



ABOUT YOU[®]

Q1 2022/2023
Earnings Call Presentation
7 July 2022

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Agenda conference call Q1 22/23

7 July 2022

1	Highlights
2	Business update
3	Financial update
4	Outlook
Q&A	

Today's speaker: Hannes Wiese



Co-Founder & Co-CEO, Operations & Finance

Q1 22/23 highlights

- 1 Top-line growth of +19.4% YoY to EUR 504.1m in Q1 22/23, against the backdrop of worsening macroeconomic conditions and consumer sentiment effects from the Russia-Ukraine conflict
- 2 Group adj. EBITDA¹ of EUR -28.8m (margin: -5.7%) caused by continued investments into strategic growth initiatives, negatively affected unit economics, and one-off effects
- 3 Growth in customers and frequency, normalising AOV: +27.7% YoY active customers to 11.8 million LTM² in Q1 22/23, AOF³: 3.0x (+5.4% YoY) and AOV⁴: EUR 56.8 (-2.2% YoY), as normalisation of return rates is offsetting price increases
- 4 Commerce segments with solid revenue growth (DACH: +9.6% YoY, Rest of Europe: +23.3% YoY), but profitability under pressure – DACH adj. EBITDA margin decreased to 4.1% (-3.8pp YoY), RoE to -20.1% (-2.1pp YoY)
- 5 Segment Tech, Media, and Enabling (TME) with continued high revenue growth (+45.2% YoY) regardless of tough comparatives, driven by expansion of SCAYLE – adj. EBITDA margin improved to 14.0% (+0.4pp YoY)
- 6 Guidance for FY 22/23 reiterated: +25.0 to 35.0% Group revenue growth YoY (EUR 2,165 to 2,338m), adj. EBITDA⁵ of EUR -70 to -50m (margin: -3.2 to -2.1%), supported by comprehensive bottom-line measures on path to profitability

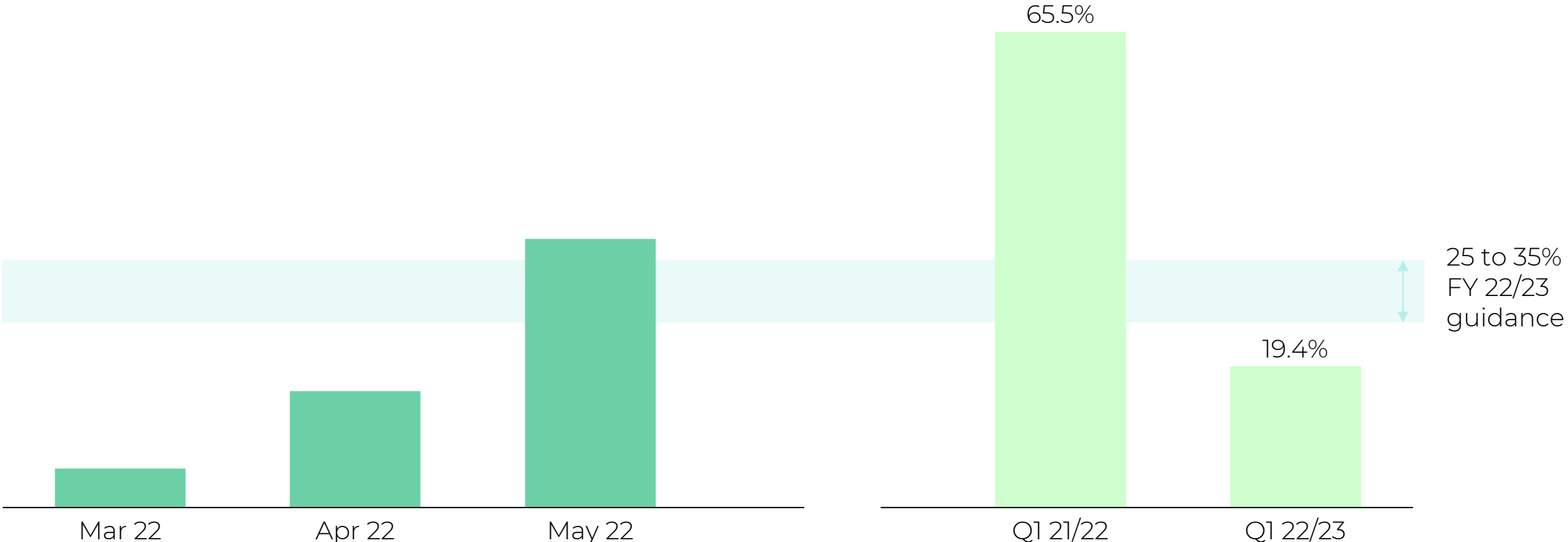
1. EBITDA adjusted for (i) equity-settled share-based compensation expenses, (ii) restructuring costs, and (iii) one-time effects; 2. LTM: last twelve months; 3. AOF: average order frequency; 4. AOV: average order value; 5. Excluding potential M&A activities



BUSINESS | UPDATE

Continued market share gains in a volatile market

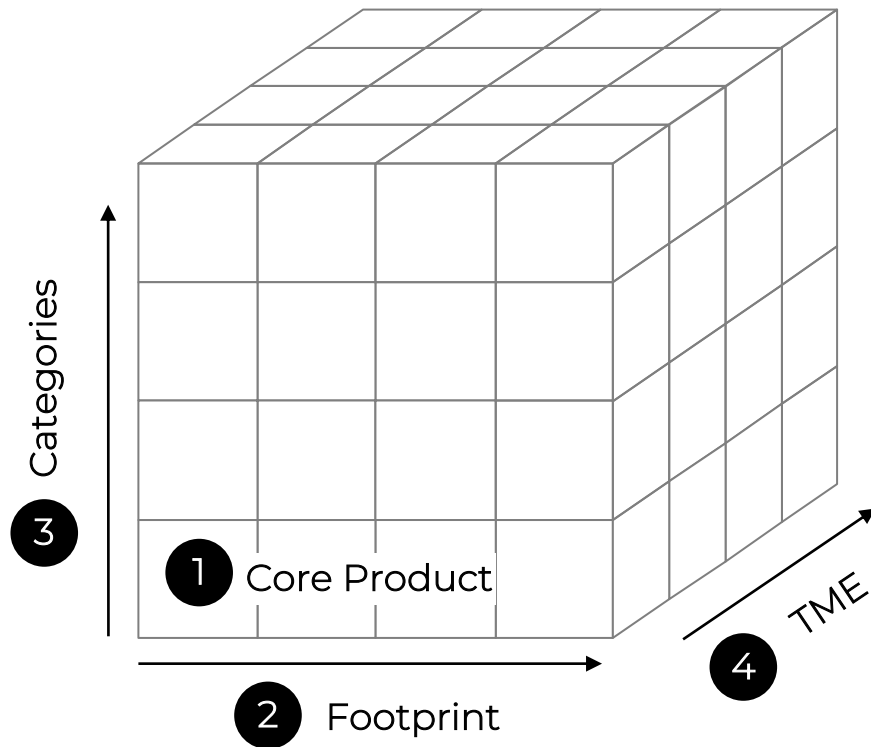
AY Group revenue growth (% YoY)



● — CEE impacts Russia-Ukraine conflict — ●

High investments into our growth strategy as planned in Q1

AY growth levers



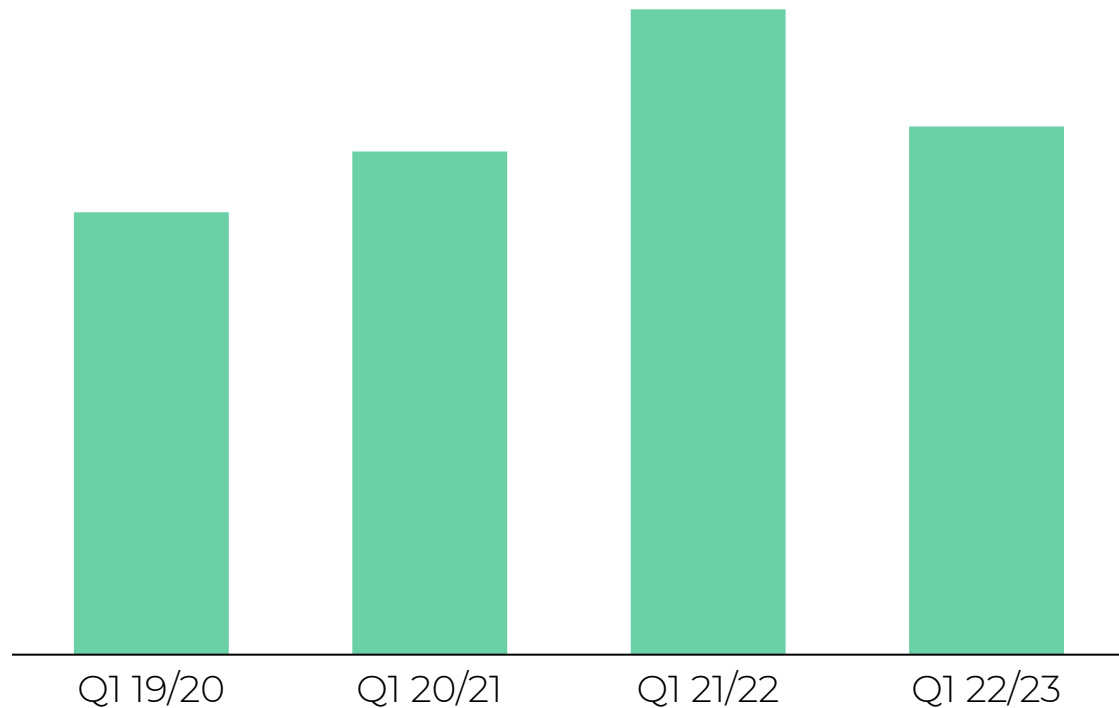
Selected growth investments Q1 22/23

- 1 ABOUT YOU Awards in Milan
- | Big Bang campaign in Norway
- 2 Branding campaign in Southern Europe
- 3 Range extension and availability measures
- 4 SCAYLE country launches and marketing

