MANGO

Business Description

Brands and Warehouses

MANGO MNG

MANGO OUTLET

Current season items

9 Countries where we operate as MNG:

Honduras, Nicaragua, Guatemala, Panama, Venezuela, Ecuador, Bolivia, Argentina and Australia

6 Countries with inverted collection selling previous collection due to climate:

Chile, Peru, Brazil, Argentina, Paraguay and South Africa

8 reverse franchisee markets:

Japan (Locondo) Colombia (Mercadeo)

Philippines (Trimarket) Saudi Arabia (Alhokair)

UAE (Azadea) Indonesia (MAP)

Thailand (LMVS) South Korea (MRK)

Stock is stored in the main Mango warehouse located in Lliçà d'Amount (Barcelona), operated by internal Mango staff.

Past season items

Stock stored in the main Mango outlet warehouse located in Galicia (Spain), operated by an external company named Jevaso, responsible for reconditioning the items for future sale.

Offline Stores

Types of OFFLINE stores

Customers can contact Mango Customer Service for any issue or doubt related to purchases made in any Mango store except from reverse franchises and corners located in department stores (ex. *El Corte Inglés*):

CORPORATE STORES

Support provided by Mango customer service partner

DEPOSIT FRANCHISES

Mango bills the franchisee based on their sales. At the end of the season, Mango recovers the unsold stock to distribute it to the outlets.

Support provided by Mango customer service partner

FIRM FRANCHISES

Mango does not recover the unsold stock at the end of the season; it remains with the franchisee.

Support provided by Mango customer service partner

REVERSE FRANCHISES

Support provided by an external partner hired by the franchisee

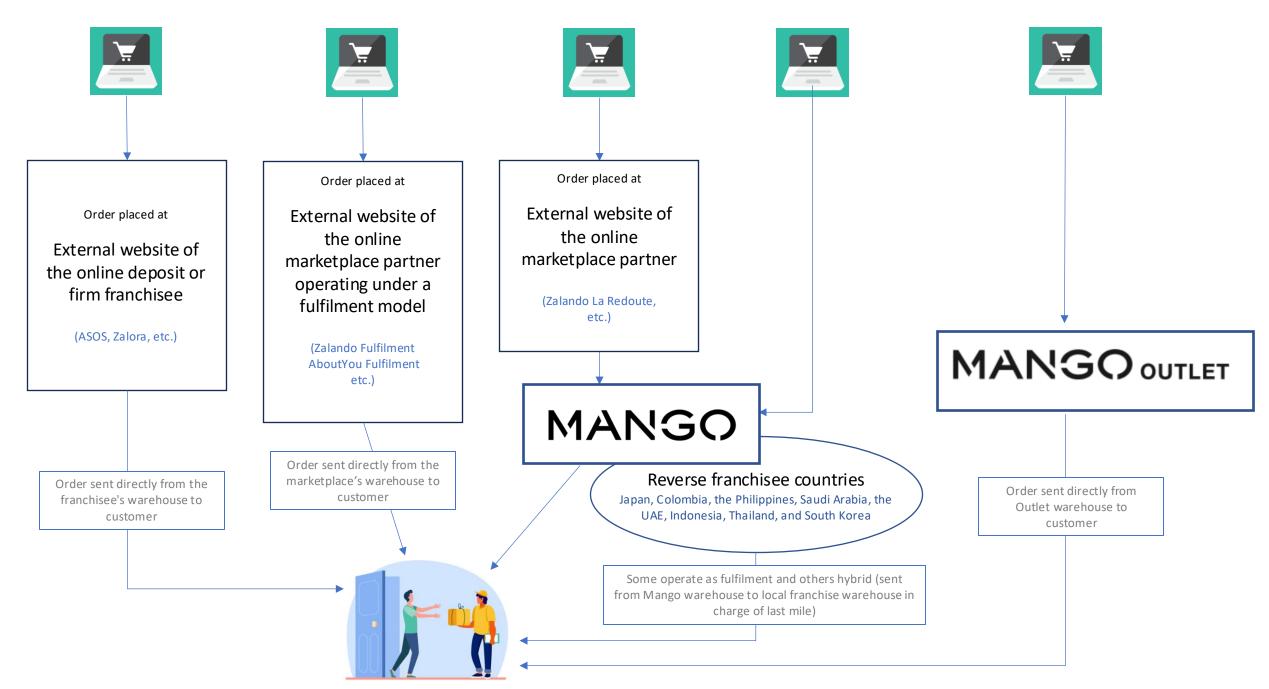
(Contact email/phone published in the "Help" section at MANGO.COM of each country)

