



Vestiaire Collective

B CORP

FACTSHEET

2021

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Vestiaire Collective's **overview**

<p>FIELD</p>	<ul style="list-style-type: none"> ● Resale platform for desirable fashion pioneering a more sustainable fashion industry
<p>STAFF AND OFFICES</p>	<ul style="list-style-type: none"> ● 500+ employees in France, Germany, US, Hong Kong & Singapore ● Core markets: Europe, US, Asia
<p>WHO IS VC?</p>	<ul style="list-style-type: none"> ● Vestiaire Collective is the leading global app for desirable pre-owned fashion. It is dedicated to promoting the circular fashion movement as an alternative to the wasteful and harmful practices of the fast-fashion industry. ● In concrete terms, Vestiaire Collective is a global app and digital platform that connects circular fashion buyers and sellers with over 3 million pre-owned fashion items. ● Its strength lies in its global community combined with a strong authentication process and Direct Shipping service, which guarantees quality and trust. Members can select to have products authenticated at the Vestiaire Collective logistics hubs on three continents.
<p>VESTIAIRE COLLECTIVE IN NUMBERS</p>	<ul style="list-style-type: none"> ● 11 million members ● Global platform with c. 80 countries of presence (buyer countries) ● Over 550,000 new listings per month ● Over 3 million fashion items available online ● 7,000 brands available ● In 2020, new listings and orders grew by c.100% ● The average basket size is about 300€
<p>SOCIAL IMPACT FIGURES</p>	<ul style="list-style-type: none"> ● Employees: 60% of women and 40% of men from over 48 nationalities ● Vestiaire Collective appointed a Chief Sustainability and Inclusion officer in early 2020 and launched 5 employee Diversity and Inclusion task forces including Ethnic diversity, LGBTQIA+, Women empowerment, Disability and Equal opportunity

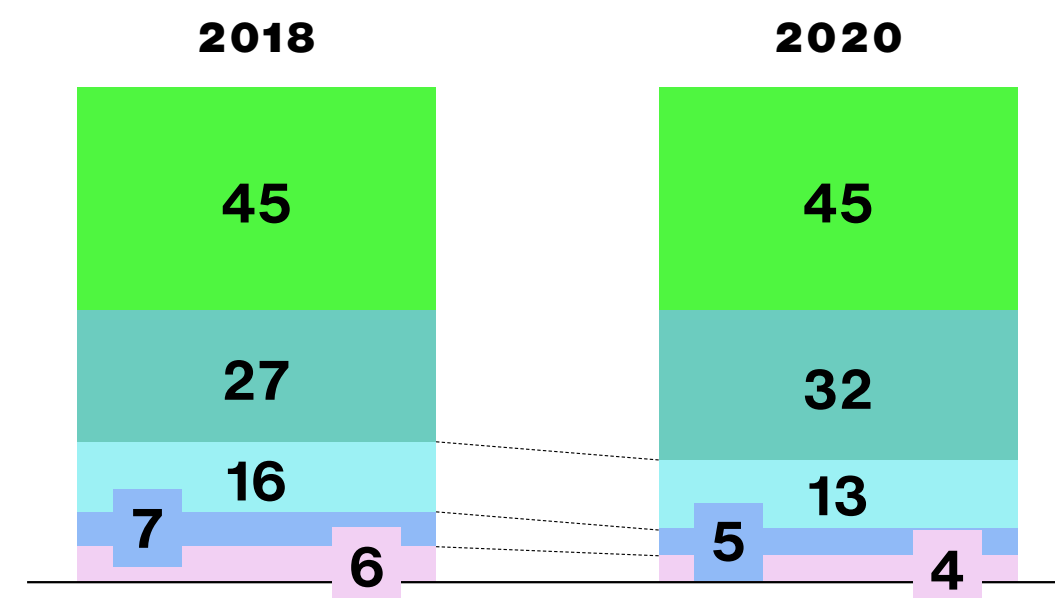
2 Resale market's overview

Secondhand consumption is increasingly driven by sustainability and affordability

0% of respondents who identify the following reasons as drivers of their secondhand consumption

