>	<b>154M</b>	<b>71M</b>	<b>35M</b>	<b>19M</b>	<b>1,225M</b>	<b>633M</b>
<b>Total Net Revenues</b>	<b>1,431M</b>	<b>1,063M</b>	<b>675M</b>	<b>393M</b>	<b>465M</b>	<b>291M</b>	<b>119M</b>	<b>111M</b>	<b>2,690M</b>	<b>1,858M</b>
9M22 <sup>3</sup> & 9M21 <sup>4</sup>	Brazil		Argentina		Mexico		Others		Total	
	9M22	9M21	9M22	9M21	9M22	9M21	9M22	9M21	9M22	9M21
Commerce Services (a)	1,877M	1,553M	602M	440M	702M	516M	234M	221M	3,415M	2,730M
Commerce Products Sales (b)	344M	240M	198M	172M	161M	96M	29M	40M	732M	548M
<b>Total Commerce Revenues</b>	<b>2,221M</b>	<b>1,793M</b>	<b>800M</b>	<b>612M</b>	<b>863M</b>	<b>612M</b>	<b>263M</b>	<b>261M</b>	<b>4,147M</b>	<b>3,278M</b>
Fintech Services (c)	1,059M	672M	636M	332M	97M	62M	86M	59M	1,878M	1,125M
Credit Revenues (d)	833M	302M	347M	106M	291M	103M	2M	n/a	1,473M	511M
Fintech Products Sales (e)	21M	16M	4M	6M	6M	3M	6M	n/a	37M	25M
<b>Total Fintech Revenues</b>	<b>1,913M</b>	<b>990M</b>	<b>987M</b>	<b>444M</b>	<b>394M</b>	<b>168M</b>	<b>94M</b>	<b>59M</b>	<b>3,388M</b>	<b>1,661M</b>
<b>Total Net Revenues</b>	<b>4,134M</b>	<b>2,783M</b>	<b>1,787M</b>	<b>1,056M</b>	<b>1,257M</b>	<b>780M</b>	<b>357M</b>	<b>320M</b>	<b>7,535M</b>	<b>4,939M</b>

<sup>1</sup> Figures for three months ended September 30, 2022; <sup>2</sup> Figures for three months ended September 30, 2021; <sup>3</sup> Figures for nine months ended September 30, 2022; <sup>4</sup> Figures for nine months ended September 30, 2021; (a) Includes final value fees paid by sellers derived from intermediation services and related shipping fees, classified fees derived from classified advertising services and ad sales; (b) Includes revenues from inventory sales and related shipping fees; (c) Includes revenues from commissions the Company charges for transactions off-platform derived from use of the Company's payment solution, revenues as a result of offering installments for the payment to its Mercado Pago users, either when the Company finances the transactions directly or when the Company sells the corresponding financial assets, Mercado Pago credit and debit card fees and insurtech fees; (d) Includes interest earned on loans and advances granted to merchants and consumers, and interest earned on Mercado Pago credit card transactions; (e) Includes sales of mobile point of sales devices.

