

From: Ian Osborne <[REDACTED]>

To: Jeffrey Epstein <jeevacation@gmail.com>

Subject: Fwd: Zalando: Company Presentation, May 2011

Date: Mon, 09 Apr 2012 12:36:20 +0000

Attachments: Zalando_Building_the_European_Fashion_Company_final.pdf; Zalando_Business_Case.pdf

Begin forwarded message:

From: Rubin Ritter <[REDACTED]>

Subject: AW: Zalando: Company Presentation, May 2011

Date: 9 April 2012 11:11:28 GMT+01:00

To: Oliver Samwer <[REDACTED]>

Cc: Ian Osborne <[REDACTED]>

Hi,

Please find attached the most current presentation and business plan.

Rgds,
Rubin

Von: Oliver Samwer [mailto:[REDACTED]]

Gesendet: Monday, April 09, 2012 3:40 AM

An: Rubin Ritter

Cc: Ian Osborne

Betreff: Re: Zalando: Company Presentation, May 2011

Rubin,

pls send Ian (he works with DST) immediately the latest Zalando Presentation and Business Plan.

Ian, Rubin is founder and also CFO of Zalando among other things.

Best, Oliver

Am 08.04.2012 um 23:34 schrieb Ian Osborne:

Matthias,

I am just with one of our investors today and tomorrow morning early. Can you please get me the up-to-date financials?

This is too old, April to May of last year, we need much more current information. The last 12 months of financials - please can you send this over (again, it is completely understood that this is super confidential and won't leave my laptop).

Also on page 7 please can you explain the discrepancy between "Gross Merchandise" and "Net Sales after Returns"? Surely there were not 70m EUR of returns out of 110m EUR - so what do these headings mean?

Best wishes,

Ian

On 30 Mar 2012, at 08:24, Matthias Müller | Rocket Internet wrote:

Ian,

please find the Zalando company presentation from May 2011 attached as PDF.

As Oli already pointed out: it's top confidential - do not give to anyone - neither digital or print and only show very, very selective investors on your laptop.

Many thanks and Kind regards,
Matthias

Von: Robert Gentz [<mailto:robert@zalando.de>]

Gesendet: Donnerstag, 15. März 2012 12:08

An: matthias.mueller@rocket-internet.de

Betreff: WG: Zalando Präsentationen

<Zalando_Building the European Fashion Company.pdf>