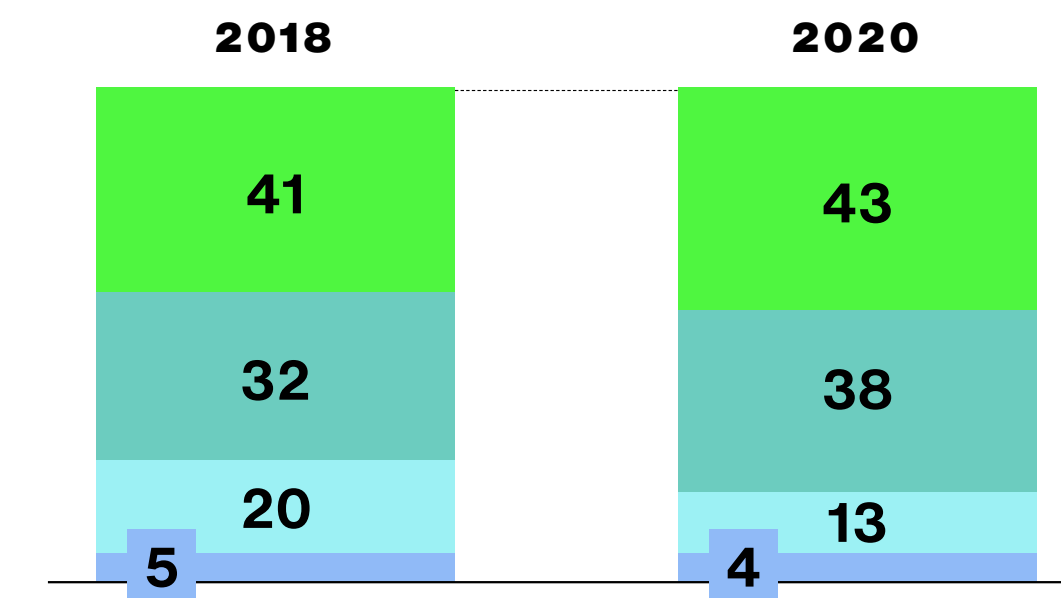
Affordability/ purchase power

I buy items I can't afford at full price



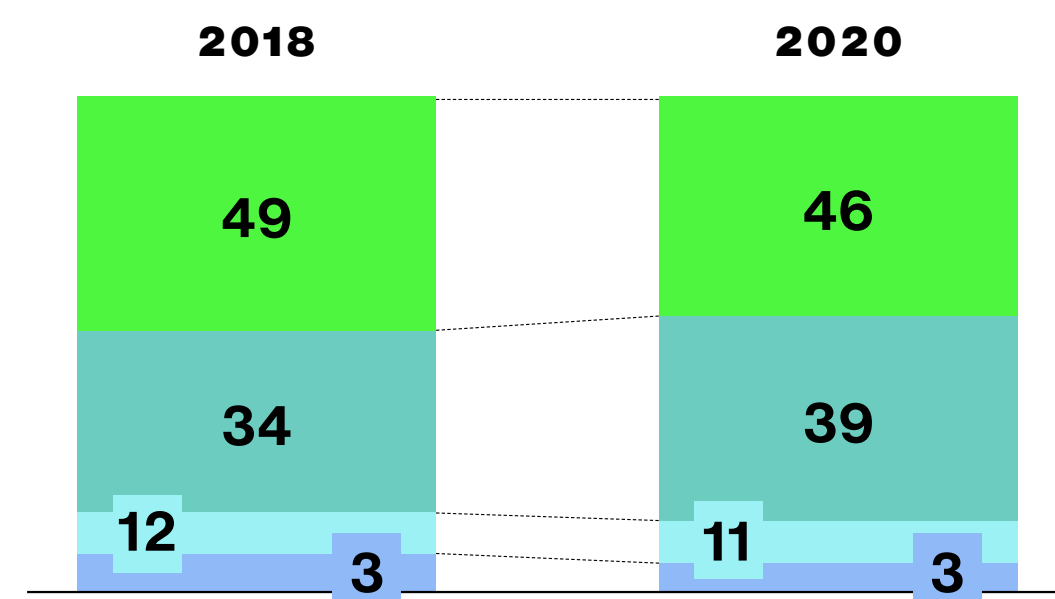
Trends and uniqueness

I find unique pieces to enhance my style



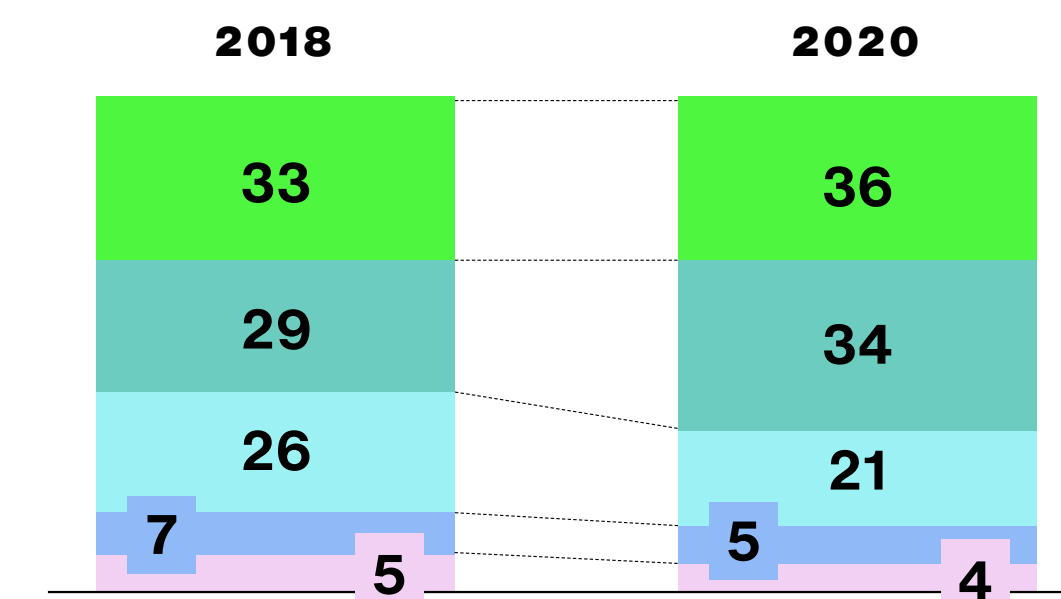
Offer/choice

I am able to find a large selection of items and brands



Environmental consciousness

I like the sustainable aspect of purchasing secondhand items



The pandemic has accelerated consumer trends in sustainability, sales channels, and fashion consumption

Responses to the question: "Once things start to normalize, how do you plan to adapt your behavior toward fashion?"

