


BIKE24 Quarterly 2020 P&L

 in k€	FY 2020	Q1 2020	Q2 2020	Q3 2020	Q4 2020	FY 2019	Q1 2019	Q2 2019	Q3 2019	Q4 2019
	Jan 1, 2020 - Dec 31, 2020	Jan 1, 2020 - Mar 31, 2020	Apr 1, 2020 - Jun 30, 2020	Jul 1, 2020 - Sep 30, 2020	Oct 1, 2020 - Dec 31, 2020	Jan 1, 2019 - Dec 31, 2019	Jan 1, 2019 - Mar 31, 2019	Apr 1, 2019 - Jun 30, 2019	Jul 1, 2019 - Sep 30, 2019	Oct 1, 2019 - Dec 31, 2019
Revenue and other income										
<i>DACH markets</i>	136,808	21,226	39,531	40,599	35,453	88,285	18,945	23,677	25,345	20,317
<i>Localized markets (Spain)</i>	1,967	374	344	505	743	1,215	345	308	266	296
<i>Rest of Europe</i> ¹	45,001	8,101	12,573	12,606	11,720	32,500	8,009	9,082	8,476	6,933
<i>Rest of World</i>	15,376	3,314	2,978	4,666	4,418	15,096	3,653	3,765	3,710	3,967
Revenue	199,151	33,015	55,426	58,377	52,334	137,096	30,953	36,833	37,797	31,513
Other income	139	19	33	51	35	210	26	124	30	29
Total income	199,290	33,034	55,459	58,428	52,369	137,305	30,979	36,957	37,827	31,542
Costs of Goods Sold (Merchandise, consumables & supplies)	(137,874)	(23,723)	(38,687)	(39,561)	(35,904)					
Gross profit	61,416	9,311	16,773	18,867	16,466					
Performance marketing costs	(470)	(69)	(139)	(119)	(142)					
Selling expenses ²	(16,224)	(2,688)	(4,513)	(4,905)	(4,117)					
Personnel expenses	(15,345)	(3,244)	(4,069)	(3,963)	(4,068)					
Other expenses	(5,407)	(1,512)	(1,179)	(1,199)	(1,517)					
EBITDA	23,970	1,797	6,872	8,680	6,621					
Adjustments	2,750	1,138	552	506	553					
Adj. EBITDA	26,720	2,935	7,424	9,186	7,174					
Depreciation and amortization (excl. amortization of goodwill-like items)	(3,702)	(900)	(922)	(940)	(940)					
Adj. EBIT	23,018	2,035	6,502	8,246	6,234					
Amortization of goodwill-like items	(9,938)	(2,484)	(2,484)	(2,484)	(2,484)					
Adjustments	(2,750)	(1,138)	(552)	(506)	(553)					
Earnings before interest and taxes (EBIT)	10,330	(1,587)	3,465	5,256	3,197					
Finance income and expense										
Finance income	1	0	0	0	1					
Finance expense	(9,138)	(782)	(1,842)	(529)	(5,984)					
Finance expense, net	(9,137)	(782)	(1,842)	(529)	(5,983)					
Profit / (loss) before tax	1,193	(2,370)	1,623	4,726	(2,787)					
Income tax (expense) / income	(633)	558	(365)	(1,510)	685					
Result for the period	560	(1,812)	1,258	3,216	(2,102)					

Only full-year results are audited, quarterly results are unaudited. EBITDA figures are unaudited.

Rounding differences may arise.

¹ Including UK; as of 2021 UK is included in Rest of World. ² Including impairment loss on trade receivables.