>10m extraordinary costs in Q1 22/23

Unit economics are worsening, but from a high base

Unit economics: contribution¹ / transaction
(EUR, Germany 🇩🇪)



Negative drivers Q1 22/23 vs. Q1 21/22

- Normalisation of returns rate
- Moderately increased discount levels
- Lower top-seller availability
- Inflationary cost pressure in logistics
- DC network roll-out complexity

1. Defined as revenue less COGS less fulfilment costs, in Germany, based on predicted returns as per end of June 2022

Countermeasures in place to deliver on path to profitability

Path to profitability for the Group

Key measures

- Adjusted marketing steering (increased ROI targets)
- Reduced growth investments into new markets
- Operating efficiency programs targeting key cost lines

Effectiveness over time



Q1 22/23 Q2 22/23 Q3 22/23 Q4 22/23 | Q1 23/24 Q2 23/24 Q3 23/24 Q4 23/24

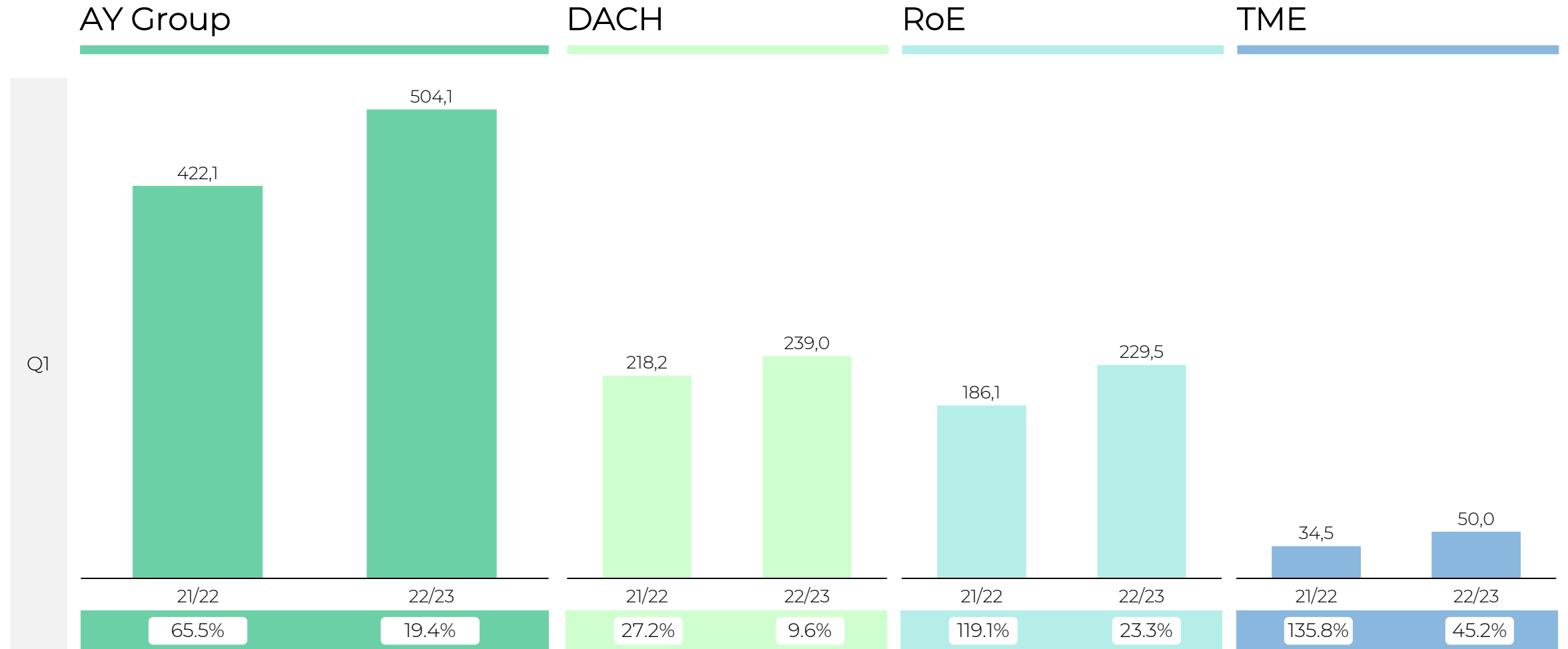
#1 priority to achieve Group adjusted EBITDA break-even in FY 23/24



FINANCIAL UPDATE[©]

Strong growth in all segments despite market volatility

Revenue¹ (EUR m) – % growth YoY

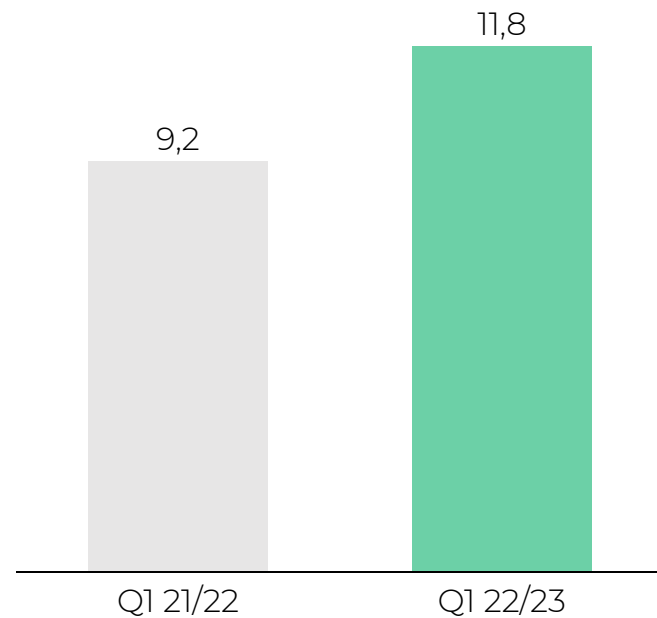


Note: Q1 22/23 ending in May; financials based on IFRS accounting with reconciliation from segment to Group
 1. Reconciliation from segment to Group revenue of EUR -14.5m for Q1 22/23, and EUR -16.7m for Q1 21/22

Strong customer metrics drive commerce revenues

AY Commerce (AY DACH+AY RoE), Q1 22/23 Last Twelve Months (LTM)

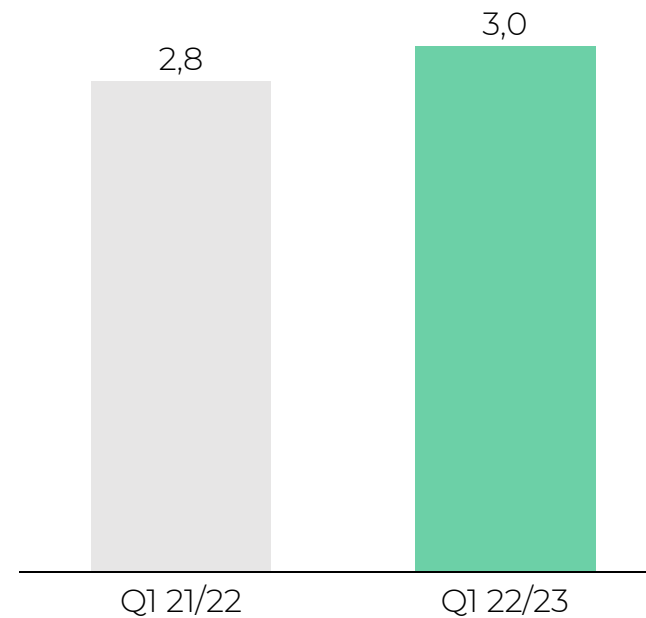
Total active customers¹
(m)