MULTI-BRAND DEPT. STORES

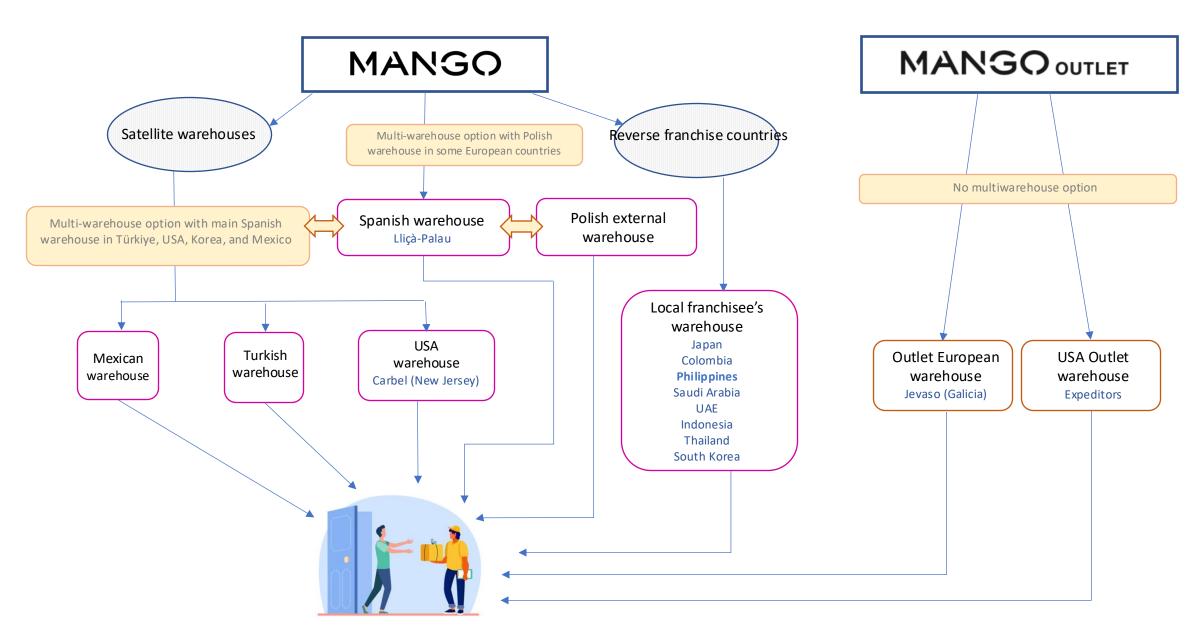
Support provided by the department store's own customer service

(Contact email/phone number of the department store (e.g. House of Fraser in the UK or El Corte Inglés in Spain and Portugal).

Online Stores



ALMACENES ENVÍO



Types of ONLINE marketplaces

MARKETPLACES

(Zalando, About You, Miinto, LaRedoute, etc.)

Shipments from main Mango warehouses

Returns to main Mango warehouses

<u>Fulfilment</u>: Orders are shipped from partner's warehouse, and returns

Customers should contact the marketplace's Customer Service (except LaRedoute).

are received at the partner's warehouse.

If the Marketplace needs assistance to respond, they contact Mango;

Mango responds to the marketplace, and the marketplace responds to the customer.

REVERSE MANGO.COM FRANCHISES

Each partner has specific shipping and return conditions.

Customers must contact the partner's Customer Service (contact emails published in "Help" section on MANGO.COM)

There are currently 8:

Japan, Colombia, Philippines, Saudi Arabia, UAE, Indonesia, Thailand and South Korea.

In case we receive a message of a customer from these countries, we must escalate to "Reverse Partner" through Salesforce.

Types of ONLINE franchises

FIRM FRANCHISES

(ASOS, Fallabela, The Iconic, etc.)

Shipments and returns from/to the partner's warehouse.

Mango does not recover the remaining stock at the end of the season; it remains with the franchisee.

Customers must contact the partner's Customer Service.

DEPOSIT FRANCHISES

(Answer, Brandalley, Fullbeauty, etc.)