% of respondents who rank the following behaviors first or second among planned changes



Secondhand trialists



Uniqueness seekers



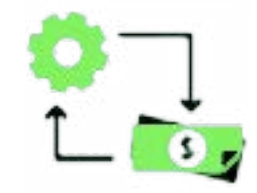
Impulsive sophisticates



Trendy millennials



Sustainability adepts



Amateurs merchants

		Secondhand trialists	Uniqueness seekers	Impulsive sophisticates	Trendy millennials	Sustainability adepts	Amateurs merchants	
Sustainability habits	Buy more quality item to keep for a long time	82	83	82	82	80	89	79
	Adopt a more sustainable behavior	70	71	64	69	58	89	68
	Buy more from socially responsible companies	59	62	57	57	47	80	53
	Consume less	55	54	48	51	49	70	57
	Reduce the number of items I own/buy	55	50	44	55	51	67	63
Channel mix	Buy more from online secondhand platforms	62	64	65	68	63	72	40
	Buy more online	45	44	44	48	46	45	44
Fashion Consumption	Make fewer impulse purchases	72	72	65	72	68	84	72
	Limit fashion expenses to save money because of uncertainty	47	47	38	43	44	54	53
	Shift fashion expenses to more purpose-driven categories	33	33	27	28	30	42	38

Source: BCG x VC Resale Survey, mid-May to mid-June 2020. Note: Because of rounding, not all figures sum to 100.

A thriving secondhand market drives sustainable consumption

85%

The Upscale Effect

of preowned buyers participate to reduce overconsumption by trading up fast fashion to fewer, better-quality items.

70%

The Durability Boost

of fashion consumers are encouraged to take greater care of their items thanks to the existence of a liquid secondhand market.

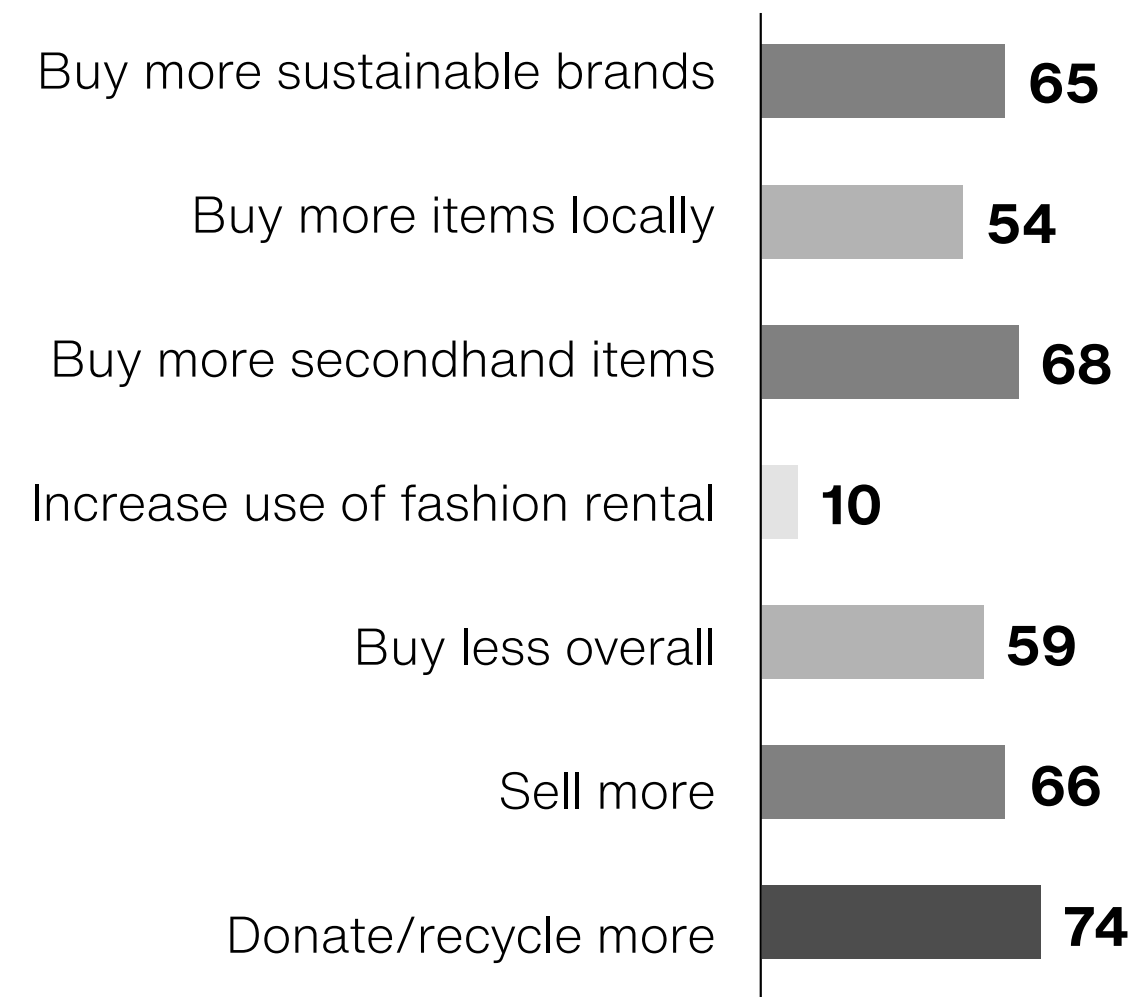
60%

The Circular Life Cycle

of preowned sellers would not have given a second life to their items without the existence of a second-hand market.

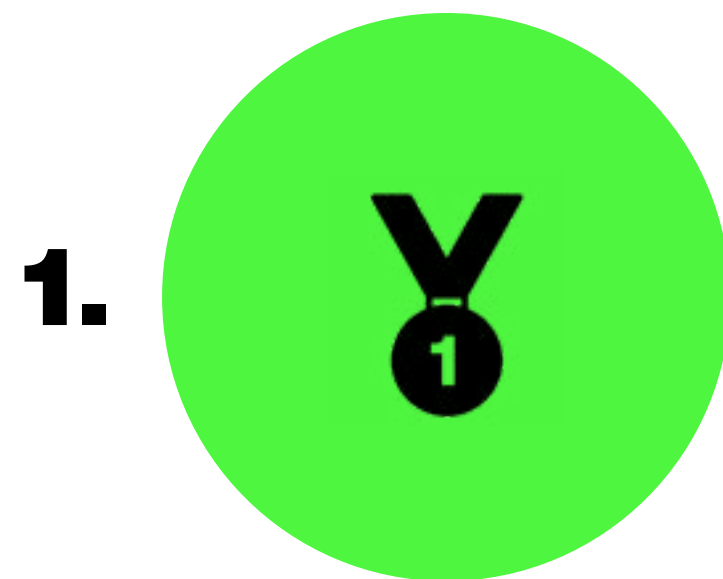
How do you plan to adapt your behavior from a sustainability perspective?