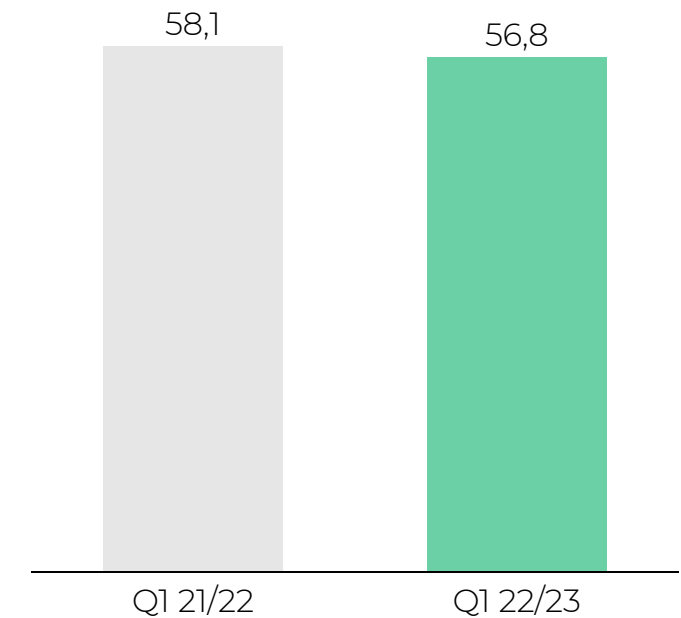
% growth YoY



Average order frequency²
(#)



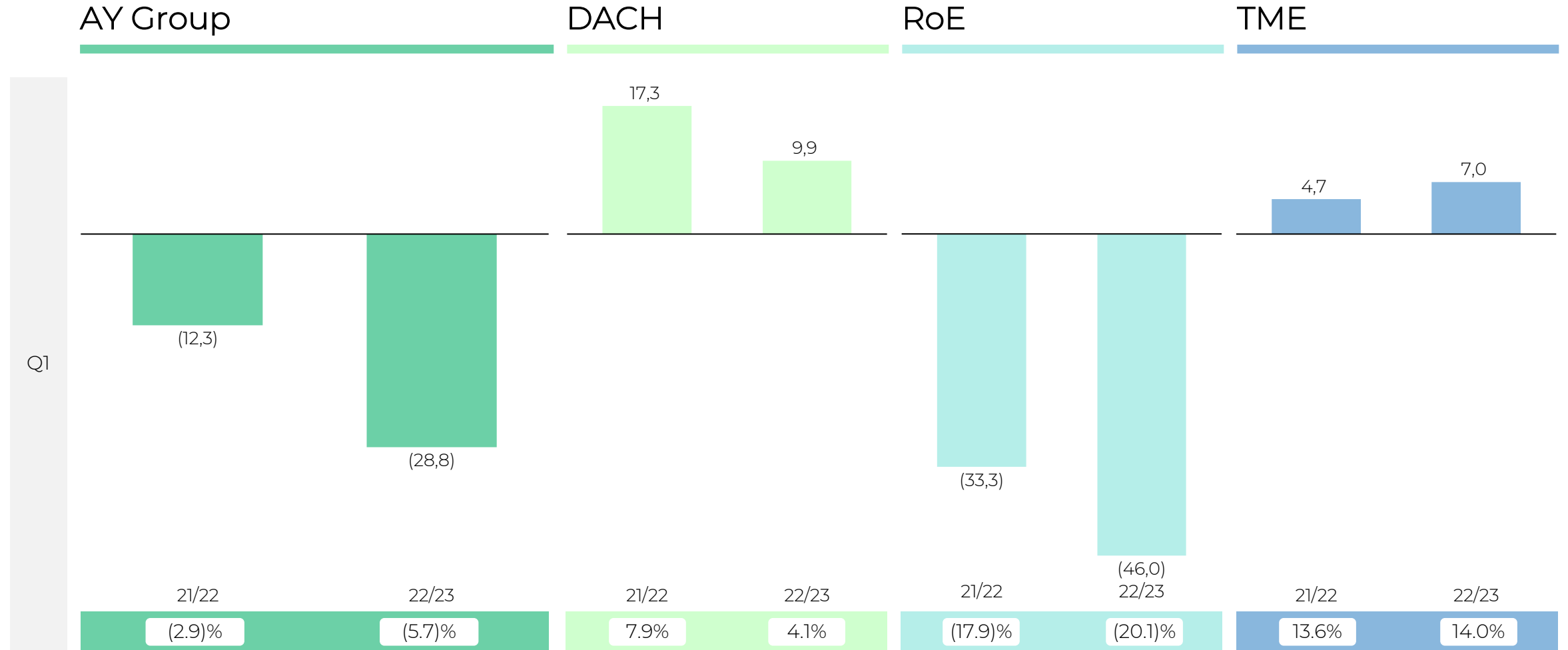
Average order value³
(EUR)



1. Defined as customers who made at least one purchase through our apps and websites within the last 12 months 2. Defined as the total number of all orders divided by the total number of all active customers 3. Defined as the value of all merchandise sold to customers in the Commerce business after cancellations and returns and including VAT, divided by the number of orders

Commerce EBITDA under pressure, TME with further uplift

Adj. EBITDA¹ (EUR m) – % margin



Note: Q1 22/23 ending in May; financials based on IFRS accounting with reconciliation from segment to Group
 1. Reconciliation from segment to Group adj. EBITDA of EUR 0.4m for Q1 22/23, and EUR -1.0m for Q1 21/22; EBITDA adjusted for (i) equity-settled share-based compensation expenses (Q1 22/23: EUR 2.5m; Q1 21/22: EUR 1.6m) (ii) restructuring costs and one-time effects (Q1 22/23: EUR 0.0m; Q1 21/22: EUR 4.7m)

Fulfilment and marketing costs put pressure on profitability

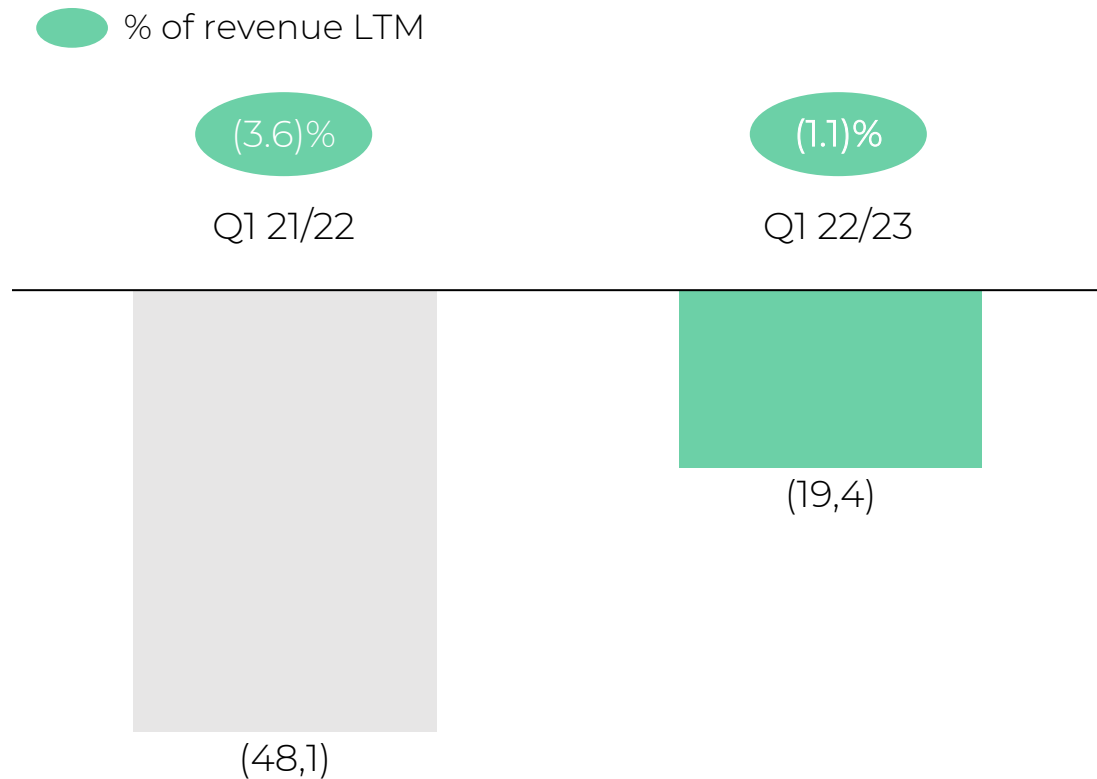
Key margin and cost lines AY Group

	Q1		YoY Delta
	21/22	22/23	
% of revenue			
Gross margin ¹	41.8%	42.6%	0.9pp
(-) Fulfilment costs ¹	19.2%	21.9%	2.7pp
(-) Marketing costs ¹	19.8%	20.8%	1.0pp
(-) Admin & other costs ¹	5.6%	5.7%	0.0pp
Adj. EBITDA margin	(2.9)%	(5.7)%	(2.8)pp

