



Connecting shoppers to the things they need and love.

Q3 2017 Results

Financial Figures

Revenue ex-TAC  
**\$234M**  
+32%\*

Adjusted EBITDA  
**\$79M**  
+45%\*

Results

+14% Same-client Revenue ex-TAC growth

90% Customer retention rate

Clients

>17k Retailer and brand clients

+930 New clients in Q3

Regional Performance

Americas +35%\*  
United States +43%

EMEA +24%\*

APAC +40%\*

Criteo Talent

>2,700 +23%

Performance Drivers

Gross-margin optimization 13% of Revenue ex-TAC

Publishers

950 Publishers live with Criteo header bidding technology

About Criteo

Criteo (NASDAQ: CRTO), the leader in commerce marketing, is building the highest performing and open commerce marketing ecosystem to drive profits and sales for retailers and brands. Over 2,700 Criteo team members partner with 17,000 retail and brand clients and thousands of publishers across the globe to deliver performance at scale by connecting shoppers to the things they need and love. Designed for commerce, Criteo Commerce Marketing Ecosystem sees over \$550 billion in annual commerce sales data.

\* At constant currency