% of respondents who rank the following behaviors first or second among planned changes



	Secondhand trialists	Uniqueness seekers	Impulsive sophisticates	Trendy millennials	Sustainability adepts	Amateurs merchants
Buy more sustainable brands	68	61	62	52	87	59
Buy more items locally	59	49	48	46	69	54
Buy more secondhand items	70	73	76	68	82	42
Increase use of fashion rental	11	7	8	10	15	9
Buy less overall	58	50	56	54	75	63
Sell more	46	42	76	72	85	78
Donate/recycle more	75	68	72	66	92	75

3 Overall S&I Strategy



Being exemplary as a company

Our employees are our first fashion activists: we aim to give them the keys to act in their daily professional & personal lives.

We want to be an exemplary employer, and eventually become an “Entreprise a mission”.

Objectives:

- Be a fair & diverse employer
- Become best place to work
- Be one of the best rated B Corp



Reducing the footprint of our activities

We have an amazing circular model which avoids 100% of production impacts. However, our transportation, packaging, warehouses and digital use have a footprint: we aim to reduce it to a minimum and ultimately compensate it where we can't reduce it further.

Objectives:

- Reach a net climate benefit by the end of 2025 by:
 - Reducing our carbon footprint by 25%
 - Avoiding more emissions than we emit

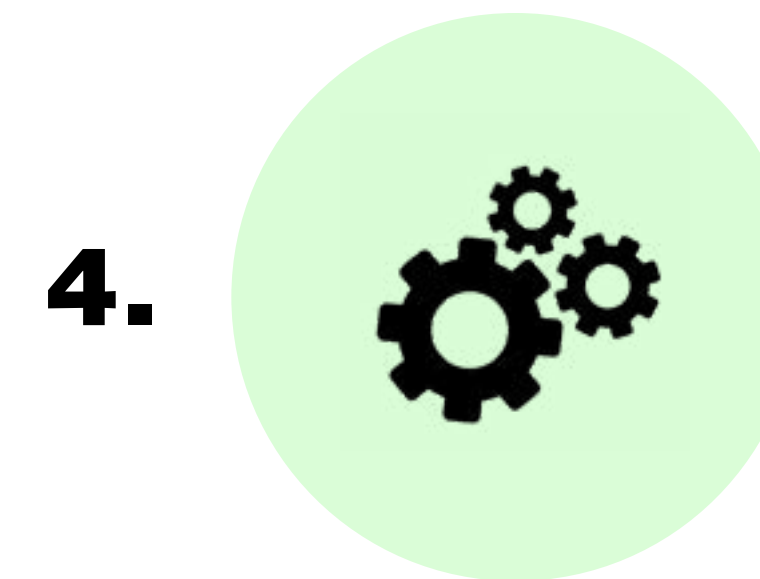


Empowering our community of users

We develop activist features and incentives on our platform, we raise awareness and share information as transparently as we can, to **give everyone the tools to make the best possible decisions for people & the environment.**

Objectives:

- Drive pride & engagement through a product that reflects who we are
- Develop tools and incentives to shop sustainably



Triggering systemic change in the industry

We work with the brands, institutions, NGOs and policy makers to **accelerate the advent of a circular economy of commons over a linear economy focused on individual property.**

Objectives:

- Be the leading voice of Circularity in Fashion
- Advocate for more Women in Tech