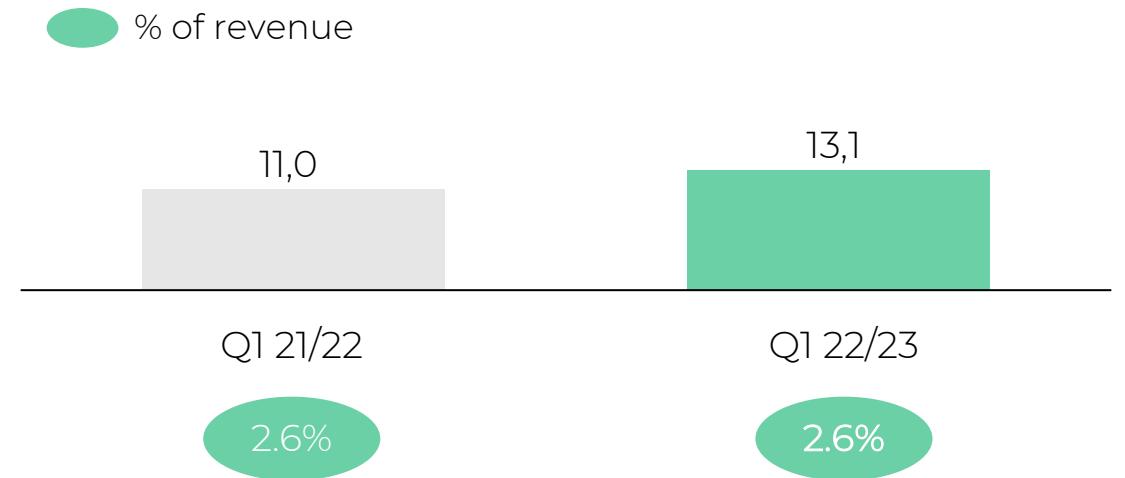
1. Defined as Alternative Performance Measures (APM) and not recognised under IFRS

Negative NWC and limited CAPEX in Q1 22/23

Net working capital¹ (EUR m)



Capital expenditure² (EUR m)

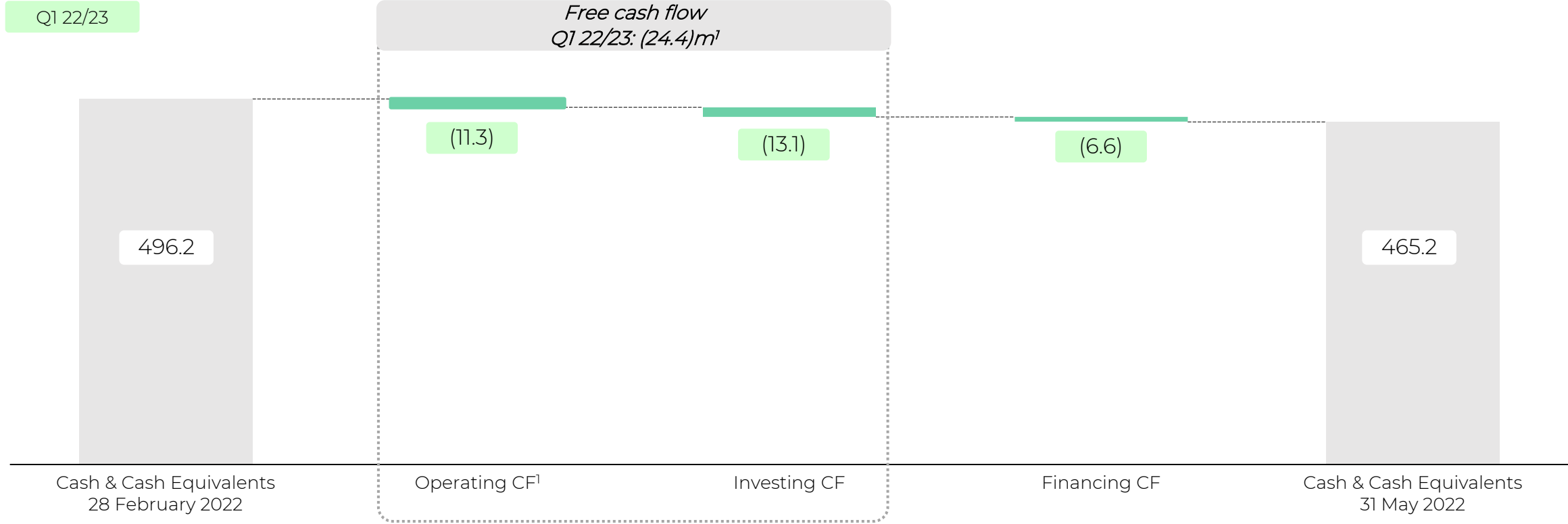


1. Net working capital defined as: inventories plus receivables (includes trade receivables and other current assets) minus liabilities (includes trade payables, other payables and provisions for returns)

2. Includes acquisition of intangible assets and PPE (Q1 22/23 EUR 8.4m; Q1 21/22 EUR 4.4m), acquisition of company shares (Q1 22/23 EUR 0.0m; Q1 21/22 EUR 0.5m) and working capital loans for holdings in influencer brands and incubators (Q1 22/23 EUR 4.7m; Q1 21/22 EUR 6m)

Solid cash position to execute on path to profitability

Liquidity position, 31 May 2022 (EUR m)



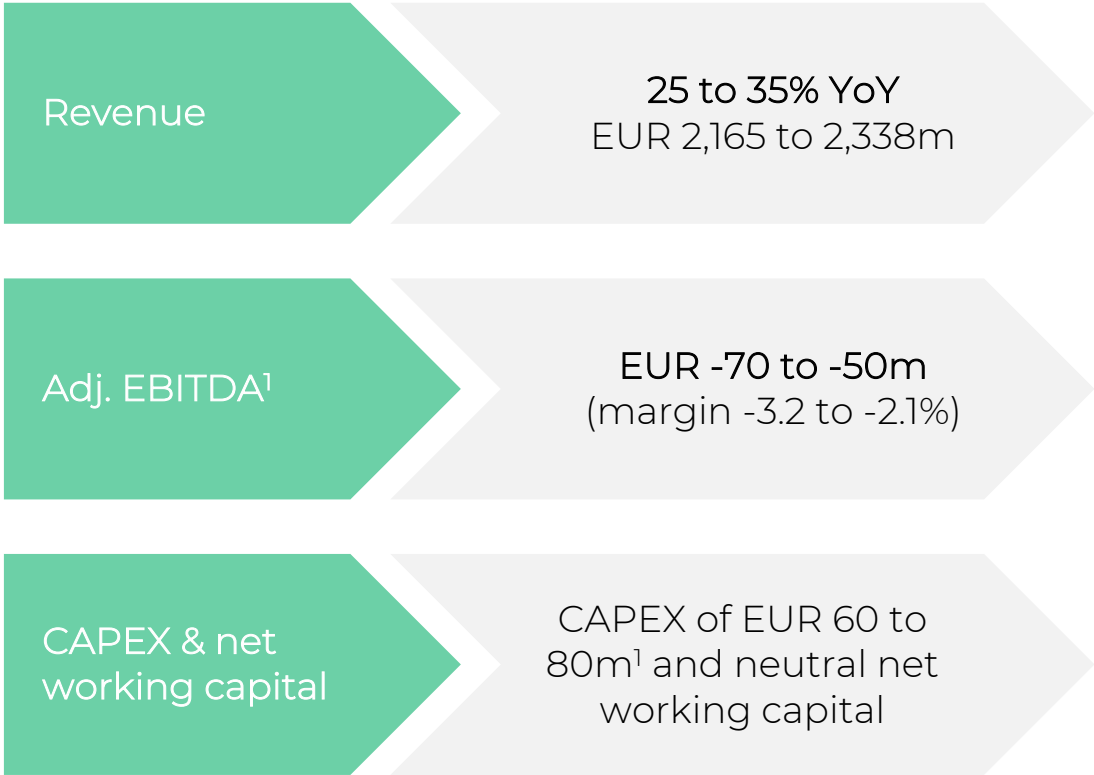
1. Not adjusted for private placement expenses



OUTLOOK[®]

Guidance for FY 22/23 and medium-term goals confirmed

AY Group guidance, FY 22/23



¹ Excluding potential M&A activities

Medium-term priorities

- #1 Execute on path to profitability for the Group
(Group adjusted EBITDA break-even FY 23/24)

- #2 Reach medium-term top-line targets
(EUR 5bn Group revenue FY 25/26)