# Third Quarter 2022

## Agenda



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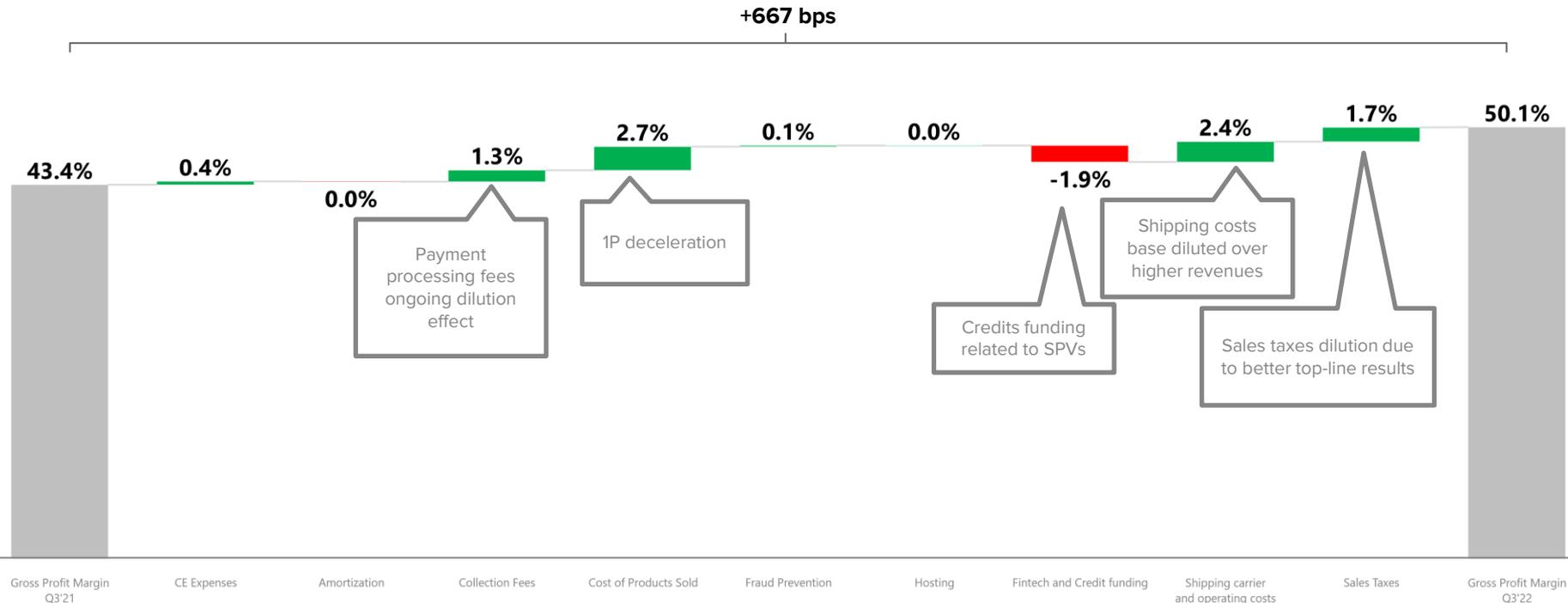
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crédito

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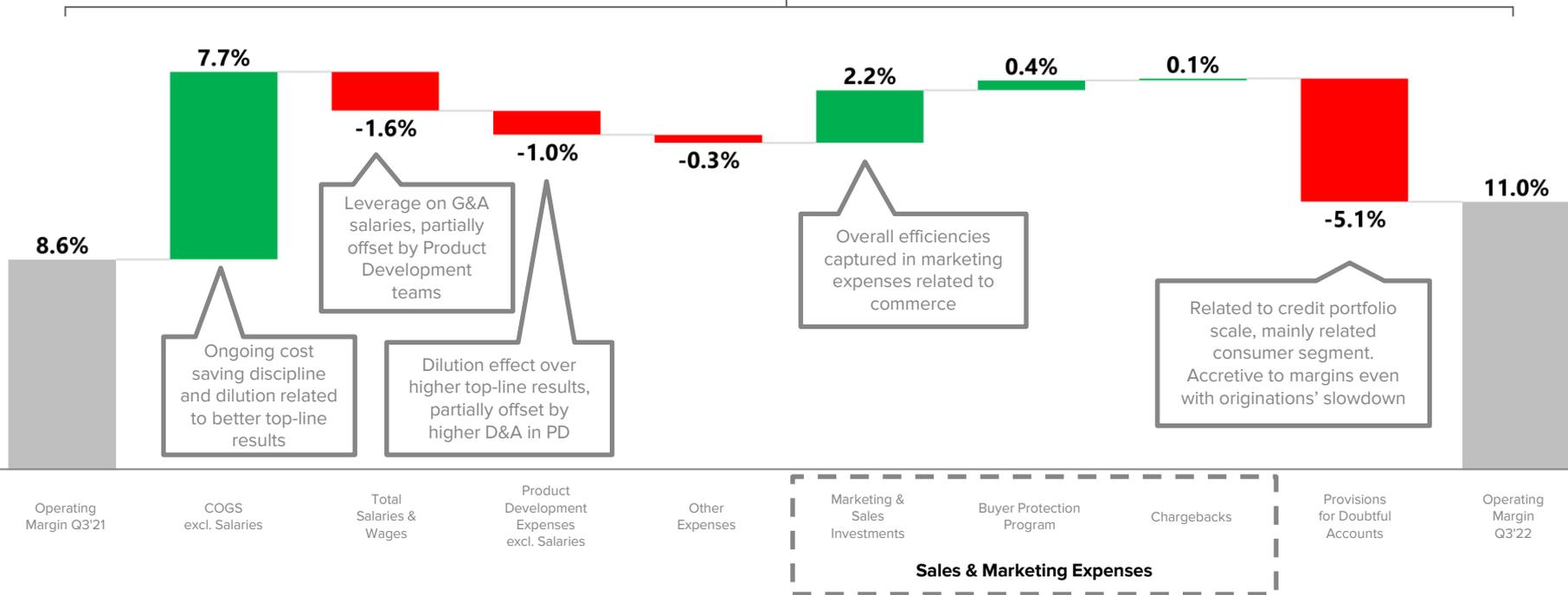
# Gross Profit expansion on a yearly basis, related to ongoing operating leverage in shipping, payment processing and 1P costs



