



JUMIA

100% Africa, 100% Internet

Media Kit

2023

Who are we?

Jumia is the leading pan-African e-commerce platform

We believe that technology has the potential to transform everyday life in Africa, for the better. We built Jumia to help consumers access millions of goods and services conveniently and at the best prices while opening up a new way for sellers to reach consumers and grow their businesses.

Jumia is the leading e-commerce platform in Africa. Our marketplace is supported by our proprietary logistics business, Jumia Logistics, and our digital payment and fintech platform, JumiaPay. Jumia Logistics enables the seamless delivery of millions of packages while JumiaPay facilitates online payments and the distribution of a broad range of digital and financial services.

In 2022, more than 100,000 active sellers, including local African companies and entrepreneurs, have partnered with Jumia to attract millions of consumers. We provide ongoing opportunities for talented people through job creation and skills.

Jumia employs over 4,000 people across 11 countries. We have a diverse group of talent with different backgrounds, experiences, and perspectives, driven by a common ambition to help build the digital future of Africa.



Francis Dufay
CEO of Jumia



Our Mission

We believe that technology has the potential to transform everyday life in Africa, for the better.



For Consumers

Jumia delivers innovative, convenient and affordable online services to consumers in Africa that help them fulfill their basic everyday needs.



For Sellers and Partners

Jumia helps take African economies online, helping small and large businesses grow and reach new consumers.



For Employees and Communities

Jumia creates jobs and skills that empower a new generation in Africa to build their lives and make their countries better.

A Digital Platform

We are the leading pan-African e-commerce platform active across 11 countries in the continent.

Our 3 main pillars



»» Jumia Marketplace

Connects millions of consumers to thousand of sellers.



»» Jumia Logistics

Supports the delivery of millions of orders.



»» JumiaPay

Enables the transaction from all the players of the ecosystem.

Our locations



Strong Brand Awareness

+1.1Bn

Visits in 2022

Scale

+50m

Products available on the platform

Pure Marketplace

c.80%

Items sold on Marketplace

Strong Merchant Network

+100k

Active Sellers

Marketplace

Jumia offers goods from a large and diverse group of sellers across a wide range of categories.

“

"I started selling on Jumia in 2015 for two reasons, to reach more consumers outside my physical shop and to increase my revenue."

Adedoyin, seller in Lagos, Nigeria

"I use Jumia to shop for my family and I save a lot."

”

Mary, consumer in Nairobi, Kenya

Sellers & Partners what they can do

- » Sell on Jumia
- » Partner with Jumia Logistics
- » Become a JForce Agent
- » Advertise on Jumia
- » Become an affiliate and influencer

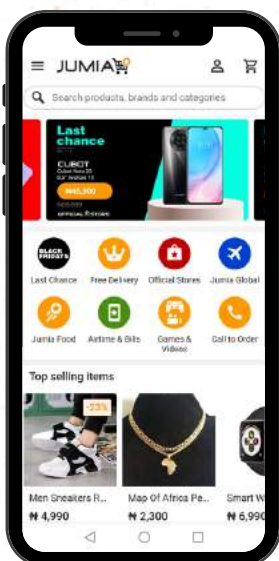
and more...

Consumers what they can do

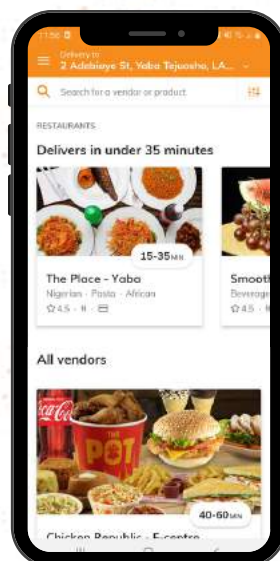
- » Buy a product
- » Order a meal
- » Buy groceries
- » Pay bills
- » Make a donation

and more...

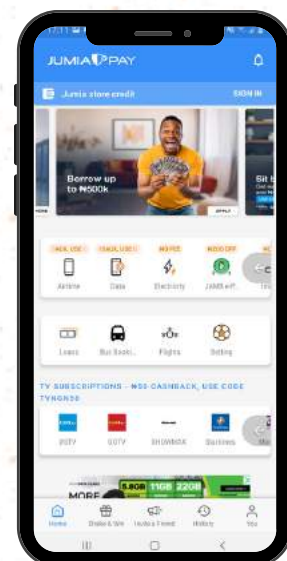
» One brand, single login, full integration



And many others...



And many others...



And many others...

Logistics

Jumia is the leading logistics platform in Africa

“

"Our overall market share in e-commerce last-mile deliveries has significantly increased, we now take pride in large volumes of e-commerce shipments handled daily across our network."

”

Geoffrey Mwove

Chairman of Courier Industry Association of Kenya



Orders placed on our platform in 2022

38.9
million



22.8% of deliveries in 2022 were made in remote areas where choices of products are currently extremely limited for consumers.



Jumia logistics network includes 750+ Logistics partners ranging from individual entrepreneurs to large companies.



More than 1,500 pick up stations and drop-off locations to facilitate deliveries for our sellers and consumers.



Jumia logistics services is **open to third parties** in Ivory Coast, Morocco and Nigeria.



JUMIA

JumiaPay

Jumia is driving the adoption of online and mobile payments in Africa

“

"As a result of the loans I received from the Jumia lending program, my business has grown bigger with time."

Jumoke, seller in Lagos, Nigeria

"I'm using JumiaPay to pay my bills because it's easier and faster."

Mohamed, consumer in Cairo, Egypt



JumiaPay is our proprietary digital payment solution integrating relevant local payment methods including debit and credit cards, bank transfers or mobile money wallets.