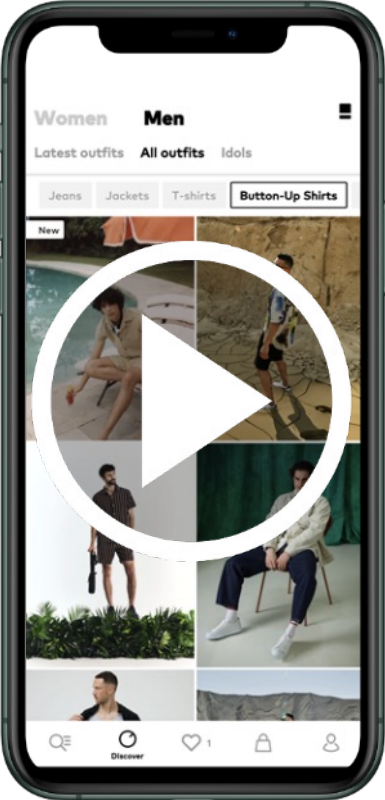


Q&A[©]



APPENDIX[©]


Check out the ABOUT YOU app experience via our product demo



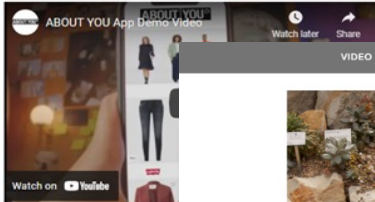
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Video Highlights



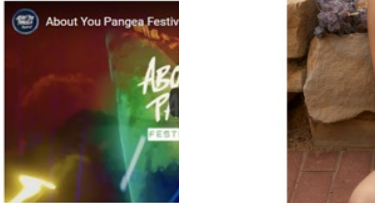
K5 Interview with Tarek Müller: SCAYLE



ABOUT YOU App Demo Video



ABOUT YOU Fashion Show @ ABOUT YOU Fashion Week '21



ABOUT YOU Pangea Festival

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Webinars


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The IPO Stars of 2021 - Deutsche Eigenkapital

17 Nov 2021
Fireside chat Morgan Stanley European TM
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Sales Teach-in
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Podcasts

18 Aug 2021
OMR # 411 with Tarek Müller and the About You IPO diary

12 Aug 2021
Scalable Capital - About You: Tarek Müller on fashion trends, IPO & more

16 Jun 2021
OMR # 393 This is what Tarek Müller, Lena Gercke, Florian Heinemann and more are saying about the About You IPO



Group key performance metrics

EUR m / %	Q1 19/20	Q2 19/20	Q3 19/20	Q4 19/20	FY 19/20	Q1 20/21	Q2 20/21	Q3 20/21	Q4 20/21	FY 20/21	Q1 21/22	Q2 21/22	Q3 21/22	Q4 21/22	FY 21/22	Q1 22/23
Revenue ¹	153.0	154.3	228.0	208.1	743.4	255.1	258.0	346.2	307.1	1,166.5	422.1	395.6	512.5	401.4	1,731.6	504.1
<i>% growth y-o-y</i>	66.5%	67.2%	54.6%	60.6%	61.2%	66.8%	67.2%	51.9%	47.6%	56.9%	65.5%	53.3%	48.0%	30.7%	48.5%	19.4%
Cost of sales ²	(88.6)	(96.4)	(126.8)	(113.2)	(425.0)	(150.9)	(169.4)	(205.3)	(167.8)	(693.3)	(245.8)	(241.4)	(313.2)	(227.5)	(1,028.0)	(289.3)
Gross profit	64.3	57.9	101.1	95.0	318.4	104.2	88.7	140.9	139.3	473.1	176.3	154.2	199.3	173.9	703.7	214.8
<i>% margin</i>	42.1%	37.5%	44.4%	45.6%	42.8%	40.9%	34.4%	40.7%	45.4%	40.6%	41.8%	39.0%	38.9%	43.3%	40.6%	42.6%
Fulfilment costs ²	(32.8)	(31.9)	(43.4)	(48.9)	(157.0)	(53.9)	(53.6)	(66.0)	(60.2)	(233.7)	(81.1)	(80.4)	(96.3)	(89.6)	(347.4)	(110.2)
<i>% of revenue</i>	(21.4)%	(20.7)%	(19.0)%	(23.5)%	(21.1)%	(21.1)%	(20.8)%	(19.1)%	(19.6)%	(20.0)%	(19.2)%	(20.3)%	(18.8)%	(22.3)%	(20.1)%	(21.9)%
Marketing costs ²	(39.6)	(40.2)	(54.3)	(32.6)	(166.7)	(44.5)	(33.9)	(66.9)	(45.1)	(190.3)	(83.7)	(67.0)	(108.7)	(69.1)	(328.5)	(104.9)
<i>% of revenue</i>	(25.9)%	(26.0)%	(23.8)%	(15.7)%	(22.4)%	(17.4)%	(13.1)%	(19.3)%	(14.7)%	(16.3)%	(19.8)%	(16.9)%	(21.2)%	(17.2)%	(19.0)%	(20.8)%
Admin & other costs ²	(13.2)	(16.5)	(15.6)	(19.2)	(64.6)	(16.6)	(14.0)	(22.3)	(31.6)	(84.6)	(23.8)	(20.0)	(24.7)	(26.2)	(94.7)	(28.5)
<i>% of revenue</i>	(8.7)%	(10.7)%	(6.8)%	(9.2)%	(8.7)%	(6.5)%	(5.4)%	(6.4)%	(10.3)%	(7.3)%	(5.6)%	(5.0)%	(4.8)%	(6.5)%	(5.5)%	(5.7)%
Adj. EBITDA³	(21.3)	(30.7)	(12.2)	(5.7)	(69.9)	(10.7)	(12.9)	(14.3)	2.4	(35.5)	(12.3)	(13.1)	(30.5)	(11.0)	(66.9)	(28.8)
<i>% margin</i>	(13.9)%	(19.9)%	(5.3)%	(2.7)%	(9.4)%	(4.2)%	(5.0)%	(4.1)%	0.8%	(3.0)%	(2.9)%	(3.3)%	(6.0)%	(2.7)%	(3.9)%	(5.7)%
Adjustments	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	(8.5)	(8.5)	(6.3)	(16.7)	(0.2)	(4.8)	(28.1)	(2.5)
EBITDA	(21.3)	(30.7)	(12.2)	(5.7)	(69.9)	(10.7)	(12.9)	(14.3)	(6.1)	(44.0)	(18.6)	(29.8)	(30.7)	(15.8)	(95.0)	(31.3)
<i>% margin</i>	(13.9)%	(19.9)%	(5.3)%	(2.7)%	(9.4)%	(4.2)%	(5.0)%	(4.1)%	(2.0)%	(3.8)%	(4.4)%	(7.5)%	(6.0)%	(3.9)%	(5.5)%	(6.2)%
Depreciation & amortisation	(2.3)	(2.1)	(1.9)	(3.2)	(9.5)	(2.7)	(2.7)	(2.8)	(3.2)	(11.4)	(3.8)	(3.9)	(7.7)	(9.6)	(25.0)	(11.6)
EBIT	(23.6)	(32.8)	(14.1)	(8.9)	(79.4)	(13.4)	(15.6)	(17.2)	(9.3)	(55.5)	(22.4)	(33.7)	(38.5)	(25.4)	(119.9)	(43.0)
<i>% margin</i>	(15.4)%	(21.2)%	(6.2)%	(4.3)%	(10.7)%	(5.2)%	(6.0)%	(5.0)%	(3.0)%	(4.8)%	(5.3)%	(8.5)%	(7.5)%	(6.3)%	(6.9)%	(8.5)%

1. Reconciliation from segment to Group revenue of EUR -14.5m for Q1 22/23, and EUR -16.7m for Q1 21/22

2. Defined as Alternative Performance Measure (APM) and not recognised under IFRS

3. Reconciliation from segment to Group adj. EBITDA of EUR 0.4m for Q1 22/23, and EUR -1.0m for Q1 21/22; EBITDA adjusted for (i) equity-settled share-based compensation expenses (Q1 22/23: EUR 2.5m; Q1 21/22: EUR 1.6m) (ii) restructuring costs and one-time effects (Q1 22/23: EUR 0.0m; Q1 21/22: EUR 4.7m)