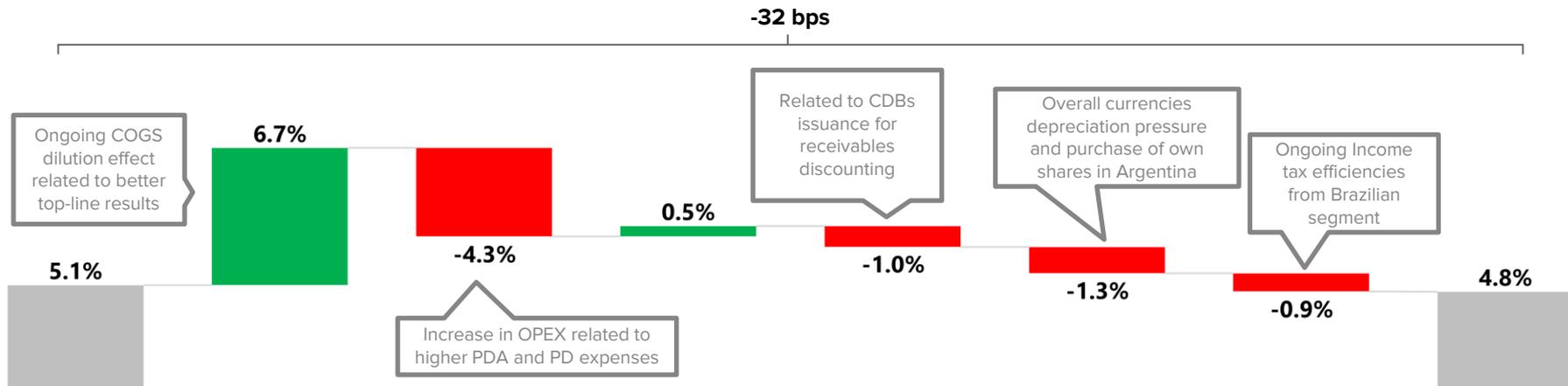
# Operating margin expansion on a yearly basis; given overall COGS and S&M expenses dilution, despite ongoing PDA pressure



+240 bps



# Sound net income margin expansion, largely due to efficiencies in COGS and Income Tax, partially offset by higher OPEX and FX losses