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B Corp Scores Explanation*

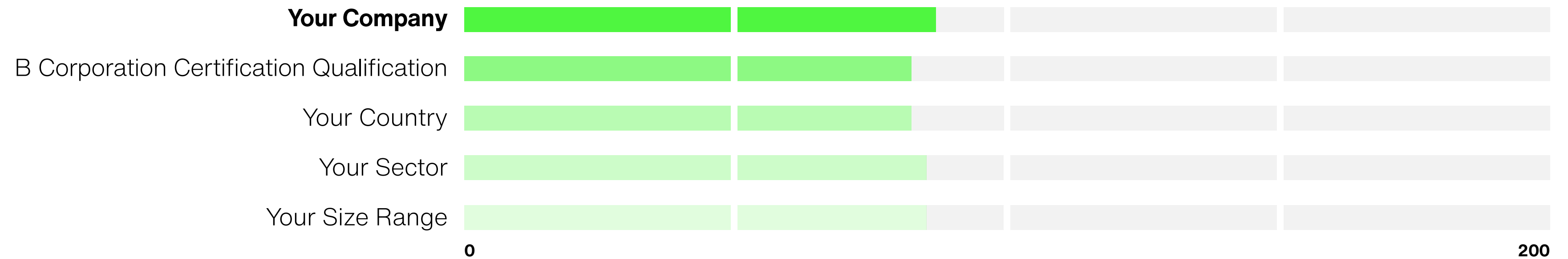
Overall B Impact Score

89,4

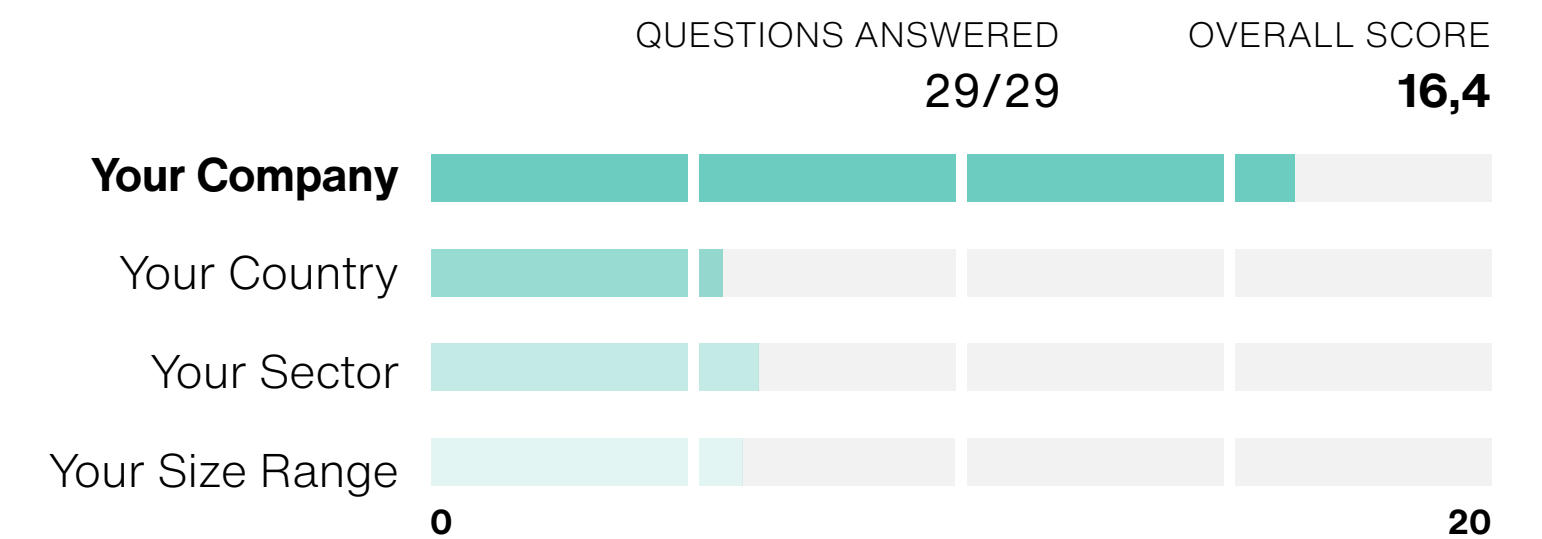
VESTIAIRE COLLECTIVE

For fiscal year end date:

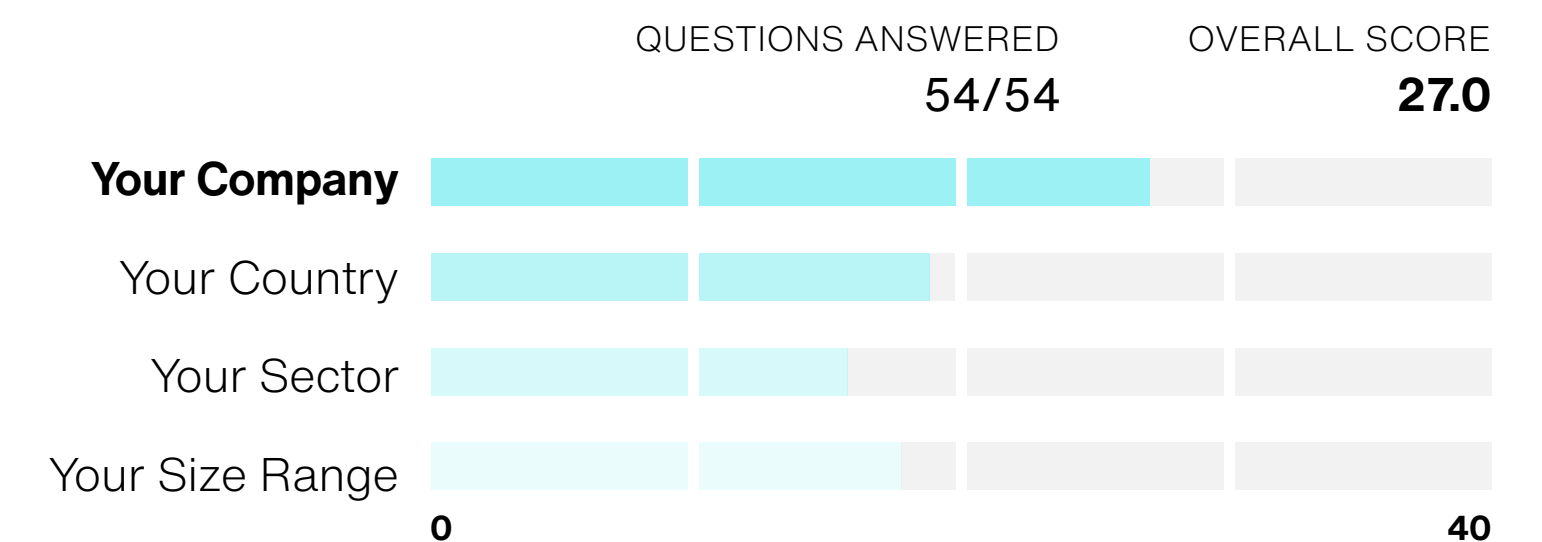
December 31st, 2020



GOVERNANCE

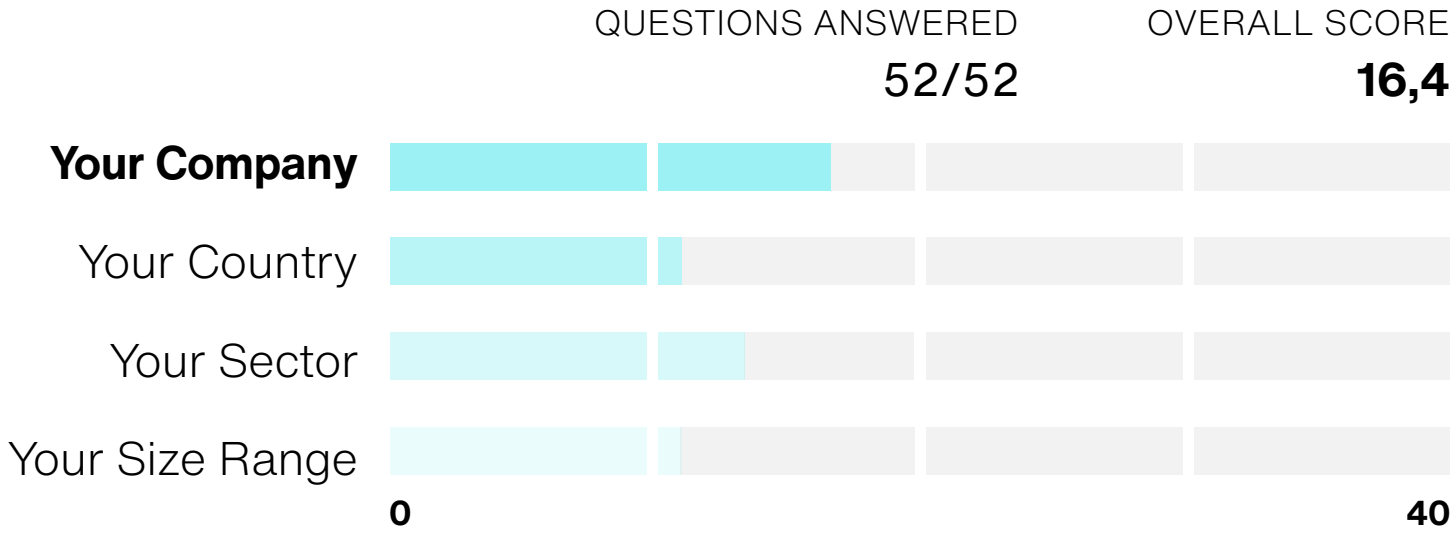


WORKERS

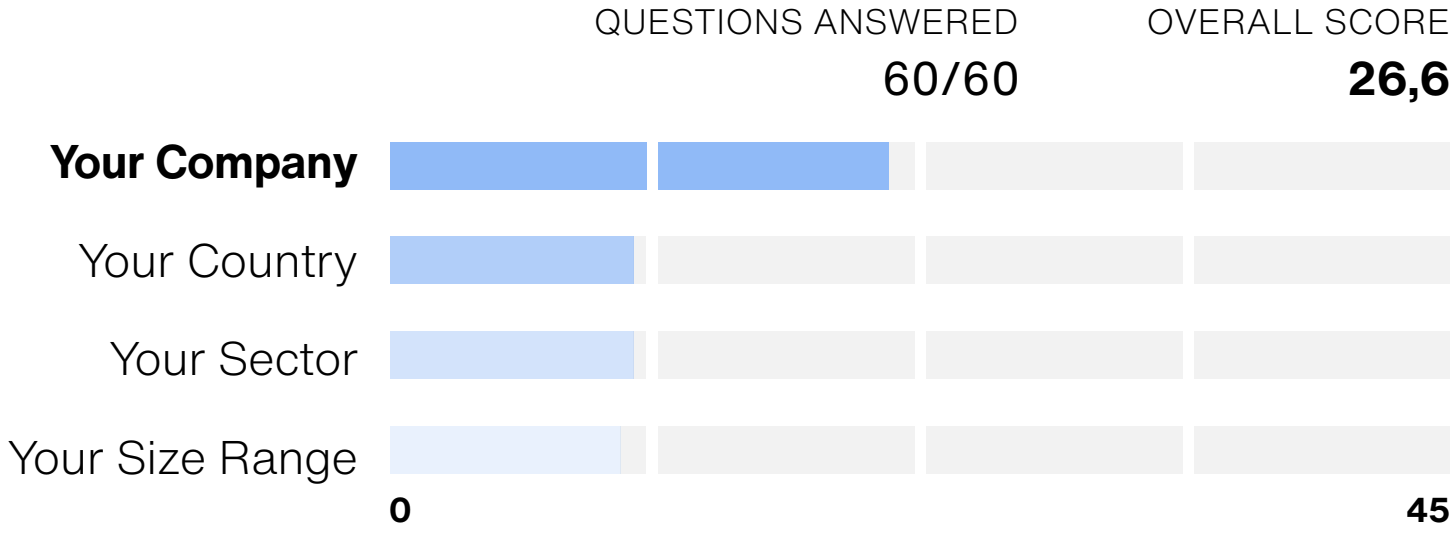


*Please note that the score is not 100% final yet, B Lab is currently running their final analysis and it might change slightly