Segment information

EUR m / %	Q1 19/20	Q2 19/20	Q3 19/20	Q4 19/20	FY 19/20	Q1 20/21	Q2 20/21	Q3 20/21	Q4 20/21	FY 20/21	Q1 21/22	Q2 21/22	Q3 21/22	Q4 21/22	FY 21/22	Q1 22/23
Revenue	153.0	154.3	228.0	208.1	743.4	255.1	258.0	346.2	307.1	1,166.5	422.1	395.6	512.5	401.4	1,731.6	504.1
DACH	117.3	109.5	156.9	126.1	509.9	171.6	138.7	195.6	154.1	660.0	218.2	197.4	248.4	175.9	839.9	239.0
RoE	24.9	37.2	63.1	63.8	188.9	85.0	108.5	142.8	127.2	463.5	186.1	162.9	239.6	179.1	767.7	229.5
TME	12.0	9.9	13.7	16.3	52.0	14.6	14.1	23.3	31.5	83.5	34.5	39.5	48.7	44.7	167.4	50.0
Reconciliation	(1.2)	(2.3)	(5.8)	2.0	(7.4)	(16.1)	(3.2)	(15.6)	(5.7)	(40.6)	(16.7)	(4.2)	(24.2)	1.8	(43.3)	(14.5)
Revenue growth YoY	66.5%	67.2%	54.6%	60.6%	61.2%	66.8%	67.2%	51.9%	47.6%	56.9%	65.5%	53.3%	48.0%	30.7%	48.5%	19.4%
DACH	40.8%	39.8%	32.3%	32.3%	35.8%	46.2%	26.6%	24.7%	22.2%	29.4%	27.2%	42.4%	27.0%	14.2%	27.3%	9.6%
RoE	229.1%	224.7%	148.6%	152.0%	171.1%	241.7%	191.6%	126.4%	99.5%	145.3%	119.1%	50.1%	67.7%	40.8%	65.6%	23.3%
TME	191.6%	71.7%	110.7%	62.6%	96.5%	22.0%	41.4%	69.7%	93.2%	60.6%	135.8%	181.0%	109.1%	41.6%	100.4%	45.2%
Adj. EBITDA	(21.3)	(30.7)	(12.2)	(5.7)	(69.9)	(10.7)	(12.9)	(14.3)	2.4	(35.5)	(12.3)	(13.1)	(30.5)	(11.0)	(66.9)	(28.8)
DACH	(2.2)	(4.0)	7.4	(0.7)	0.4	7.4	8.6	15.8	5.0	36.8	17.3	7.8	13.6	16.7	55.5	9.9
RoE	(7.5)	(16.8)	(16.4)	(14.5)	(55.2)	(17.7)	(17.6)	(29.7)	(18.3)	(83.3)	(33.3)	(24.4)	(50.5)	(36.8)	(145.1)	(46.0)
TME	(8.0)	(9.7)	(5.0)	5.3	(17.4)	0.6	(1.1)	1.0	9.6	10.1	4.7	6.1	7.1	11.1	29.0	7.0
Reconciliation	(3.6)	(0.1)	1.9	4.3	2.4	(1.1)	(2.8)	(1.5)	6.2	0.8	(1.0)	(2.5)	(0.7)	(2.0)	(6.3)	0.4
Adj. EBITDA margin	(13.9)%	(19.9)%	(5.3)%	(2.7)%	(9.4)%	(4.2)%	(5.0)%	(4.1)%	0.8%	(3.0)%	(2.9)%	(3.3)%	(6.0)%	(2.7)%	(3.9)%	(5.7)%
DACH	(1.9)%	(3.7)%	4.7%	(0.6)%	0.1%	4.3%	6.2%	8.1%	3.2%	5.6%	7.9%	3.9%	5.5%	9.5%	6.6%	4.1%
RoE	(30.0)%	(45.1)%	(26.1)%	(22.8)%	(29.2)%	(20.9)%	(16.2)%	(20.8)%	(14.4)%	(18.0)%	(17.9)%	(15.0)%	(21.1)%	(20.6)%	(18.9)%	(20.1)%
TME	(66.5)%	(98.1)%	(36.1)%	32.2%	(33.5)%	4.3%	(8.1)%	4.3%	30.4%	12.0%	13.6%	15.4%	14.6%	24.9%	17.3%	14.0%

1. EBITDA adjusted for (i) equity-settled share-based compensation expenses (Q1 22/23: EUR 2.5m; Q1 21/22: EUR 1.6m) (ii) restructuring costs and one-time effects (Q1 22/23: EUR 0.0m; Q1 21/22: EUR 4.7m)

Customer metrics

	Q1 19/20	Q2 19/20	Q3 19/20	Q4 19/20	FY 19/20	Q1 20/21	Q2 20/21	Q3 20/21	Q4 20/21	FY 20/21	Q1 21/22	Q2 21/22	Q3 21/22	Q4 21/22	FY 21/22	Q1 22/23
Customer reach metrics																
User sessions per month (m) ¹	34.3	38.4	46.2	54.6	54.6	64.0	72.4	81.4	89.5	89.5	102.1	111.1	124.0	135.7	135.7	143.3
Mobile sessions (% of user sessions) ²	75.3%	77.5%	80.2%	81.9%	81.9%	82.9%	83.5%	83.4%	83.4%	83.4%	83.6%	83.5%	84.6%	85.4%	85.4%	86.1%
Customer engagement metrics LTM³																
Active customers (m) ⁴	4.4	4.8	5.3	5.8	5.8	6.5	7.2	8.0	8.4	8.4	9.2	9.7	10.7	11.4	11.4	11.8
Average order frequency (#) ⁵	2.4	2.5	2.5	2.6	2.6	2.6	2.7	2.7	2.7	2.7	2.8	2.9	2.9	2.9	2.9	3.0
Total number of orders (m) ⁶	10.7	11.8	13.3	14.9	14.9	17.2	19.4	21.7	23.2	23.2	25.9	28.0	30.8	32.9	32.9	34.9
Average order value (EUR) ⁷	54.7	55.1	55.8	55.3	55.3	55.8	55.6	56.1	57.1	57.1	58.1	58.5	58.8	57.8	57.8	56.8
Customer engagement metrics																
Total number of orders (m)	3.0	3.3	4.3	4.3	14.9	5.3	5.5	6.6	5.8	23.2	8.0	7.5	9.5	7.9	32.9	9.9

1. Defined as all sessions across all countries excluding sessions without interaction
2. Defined as all session via a mobile device, e.g. a smartphone
3. Last twelve months (LTM)
4. Defined as customers who made at least one purchase through our apps and websites within the last 12 months
5. Defined as the total number of all orders divided by the total number of all active customers
6. Defined as the number of customer orders placed within the last 12 months
7. Defined as the value of all merchandise sold to customers in the Commerce business after cancellations and returns and including VAT, divided by the number of orders

Short profit & loss statement

EUR m / %	FY 19/20	Q1 20/21	Q2 20/21	Q3 20/21	Q4 20/21	FY 20/21	Q1 21/22	Q2 21/22	Q3 21/22	Q4 21/22	FY 21/22	Q1 22/23
Revenue ¹	743.4	255.1	258.0	346.2	307.1	1,166.5	422.1	395.6	512.5	401.4	1,731.6	504.1
<i>% growth y-o-y</i>	61.2%	66.8%	67.2%	51.9%	47.6%	56.9%	65.5%	53.3%	48.0%	30.7%	48.5%	19.4%
Cost of materials	(422.5)	(150.3)	(169.0)	(204.4)	(167.8)	(691.5)	(244.3)	(239.7)	(311.7)	(227.6)	(1,023.3)	(286.6)
Personnel expenses	(34.9)	(10.5)	(11.7)	(13.0)	(24.6)	(59.8)	(17.0)	(24.5)	(19.0)	(25.4)	(86.0)	(24.4)
Other operating expenses	(367.5)	(107.5)	(93.8)	(147.4)	(129.2)	(477.8)	(184.0)	(165.7)	(221.7)	(172.7)	(744.1)	(232.9)
Other operating income	2.1	0.2	0.8	1.0	1.3	3.2	0.7	0.7	1.3	0.4	3.1	0.7
Own work capitalized	9.5	2.2	2.8	3.3	7.1	15.4	3.8	3.8	8.0	8.1	23.8	7.8
EBITDA	(69.9)	(10.7)	(12.9)	(14.3)	(6.1)	(44.0)	(18.6)	(29.8)	(30.7)	(15.8)	(95.0)	(31.3)
<i>% margin</i>	<i>(9.4)%</i>	<i>(4.2)%</i>	<i>(5.0)%</i>	<i>(4.1)%</i>	<i>(2.0)%</i>	<i>(3.8)%</i>	<i>(4.4)%</i>	<i>(7.5)%</i>	<i>(6.0)%</i>	<i>(3.9)%</i>	<i>(5.5)%</i>	<i>(6.2)%</i>
Depreciation & amortisation	(9.5)	(2.7)	(2.7)	(2.8)	(3.2)	(11.4)	(3.8)	(3.9)	(7.7)	(9.6)	(25.0)	(11.6)
EBIT	(79.4)	(13.4)	(15.6)	(17.2)	(9.3)	(55.5)	(22.4)	(33.7)	(38.5)	(25.4)	(119.9)	(43.0)
<i>% margin</i>	<i>(10.7)%</i>	<i>(5.2)%</i>	<i>(6.0)%</i>	<i>(5.0)%</i>	<i>(3.0)%</i>	<i>(4.8)%</i>	<i>(5.3)%</i>	<i>(8.5)%</i>	<i>(7.5)%</i>	<i>(6.3)%</i>	<i>(6.9)%</i>	<i>(8.5)%</i>
Net interest result	(0.9)	(0.6)	0.3	(0.4)	(0.9)	(1.6)	(1.1)	(1.2)	(0.5)	0.1	(2.7)	(1.1)
EBT	(80.2)	(14.0)	(15.3)	(17.6)	(10.2)	(57.1)	(23.5)	(34.9)	(39.0)	(25.2)	(122.6)	(44.1)
Income taxes	0.4	(0.1)	(0.1)	(0.1)	(2.5)	(2.8)	(0.0)	(0.1)	(0.9)	(0.8)	(1.8)	(0.3)
Profit / (loss) for the period (EAT)	(79.8)	(14.1)	(15.4)	(17.7)	(12.7)	(59.9)	(23.5)	(35.0)	(39.9)	(26.0)	(124.4)	(44.4)

