

February
2016



**mercado
libre**

Fourth Quarter 2015 Results

Investor Relations



This presentation may make 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. Our actual results may differ materially from those included in this presentation, for a variety of reasons, including those described in the forward-looking statements and risk factor sections of our 10-K and other filings with the Securities and Exchange Commission, which are available on our investor relations website. (<http://investor.mercadolibre.com>)

A reconciliation of Non-GAAP measures to the nearest comparable GAAP measures can be found in our fourth quarter 2015 earnings press release available on our investor relations website

All of the information included in this presentation is updated as of February 25th, 2016. Except as may be required by applicable law, we assume no obligation to publicly update or revise our statements.



Q4 2015 Highlights



Key Trends

- Gross Merchandise Volume rose 86% in local currencies,, mainly driven by Argentina and Brazil
- Marketplace revenues grew 63% and non-Marketplace 79%. Total revenues accelerated to 69%, all in local currencies
- Total payment transactions grew 79% to 25.4 million, while Total payment volume grew close to 100% in local currencies, reaching \$1.5 billion
- Merchant service business experiencing its 3rd consecutive quarter of uninterrupted year on year growth, at 100% in local currencies



Continued progress on strategic initiatives

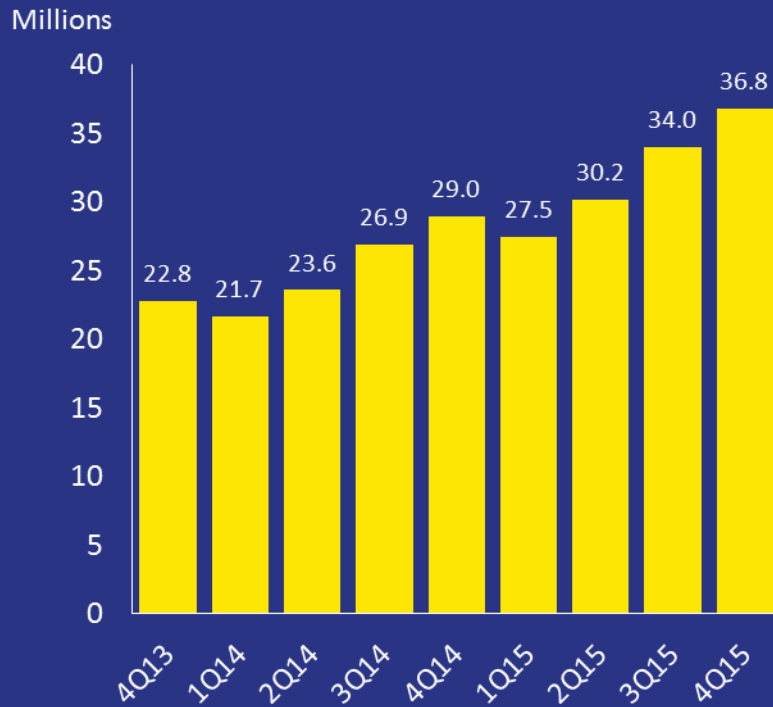
- Free financing launched in Argentina at the end of the quarter with encouraging results
- Deepening the transition to a multi device ecosystem from desktop centric to multi-device, with mobile GMV and Successful Items growing sequentially for the fourth consecutive quarter
- MecardoEnvios penetration close to 70% in Brazil, and 50% considering only the countries where the shipping solution is available.