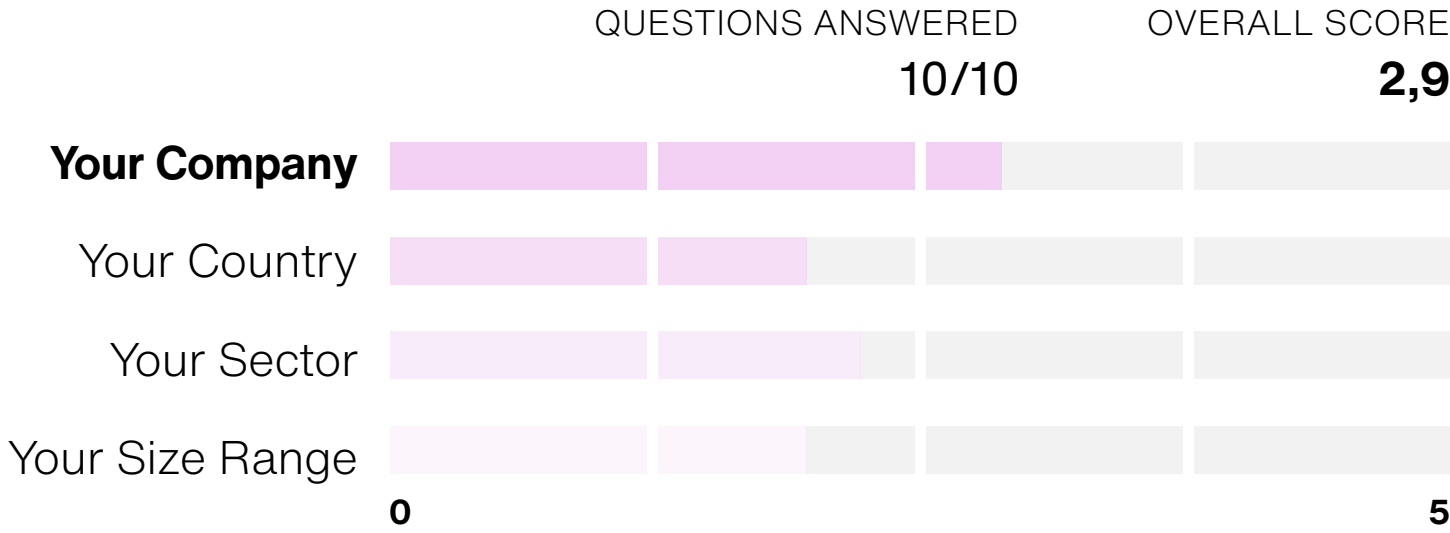
COMMUNITY



ENVIRONMENT



CUSTOMERS



*Please note that the score is not 100% final yet, B Lab is currently running their final analysis and it might change slightly

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What is remarkable **about our certification?**



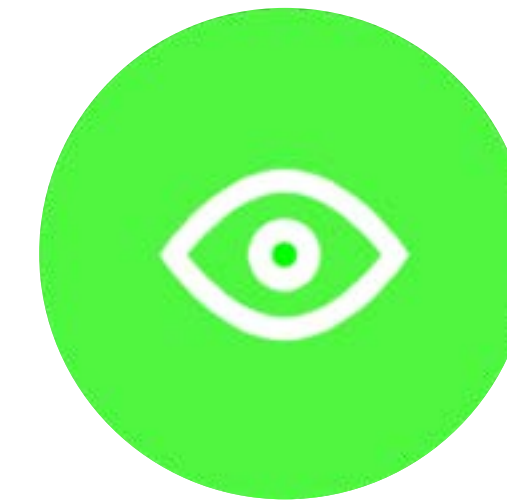
LEADERSHIP & VISION

Aligned with our vision of being sustainable leaders, we are the **1st fashion resale** player to get B Corp, opening the way for others to join