1. Reconciliation from segment to Group adj. EBITDA of EUR 0.4m for Q1 22/23, and EUR -1.0m for Q1 21/22

Reconciliation of adj. EBITDA to net income

EUR m	FY 19/20	Q1 20/21	Q2 20/21	Q3 20/21	Q4 20/21	FY 20/21	Q1 21/22	Q2 21/22	Q3 21/22	Q4 21/22	FY 21/22	Q1 22/23
Adj. EBITDA ¹	(69.9)	(10.7)	(12.9)	(14.3)	2.4	(35.5)	(12.3)	(13.1)	(30.5)	(11.0)	(66.9)	(28.8)
Equity-settled share-based compensation	0.0	0.0	0.0	0.0	(8.4)	(8.4)	(1.6)	(8.4)	(0.2)	(4.6)	(14.8)	(2.5)
Restructuring costs and one-time effects	0.0	0.0	0.0	0.0	(0.2)	(0.2)	(4.7)	(8.3)	0.0	(0.2)	(13.2)	0.0
EBITDA	(69.9)	(10.7)	(12.9)	(14.3)	(6.1)	(44.0)	(18.6)	(29.8)	(30.7)	(15.8)	(95.0)	(31.3)
Depreciation & amortisation	(9.5)	(2.7)	(2.7)	(2.8)	(3.2)	(11.4)	(3.8)	(3.9)	(7.7)	(9.6)	(25.0)	(11.6)
Net interest result	(0.9)	(0.6)	0.3	(0.4)	(0.9)	(1.6)	(1.1)	(1.2)	(0.5)	0.1	(2.7)	(1.1)
Income taxes	0.4	(0.1)	(0.1)	(0.1)	(2.5)	(2.8)	(0.0)	(0.1)	(0.9)	(0.8)	(1.8)	(0.3)
Profit / (loss) for the period (EAT)	(79.8)	(14.1)	(15.4)	(17.7)	(12.7)	(59.9)	(23.5)	(35.0)	(39.9)	(26.0)	(124.4)	(44.4)

1. Reconciliation from segment to Group adj. EBITDA of EUR 0.4m for Q1 22/23, and EUR -1.0m for Q1 21/22

Balance sheet

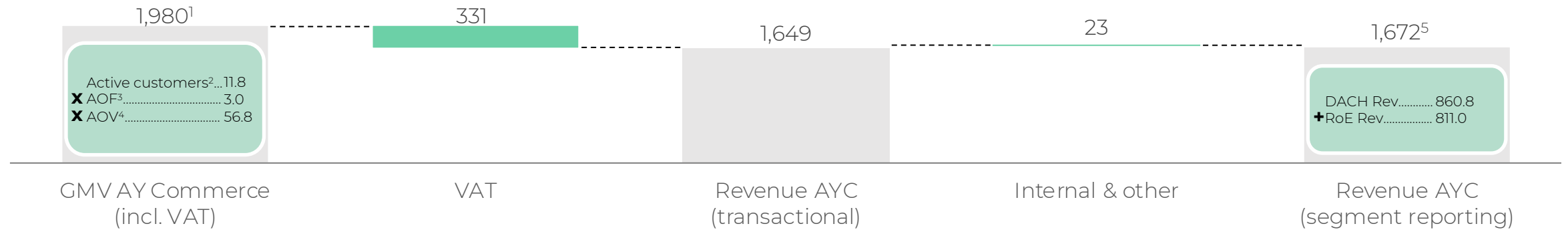
EUR m	FY 18/19	FY 19/20	FY 20/21	Q1 21/22	Q2 21/22	Q3 21/22	Q4 21/22	FY 21/22	Q1 22/23
Total non-current assets	17.7	39.3	48.3	63.0	66.0	122.6	130.8	130.8	232.5
Intangible assets	15.2	23.4	32.6	34.2	35.8	41.6	47.3	47.3	51.3
Right-of-use assets	0.0	11.8	10.3	16.6	14.0	63.3	57.6	57.6	150.1
Property, plant, and equipment	2.5	2.6	3.5	3.7	4.1	4.5	5.8	5.8	6.1
Other non-current financial assets	0.1	0.1	2.0	8.5	12.1	13.1	20.1	20.1	25.1
Deferred tax assets	0.0	1.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total current assets	277.0	267.6	408.9	461.9	1,015.0	1,080.9	1,053.5	1,053.5	1,093.4
Inventories	79.0	94.2	199.6	192.1	243.5	302.4	388.4	388.4	454.8
Trade receivables and other receivables	48.3	74.3	56.6	81.2	67.7	97.7	75.9	75.9	84.7
Other financial assets	0.0	0.0	0.0	0.0	0.1	0.0	0.0	0.0	0.0
Other non-financial assets	26.3	36.8	44.7	74.9	63.2	98.2	93.0	93.0	88.6
Cash and cash equivalents	123.3	62.4	107.9	113.8	640.6	582.5	496.2	496.2	465.2
Total assets	294.7	306.9	457.2	524.9	1,081.0	1,203.6	1,184.3	1,184.3	1,325.9
Total equity	177.1	102.2	55.4	33.8	644.6	604.9	583.5	583.5	541.7
Subscribed capital	4.2	4.3	4.3	157.6	186.2	186.2	186.2	186.2	186.2
Share premium	444.9	449.9	463.0	311.6	928.8	929.0	933.6	933.6	936.1
Retained deficit	(272.1)	(351.9)	(411.8)	(435.3)	(470.4)	(510.2)	(536.2)	(536.2)	(580.6)
Total non-current liabilities	1.8	10.2	87.6	94.8	15.3	53.1	53.0	53.0	136.7
Non-current lease liabilities	0.0	8.5	7.6	12.9	11.8	48.8	47.9	47.9	131.3
Non-current liabilities to related parties	0.2	0.0	76.7	78.6	0.0	0.0	0.0	0.0	0.0
Deferred tax liabilities	1.6	1.7	3.4	3.4	3.5	4.4	5.2	5.2	5.4
Total current liabilities	115.8	194.5	314.1	396.2	421.2	545.5	547.8	547.8	647.5
Trade payables	112.1	126.0	209.7	266.8	305.5	390.6	347.7	347.7	449.3
Lease liabilities	0.0	3.2	3.2	4.2	4.0	16.8	12.1	12.1	22.7
Other financial liabilities	3.6	37.8	52.7	72.9	50.3	45.1	108.0	108.0	120.5
Other non-financial liabilities	0.0	27.4	46.0	48.2	55.9	92.8	79.6	79.6	54.7
Other provisions	0.1	0.0	2.5	4.2	5.3	0.2	0.4	0.4	0.4
Total equity and liabilities	294.7	306.9	457.2	524.9	1,081.0	1,203.6	1,184.3	1,184.3	1,325.9