12m

JumiaPay transactions in **2022**

32%

of orders placed on the Jumia platform in **2022** were done via JumiaPay



PAYMENT
METHODS

Cash on
Delivery



Card
Payments

VISA



Verve



Mobile
Money



M-PESA



Bank
Transfers



access



Money
Transfers/Cash



PAYMENT
GATEWAY



Support for all relevant
payment methods



One-Click payments



Rapid Payment
Processing



High Security

JUMIA★ E-Commerce in Africa

A vibrant and growing continent

“

"COVID-19 has led to a surge in the use of digital solutions, including e-commerce."

”

Torbjörn Fredriksson

Head of E-Commerce and Digital Economy Branch UNCTAD



Population ⁽¹⁾

1.4 Billion in 2022
Expected to grow by 46% by 2050
The average age is 18.7 years



Middle Class ⁽⁸⁾

+80% growth expected between 2020-2030



Economic Growth ⁽²⁾

Africa's economic growth reached an estimated 3.7% in 2022 and is predicted to grow by 3.9% in 2023



Labor Force ⁽³⁾

Africa will have 1.1B people in the labor force by 2034



Internet Users ⁽⁹⁾

More than 596.5M internet users in 2022



Smartphone Adoption ⁽⁴⁾

64% of Sub-Saharan Africa's population owned a smartphone in 2021 and it's predicted to grow by 75% in 2025



Retail Penetration ⁽⁵⁾

1 shop for every 67,000 people
vs 1 shop for 1,000 people in USA



E-Commerce Penetration ⁽⁸⁾

E-commerce penetration is only 2-5% of total retail sales on the continent vs 20 % in China



Urban Cities ⁽⁶⁾

In 2019, 43% of Africans lived in urban centers, 60% are expected to be urban dwellers by 2050



Job Creation & Marketplace ⁽⁷⁾

Online marketplaces in Africa can create about 3 million jobs by 2025.

The Jumia Effect

“

"E-Commerce is bringing vulnerable groups of people in the informal sector such as women, youth and persons with disabilities into the digital economy."

”

Elsie Attafuah
UNDP, Uganda



Through our actions and our ecosystem, we generate employment and business opportunities for thousands of people and contribute in several ways to social development.

ECONOMIC



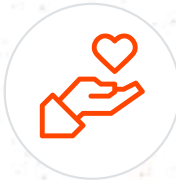
+750
Logistics providers



+100k
Merchants, 92% classified as micro, small and medium enterprises ⁽¹⁾



+100k
JForce Agents. 30% dependent exclusively on commissions earned through Jumia ⁽²⁾



Sellers classified as microentrepreneurs



+4000 direct employees and about 400,000 people through ecosystem partners ⁽³⁾



Rural penetration
22.8% of packages delivered to rural customers

SOCIAL



Workforce with 57 distinct nationalities and 33.5% women.



98% African talent in workforce.



37.5% of women in Supervisory Board

COMMUNITY



Preparing local MSMEs for AfCFTA in a partnership with NgrAfCFTA.gov and LCCI.



Moving handicraft SMEs online in Egypt.



Increasing STEM education enrollment.



Helping informal food merchants to sell online.



Distributing sexual health products.



Supporting the shift from informal to formal trade - in partnership with KRA.

1. Based on IFC classification

2. Based on Jumia JForce agent survey conducted in 2022

3. Based on a BCG study¹⁵ and a 2022 survey of Jumia sellers, JForce agents and logistics partners

Our story

Jumia is proud to be part of the digital shift in Africa

Jumia was founded in Lagos, Nigeria and soon after launched in Morocco, Egypt, and South Africa.

Jumia expands to Kenya and Côte d'Ivoire, and launches Jumia Food in Nigeria, Morocco, Kenya and Côte d'Ivoire.

Jumia introduces the Black Friday commercial event in Nigeria.

Jumia reaches 1 million consumers across its 7 African countries and Black Friday attracts more than 2 million visitors in Nigeria.

All services were rebranded to 'Jumia' and it expanded to Algeria, Tunisia and Uganda. Goldman Sachs, Axa, Orange, and CDC invest in Jumia making it Africa's first tech Unicorn.

2012



2013



2014



2015



2016



2022

Launch of the Tech Center in Alexandria, Egypt; Free deliveries in the main cities. New management and leadership team appointed by the board.



2021

Launch of the Tech Center in Cairo, Egypt; JumiaPay offer digital payment services in Egypt.



2020

Jumia Services opened logistics for third parties.



2019

Jumia is listed on NYSE, MasterCard invests in Jumia; Jumia Advertising is launched.



2018

Launch of Jumia One, a one stop shop app distributing all Jumia digital services. Jumia Express offers next day deliveries and Pernod Ricard invests in Jumia.



2017

Jumia introduces JumiaPay, a secure payment gateway for people to shop on all Jumia services and Black Friday attracts more than 100m visitors.

Country Leaders



Badr Bouslikhane
CEO of Jumia Morocco



Charles Ballard
CEO of Jumia Kenya



Grant Brown
CEO of Jumia South Africa



Hisham ElGabry
CEO of Jumia Egypt



Kais Sanchou
CEO of Jumia Tunisia



Lionel Mobi
CEO of Jumia Senegal



Massimiliano Spalazzi
CEO of Jumia Nigeria



Renaud Glenisson
CEO of Jumia Ivory Coast



Sunil Natraj
CEO of Jumia Ghana



Tanguy Leriche
CEO of Jumia Algeria



Vinod Goel
CEO of Jumia Uganda



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