Core Operating Metrics



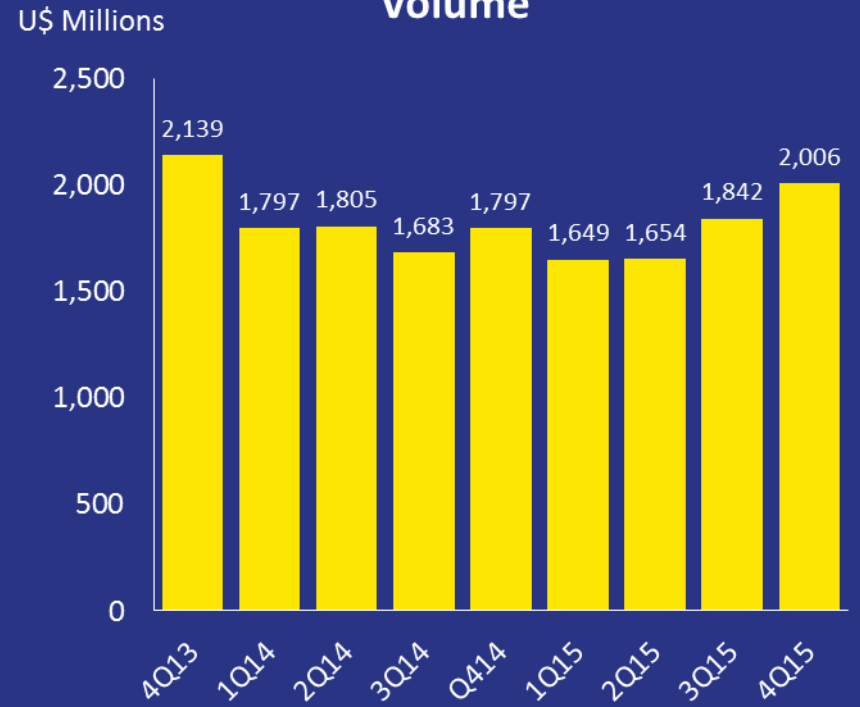
Items Sold



YoY Growth

20%	20%	18%	22%	27%	26%	28%	26%	27%
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Gross Merchandise Volume



YoY Reported USD growth

30%	15%	5%	-10%	-16%	-8%	-8%	9%	12%
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YoY LC growth

49%	58%	67%	79%	85%	78%	83%	77%	86%
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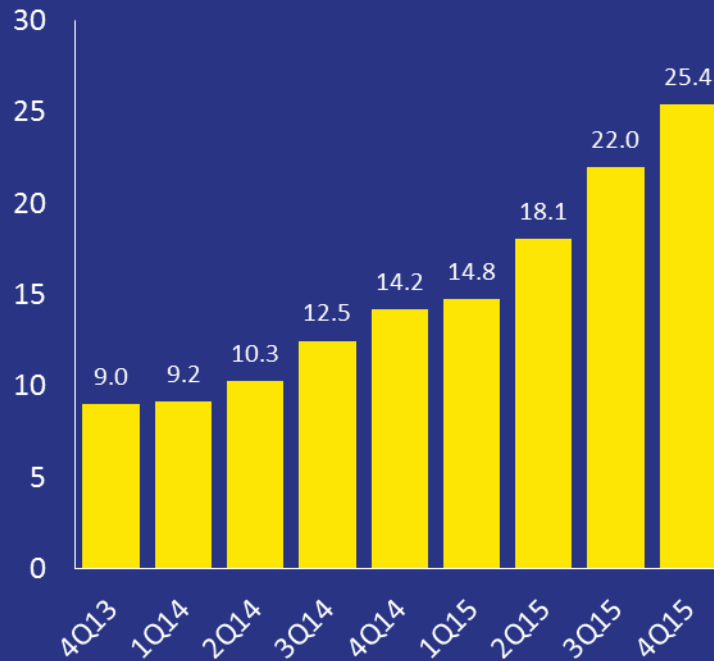


