

INCOME STATEMENT

The figures for 2Q17, 3Q17 and 4Q17 are not audited and therefore subject to future changes. They are being presented only as a way to show the impacts estimated by the CPC 47/IFRS 15 – Revenues from Contracts with Customers – and the CPC 48/IFRS 9 – Financial Instruments, which came into effect from 2018, to facilitate future comparisons and projections.

EXCLUDING THE EFFECTS OF B2W DIGITAL'S TRANSPORTATION SUBSIDIARIES

B2W - Companhia Digital	Quarter Ended	Quarter Ended	Quarter Ended	Quarter Ended
	March 31	June 30	September 30	December 31
	Restated	Pro-forma	Pro-forma	Pro-forma
Income Statement				
(in million of Brazilian reais)				
Gross Merchandise Volume (GMV)	2,500.1	2,560.6	2,928.9	3,848.7
Gross Sales and Services Revenue	1,808.5	1,829.0	1,897.7	2,228.3
Taxes on sales and services	(353.5)	(354.4)	(358.4)	(411.3)
Net Sales and Services Revenue	1,455.0	1,474.6	1,539.3	1,817.0
Cost of goods and services sold	(1,148.0)	(1,150.7)	(1,163.0)	(1,291.7)
Gross Profit	307.0	323.9	376.3	525.3
Gross Margin (% NR)	21.1%	22.0%	24.4%	28.9%
Operating Revenue (Expenses)	(355.2)	(327.1)	(356.4)	(443.0)
Selling expenses	(245.3)	(228.2)	(259.4)	(311.8)
General and administrative expenses	(19.4)	(17.4)	(11.7)	(56.1)
Depreciation and amortization	(90.5)	(81.5)	(85.3)	(75.2)
Operating Result before Net Financial Result and Equity Accounting	(48.2)	(3.2)	19.9	82.2
Net Financial Result	(215.8)	(156.4)	(143.4)	(116.1)
Financial revenues	126.1	131.9	135.5	107.5
Financial expenses	(341.9)	(288.2)	(278.9)	(223.6)
Non-controlling shareholder participation	0.1	(0.1)	0.1	0.1
Other operating income (expenses)	(6.3)	(6.0)	(8.7)	(18.7)
Income tax and social contribution	93.4	53.9	44.0	17.7
Net Result	(176.8)	(111.7)	(88.0)	(34.9)
Net Margin (% NR)	-12.1%	-7.6%	-5.7%	-1.9%
Adjusted EBITDA	42.3	78.3	105.2	157.4
Adjusted EBITDA Margin (% NR)	2.9%	5.3%	6.8%	8.7%

Effects of the consolidation of B2W Digital's transportation subsidiaries.

NON-EXCLUDING THE CONSOLIDATION OF B2W DIGITAL'S TRANSPORTATION SUBSIDIARIES

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Gross Sales and Services Revenue	1,808.5	1,829.0	1,897.7	2,228.3
Taxes on sales and services	(353.5)	(354.4)	(358.4)	(411.3)
Net Sales and Services Revenue	1,455.0	1,474.6	1,539.3	1,817.0
Cost of goods and services sold	(1,203.9)	(1,187.3)	(1,203.7)	(1,361.9)
Gross Profit	251.1	287.3	335.6	455.1
Gross Margin (% NR)	17.3%	19.5%	21.8%	25.0%
Operating Revenue (Expenses)	(299.3)	(290.5)	(315.7)	(372.8)
Selling expenses	(189.4)	(191.6)	(218.7)	(241.6)
General and administrative expenses	(19.4)	(17.4)	(11.7)	(56.1)
Depreciation and amortization	(90.5)	(81.5)	(85.3)	(75.2)
Operating Result before Net Financial Result and Equity Accounting	(48.2)	(3.2)	19.9	82.2
Net Financial Result	(215.8)	(156.4)	(143.4)	(116.1)
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