Net Income Margin Q3'21

COGS

OPEX

Interest Income

Financial Expenses

Foreign Exchange

Income Tax

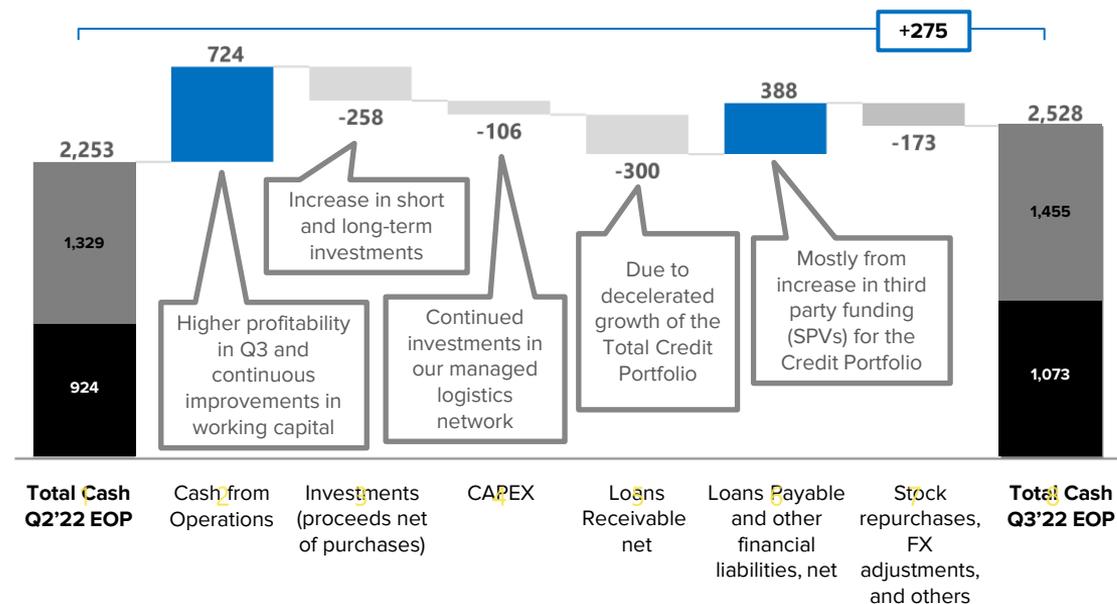
Net Income Margin Q3'22

# Solid \$700+ MM operating cash flow generation led to \$270+ MM increase in total cash, with cash and investments improving by \$340+ MM in Q3'22

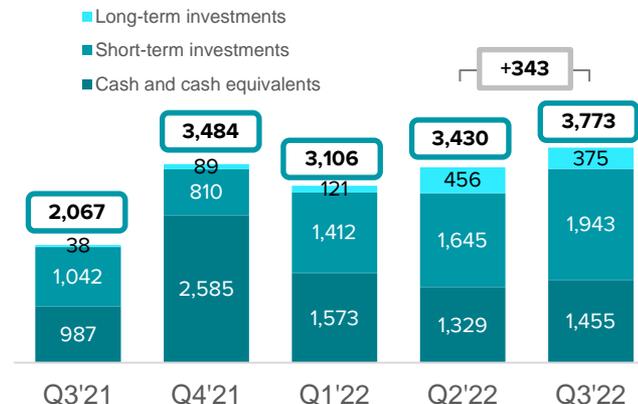


Total Cash Q3 x Q2 2022 (US\$ M)

- Unrestricted cash and cash equivalents
- Restricted cash and cash equivalents



Cash and Investments Evolution\* (US\$ M)



## Comments

- Improved cash position, generating \$343M in the form of long and short-term investments, and cash and cash equivalents, as a result of more cash from our operations
- Natural aging of long term into short term investments explains the increase of the latter this quarter. Also we continue to take advantage of the upward sloping short-term interest rates curve.