Payments Operating Metrics



Total Payment Transactions

Millions

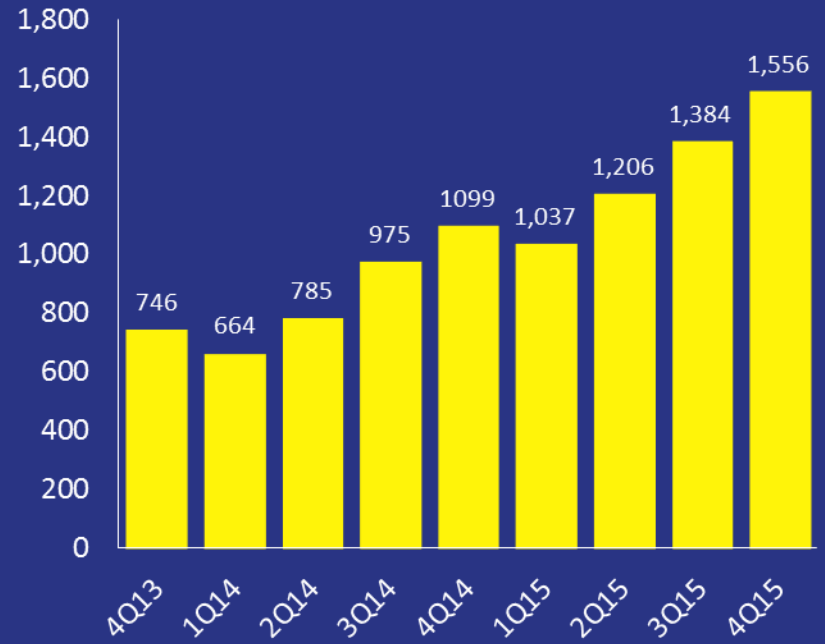


YoY Growth

34% 36% 40% 49% 58% 62% 76% 75% 79%

Total Payment Volume

U\$ Millions



YoY Reported USD growth

42% 25% 36% 52% 47% 56% 54% 42% 42%

YoY LC growth

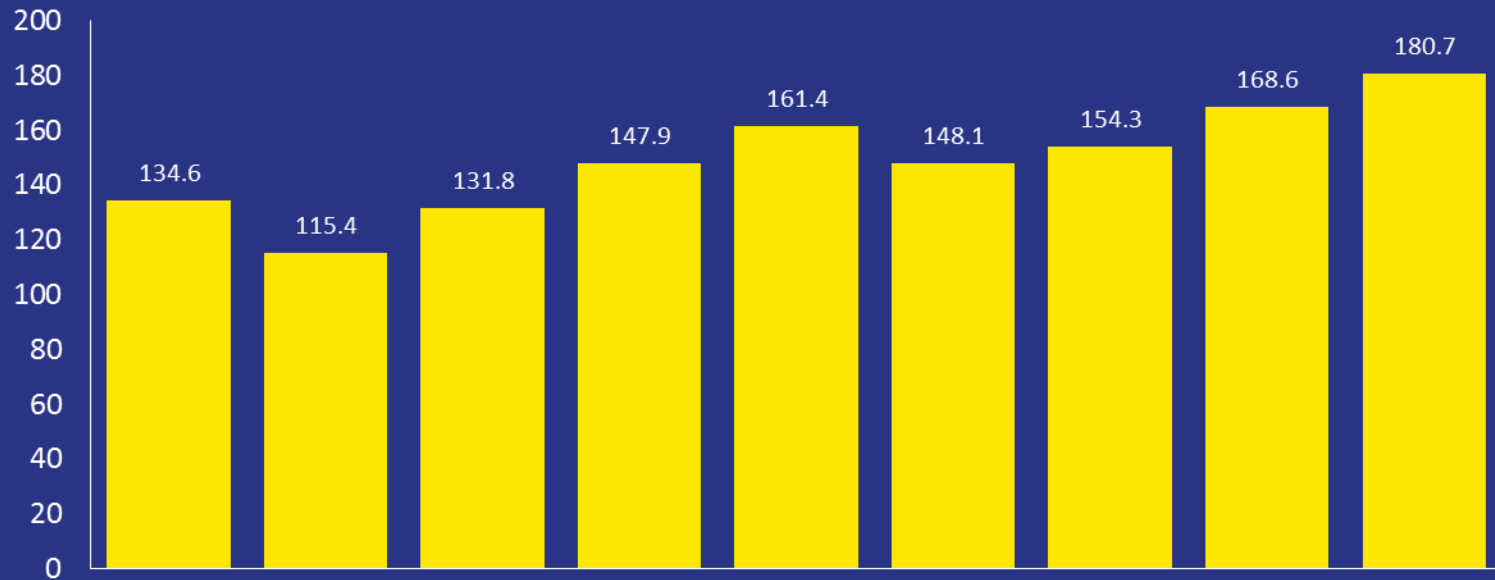
66% 64% 77% 99% 107% 102% 108% 95% 97%

Net Revenues



Net Revenues

U\$ Millions



YoY Reported
USD Growth

4Q13	1Q14	2Q14	3Q14	4Q14	1Q15	2Q15	3Q15	4Q15
30%	12%	18%	20%	20%	28%	17%	14%	12%

YoY LC
Growth