Cash flow statement

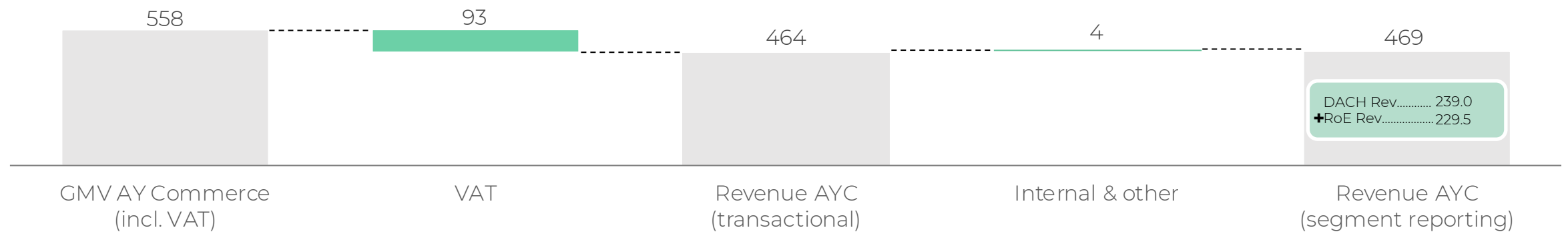
EUR m	FY 19/20	Q1 20/21	Q2 20/21	Q3 20/21	Q4 20/21	FY 20/21	Q1 21/22	Q2 21/22	Q3 21/22	Q4 21/22	FY 21/22	Q1 22/23
Profit / (loss) for the period (EAT)	(79.8)	(14.1)	(15.4)	(17.7)	(12.7)	(59.9)	(23.5)	(35.0)	(39.9)	(26.0)	(124.4)	(44.4)
Amortisation, depreciation and write-downs	9.5	2.7	2.7	2.8	3.2	11.4	3.8	3.9	7.7	9.6	25.0	11.6
Income taxes	(0.4)	0.1	0.1	0.1	2.5	2.8	0.0	0.1	0.9	0.8	1.8	0.3
Net interest result	0.2	0.0	0.1	0.1	1.7	1.9	2.0	1.4	0.4	0.3	4.0	0.3
Taxes paid	(0.2)	(0.1)	(0.1)	(0.1)	0.5	0.2	(0.0)	0.0	0.0	(0.0)	(0.0)	(0.0)
Increase / decrease in working capital	27.0	36.8	0.6	11.0	(24.5)	23.9	34.9	(1.4)	0.4	(56.7)	(22.7)	28.9
Increase / decrease in other assets / liabilities	(3.6)	0.2	0.4	(0.5)	0.0	0.1	(1.0)	0.2	(12.7)	4.7	(8.9)	(10.6)
Non-cash expenses	4.9	1.2	0.3	2.3	9.3	13.1	1.9	8.4	0.2	4.6	15.2	2.5
Cash flows from operating activities	(42.4)	26.9	(11.3)	(2.0)	(19.9)	(6.4)	18.1	(22.4)	(43.0)	(62.8)	(110.1)	(11.3)
Acquisition of intangible assets and PPE	(10.5)	(2.1)	(3.3)	(4.2)	(7.3)	(16.9)	(4.4)	(4.6)	(8.7)	(10.3)	(28.1)	(8.4)
Acquisition of companies	(4.2)	0.0	0.0	0.0	(1.9)	(1.9)	(0.6)	(0.4)	(0.0)	(2.8)	(3.8)	0.0
Payments / repayments of loans & interests received	(0.5)	(0.1)	0.0	0.0	0.0	(0.1)	(6.0)	(3.2)	(0.8)	(3.9)	(13.9)	(4.7)
Cash flows from investing activities	(15.1)	(2.2)	(3.3)	(4.2)	(9.2)	(18.9)	(11.0)	(8.2)	(9.5)	(17.1)	(45.8)	(13.1)
Free cash flow	(57.6)	24.7	(14.6)	(6.3)	(29.1)	(25.4)	7.1	(30.7)	(52.5)	(79.9)	(155.9)	(24.4)
Proceeds from issue of share capital	0.0	0.0	0.0	(0.0)	0.0	0.0	0.0	637.3	0.0	0.0	637.3	0.0
Proceeds / payments from shareholder loans	0.0	0.0	0.0	0.0	75.0	75.0	0.0	(75.0)	0.0	0.0	(75.0)	0.0
Proceeds from shareholders	13.3	4.1	4.5	3.8	2.0	14.4	0.0	0.0	0.0	0.0	0.0	0.0
Payments to shareholders	(13.3)	(4.1)	(4.5)	(3.8)	(2.0)	(14.4)	0.0	0.0	0.0	0.0	0.0	0.0
Payments from leasing agreements	(3.3)	(1.0)	(0.9)	(1.0)	(1.0)	(3.9)	(1.3)	0.1	(4.9)	(6.0)	(12.1)	(6.0)
Interests paid	(0.2)	0.0	(0.1)	(0.1)	(0.1)	(0.2)	(0.1)	(5.0)	(0.6)	(0.4)	(6.1)	(0.6)
Cash flows from financing activities	(3.4)	(1.0)	(0.9)	(1.1)	74.0	70.9	(1.3)	557.5	(5.5)	(6.5)	544.2	(6.6)
Cash and cash equivalents at beginning of period	123.3	62.4	86.0	70.5	63.1	62.4	107.9	113.7	640.6	582.5	107.9	496.2
Net change in cash and cash equivalents	(61.0)	23.7	(15.6)	(7.3)	44.8	45.6	5.8	526.8	(58.0)	(86.3)	388.3	(31.0)
Effect of changes in ownership interests on cash held	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Cash and cash equivalents at end of period	62.4	86.0	70.5	63.1	107.9	107.9	113.7	640.6	582.5	496.2	496.2	465.2

GMV to revenue bridge

Q1 22/23 LTM (EUR m)



Q1 22/23 (EUR m)



1. Due to rounding, calculation for GMV AY Commerce (incl. VAT) is not resulting in exact figure displayed; 2. Active customers defined as customers who made at least one purchase through our apps and websites within the last 12 months; 3. Average order frequency (AOF) defined as the sum of all orders divided by the sum of all active customers; 4. Average order value (AOV) defined as the value of all merchandise sold to customers in the Commerce business after cancellations and returns and including VAT, divided by the number of orders; 5. Including segments DACH and RoE, including all internal revenues and excluding reconciliation

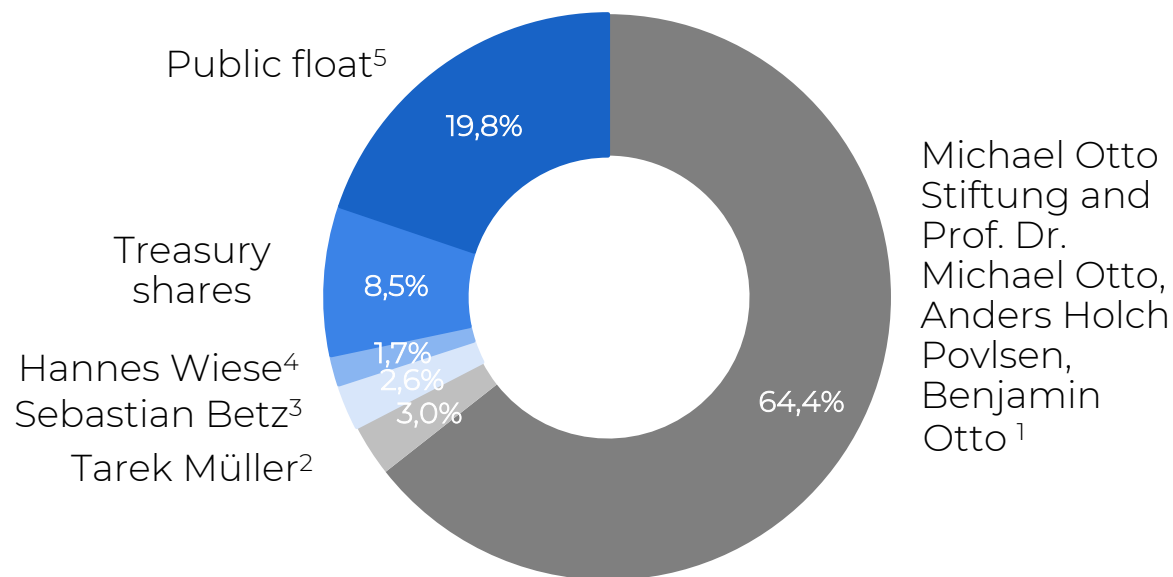


Upcoming events

Date	Event
23/8/2022	Annual General Meeting 2022
11/10/2022	H1 2022/2023 Interim Financial Report
10/1/2023	Q3 2022/2023 Quarterly Statement
11/5/2023	FY 2022/2023 Annual Report

The ABOUT YOU share

Shareholder structure



Structure as of 13 January 2022

1. Michael Otto Stiftung and Prof. Dr. Michael Otto; Otto (GmbH & Co KG) Aktieselskabet af 12.6.2018; Anders Holch Povlsen GFH Gesellschaft für Handelsbeteiligungen m.b.H.; Benjamin Otto
2. Tarek Müller Beteiligungsgesellschaft mbH
3. Sebastian Betz Beteiligungsgesellschaft mbH
4. Hannes Wiese Beteiligungsgesellschaft mbH
5. Public float as defined by Deutsche Börse AG amounts to 19.85%

Share information

First Day of Trading	16 June 2021
Issuer	ABOUT YOU Holding SE
Listing Venue	Frankfurt Stock Exchange
Market Segment	Regulated Market (Prime Standard) of Frankfurt Stock Exchange
Index	SDAX [®] , MSCI, FTSE
ISIN	DE000A3CNK42
WKN	A3CNK4
Ticker Symbol	YOU
Total Number of Shares Outstanding	170,395,415
Total number of Shares Issued	186,153,487
Share Capital	EUR 186,153,487
Type of Shares	Ordinary bearer shares
Paying Agent	Deutsche Bank

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