EXCELLENCE

We completed the questionnaire in **less than a year.**



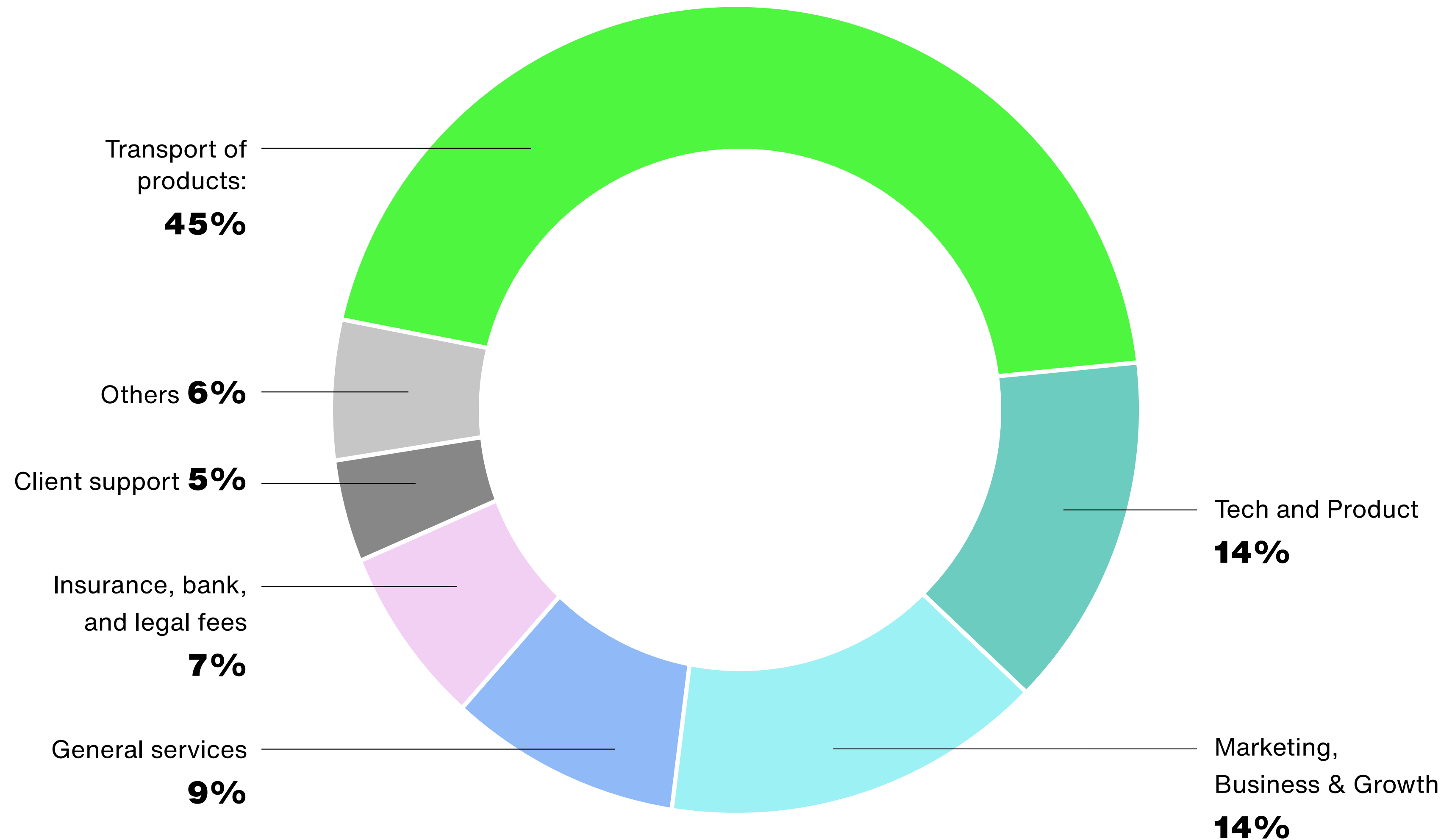
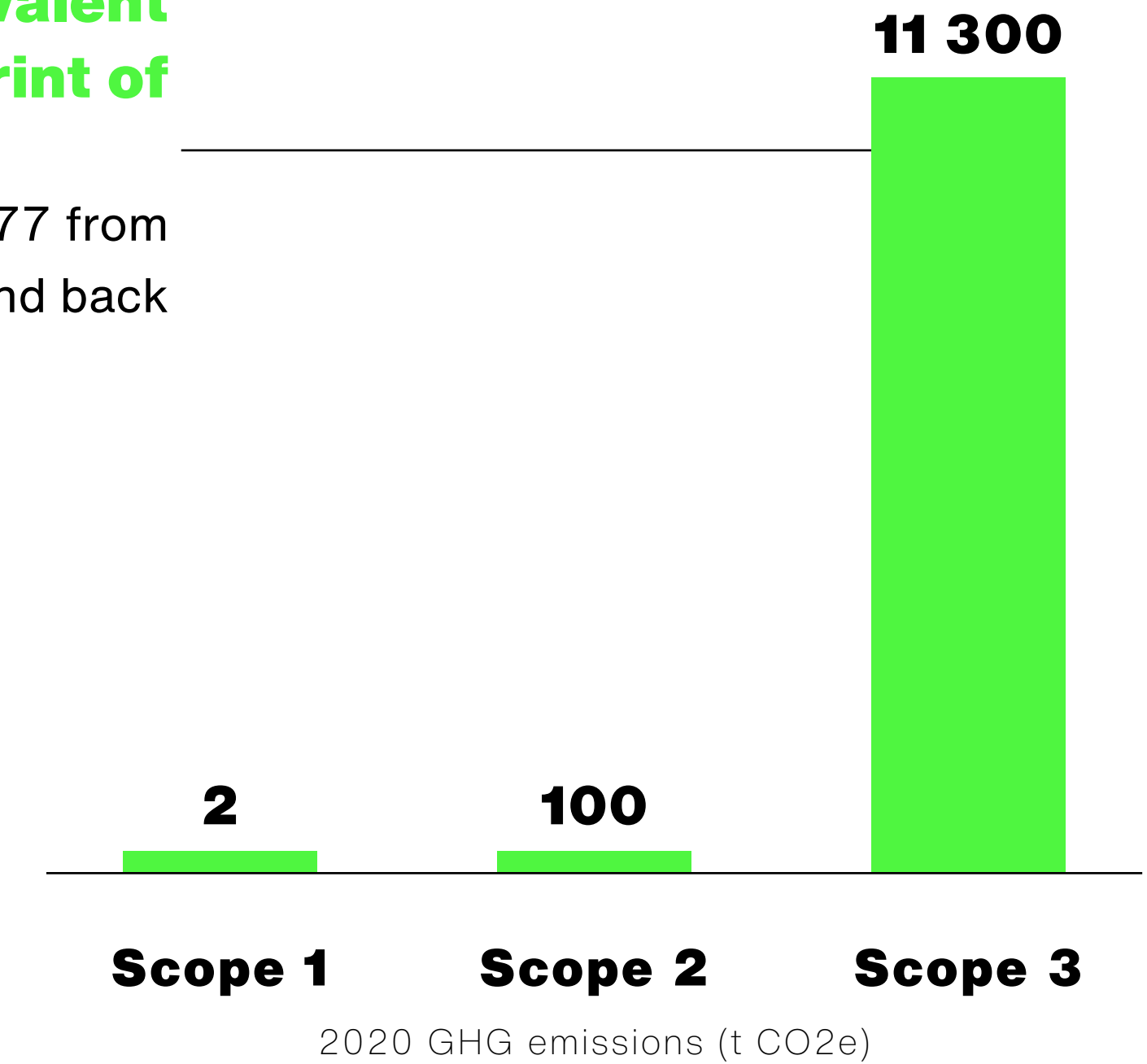
SIZE RANGE

Majority of B Corp are small companies, we are one of the **very few global players** to achieve this

6 Carbon footprint of Vestiaire collective*

11 500 t CO2eq is equivalent to the carbon footprint of

about 30 flights of a Boeing 777 from Paris to New York and back



*Source: Vestiaire Collective Climate Strategy 2021 by Deloitte

V.