4Q13	1Q14	2Q14	3Q14	4Q14	1Q15	2Q15	3Q15	4Q15
50%	50%	66%	89%	109%	100%	88%	68%	69%

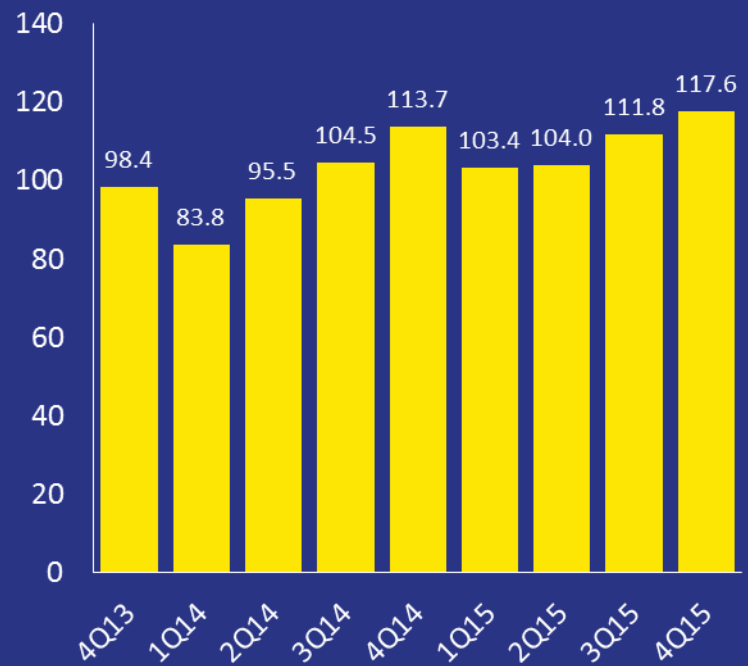


Gross Profit & EBIT



Gross Profit

U\$ Millions

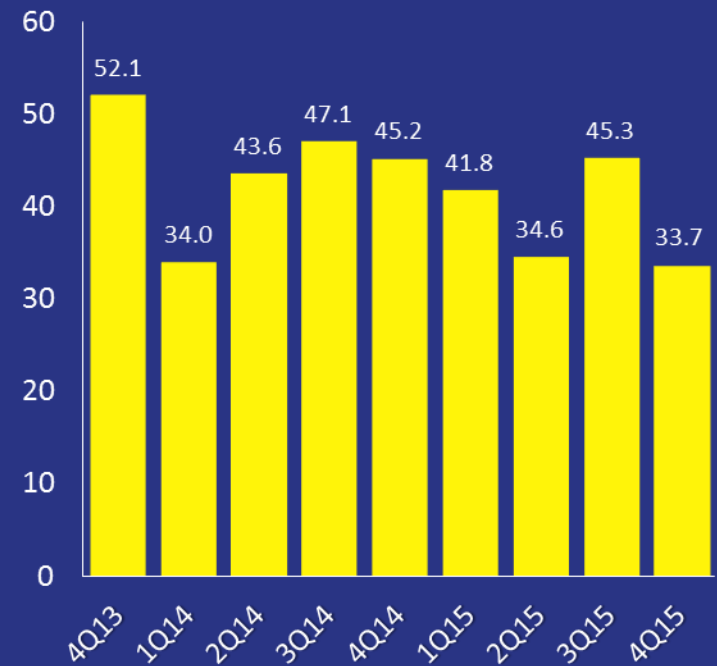


Gross Margin (%)

73% 73% 72% 71% 70% 70% 67% 66% 65%

EBIT

U\$ Millions



EBIT Margin (%)

30% 39% 29% 33% 32% 28% 28% 22% 19%

Adjusted measures, excluding one-time adjustments in Q2'14 & Q1'15

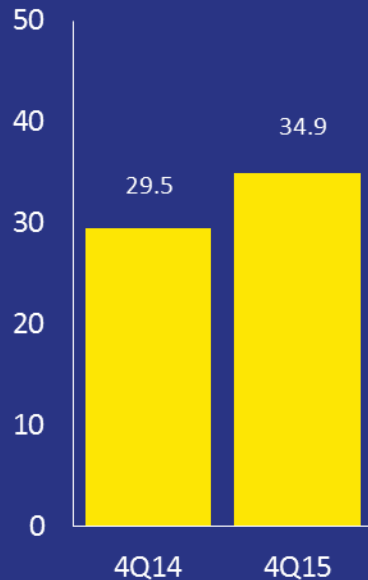


COGS & OPEX



COGS

% of Revenues



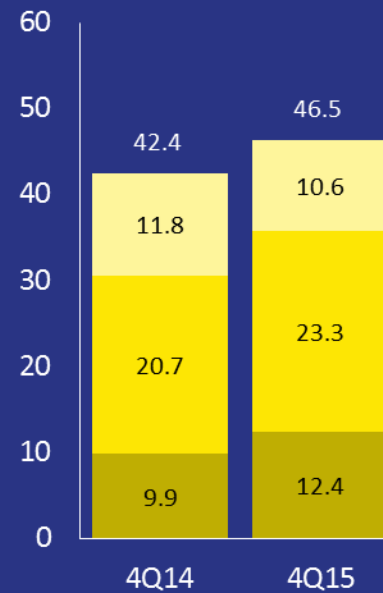
■ COGS

YoY change:

- 541 bps of incremental payment processing fees and sales taxes as MercadoPago and MercadoEnvios grow volume and share of revenues
- 172 bps of FX impact

OPEX

% of Revenues



■ Product Development ■ Sales & Marketing ■ General & Administrative

YoY change:

- G&A: 117 bps of scale mainly driven by the Long Term Retention Plan accrual
- S&M: 263 bps of margin contraction driven by investments in customer retention
- PD: 252 bps of contraction explained by investment in our talent pool and software development
- 358 bps of FX impact

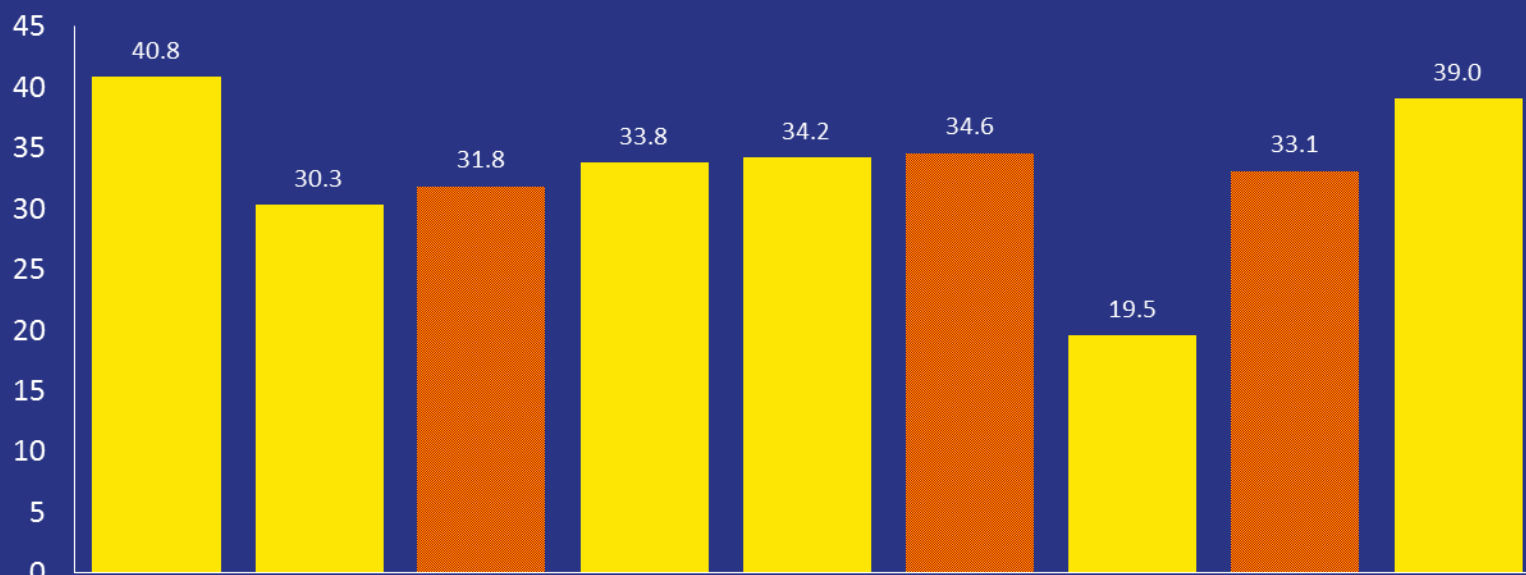


Net Income & EPS



Net Income

U\$ Millions



	4Q13	1Q14	2Q14	3Q14	4Q14	1Q15	2Q15	3Q15	4Q15
Net Income Margin (%)	30.3%	26.3%	24.1%	22.8%	21.2%	23.3%	12.6%	19.6%	21.6%
Adj EPS	0.66	0.69	0.72*	0.76	0.76	0.78*	0.44	0.75*	0.87

Adjusted measures, excluding one-time adjustments in Q2'14, Q1'15 & Q3'15
 As reported: Q2'14: (\$25.6M) ; Q1'15: \$1.7M ; Q3'15: \$45.6M