Shipments and returns from/to the partner's warehouse.

Mango invoices the franchisee based on their sales. At the end of the season, Mango recovers the remaining stock to distribute to its outlets.

Customers must contact the partner's Customer Service.

Key points MANGO.COM & MANGOUTLET.COM

Orders at MANGO.COM: via the website, Mango App or through the iPads in Mango stores.

Orders at MANGOOUTLET.COM: only via the website. (No App available)

Items that sold out before completing the purchase: the stock of the items added to the bag is not reserved. Therefore, refund will be immediately processed, and customer will be automatically notified by email.

Search engine: the website allows to search by reference, model name or keywords (example: red pants).
IT is currently working in a new improved version (coming soon).

Filters: colour, size, item description or price range.

Order: by ascending or descending price.

> Shipping as gift not available: no special packaging or wrapping. Delivery note or invoice without prices also not possible.

> Stock availability depends on the country (specific local limitations may apply).

> We do not ship to all countries.



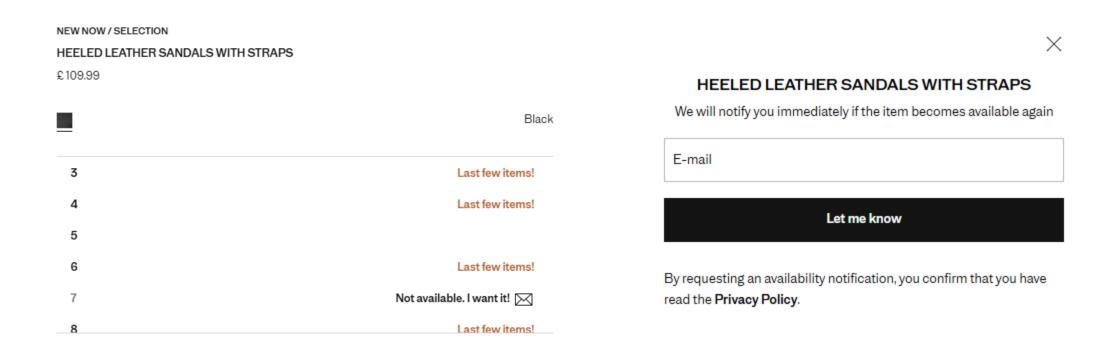


We only ship to countries marked with the <u>shopping bag icon in the main drop-down country selector</u>.

If the country appears on the list without the shopping bag icon, it means that this country only has or once had physical stores. In these countries, the website serves as a catalogue.

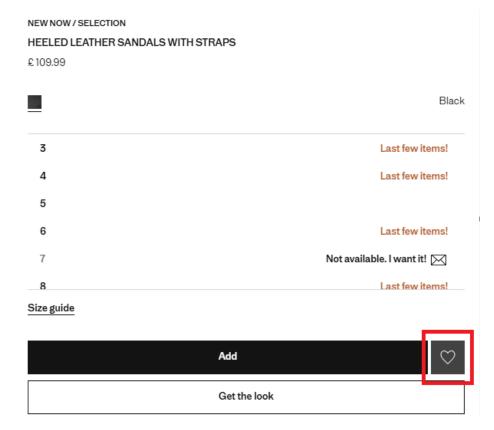
If the country doesn't appear at all on the list, it means Mango has never sold items there, either in stores or online.

> "I want it!" option: to receive a notification when the item in the selected size is back in stock.



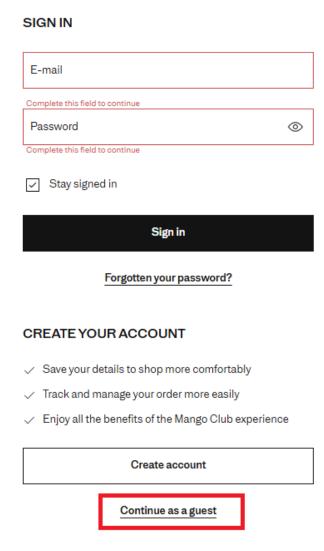
"Wishlist" option allows to save favourite items by clicking on the heart icon from the search view or from the product details.





➤ Purchase as Guest: If the customer does not want to register or log on the website to place an order, the website allows to continue with the purchase as guest.

If the customer has an account, the purchase will not be added in My purchases and no Likes will be added either.



Thank you!

MANGO