\* Investments include restricted funds (Note 4 of Q3'22 10Q)

Note: In Q4'21, the Company closed a public equity offering of \$1,550,000 thousand of common stock at a public offering price of \$1,550 per share (the "Offering"). Pursuant to the Offering, the Company issued 1,000,000 shares of common stock, par value \$0.001 per share (the "Common Stock"). The Company raised funds in the amount of \$1,519,545 thousand net of issuance costs paid.

# Third Quarter 2022

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# Third Quarter 2022

## Operational & Financial Factsheet



Volumes

GMV (FX-Neutral growth)	8,618M	31.5%
Successful Items Sold (units)	284M	9.3%
Live Listings (units)	397M	19.7%
MELI Logistics Network Penetration (%)	91.9%	+55bps
TPV (FX-Neutral growth)	32,170M	76.4%
TPV ON (FX-Neutral growth)	9,089M	39.3%
TPV OFF (FX-Neutral growth)	23,080M	122.2%
TPV Acquiring (FX-Neutral growth)	21,579M	55.5%
TPV Digital Account (FX-Neutral growth)	10,591M	137.5%
TPN	1,439M	66.2%
Asset Management (USD growth)	1,285M	39.9%
Credit Portfolio (USD growth)	2,774M	146.2%
Merchant (USD growth)	690M	51.1%
Consumer (USD growth)	1,512M	156.6%
Credit Card (USD growth)	572M	605.5%

Users

Unique MELI Active Users (units)	88.3M	12.2%
Unique Marketplace Buyers (units)	42.5M	9.6%
Unique Fintech Active Users (units)	41.6M	31.7%
Unique Wallet Payers (units)	22.4M	33.6%
Investment Accounts (units)	26.6M	29.0%
Net Revenue (FX-Neutral growth)	2,690M	60.6%
Commerce Revenues (FX-Neutral growth)	1,465M	32.6%
Fintech Revenues (FX-Neutral growth)	1,225M	114.7%
Gross Profit (FX-Neutral growth)	1,348M	87.5%
GP Margin (%)	50.1%	+667bps
Income from Operations (FX-Neutral growth)	296M	115.6%
Operating Margin (%)	11.0%	240bps
Net Income (NI Margin %)	129M	4.8%

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Consolidated Net Revenues per Country <sup>1,2</sup>

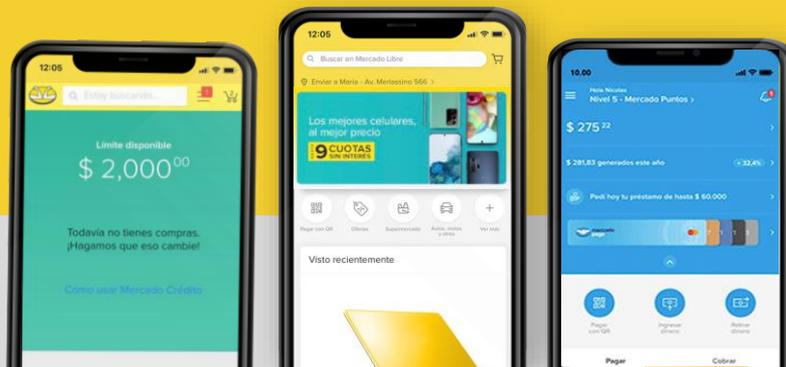
Brazil (in millions)	1,431M	34.6%
Commerce	780M	15.0%
Fintech	651M	69.1%
Argentina (in millions)	675M	71.8%
Commerce	290M	23.4%
Fintech	385M	143.7%
Mexico (in millions)	465M	59.8%
Commerce	311M	41.4%
Fintech	154M	116.9%
Other countries (in millions)	119M	7.2%
Commerce	84M	-8.7%
Fintech	35M	84.2%
Consolidated (in millions)	2,690M	44.8%
Commerce	1,465M	19.6%
Fintech	1,225M	93.5%



Thank you

# Investor Presentation

Third Quarter 2022 Results



November 3<sup>rd</sup>, 2022