



Company presentation

December 2023

WESTWING

Disclaimer | Forward looking statements

Certain statements in this communication may constitute forward looking statements. These statements are based on assumptions that are believed to be reasonable at the time they are made and are subject to significant risks and uncertainties. You should not rely on these forward-looking statements as predictions of future events and we undertake no obligation to update or revise these statements. Our actual results may differ materially and adversely from any forward-looking statements discussed on this call due to a number of factors, including without limitation, risks from macroeconomic developments, external fraud, inefficient processes at fulfilment centers, inaccurate personnel and capacity forecasts for fulfilment centers, hazardous material / conditions in production with regard to private labels, lack of innovation capabilities, inadequate data security, lack of market knowledge, risk of strike and changes in competition levels.

- Agenda
- 01 Who we are
 - 02 Our market
 - 03 Business model
 - 04 Key financials & outlook

Europe's leading
premium one-stop-shop for
Home & Living



The Beautiful Living Company



Westwing is a *premium love brand* with high customer engagement

>10
million
social media
Followers

>1 million
weekly
views on
YouTube &
TikTok

>1 million
people every
day on
Instagram



At a glance

Founded in
2011

Listed since
2018

EUR 431m
Revenue⁽¹⁾

MSCI ESG
rating:
AAA⁽¹⁾

11 countries

1.3m Active
Customers⁽²⁾

>80% repeat
order share⁽³⁾

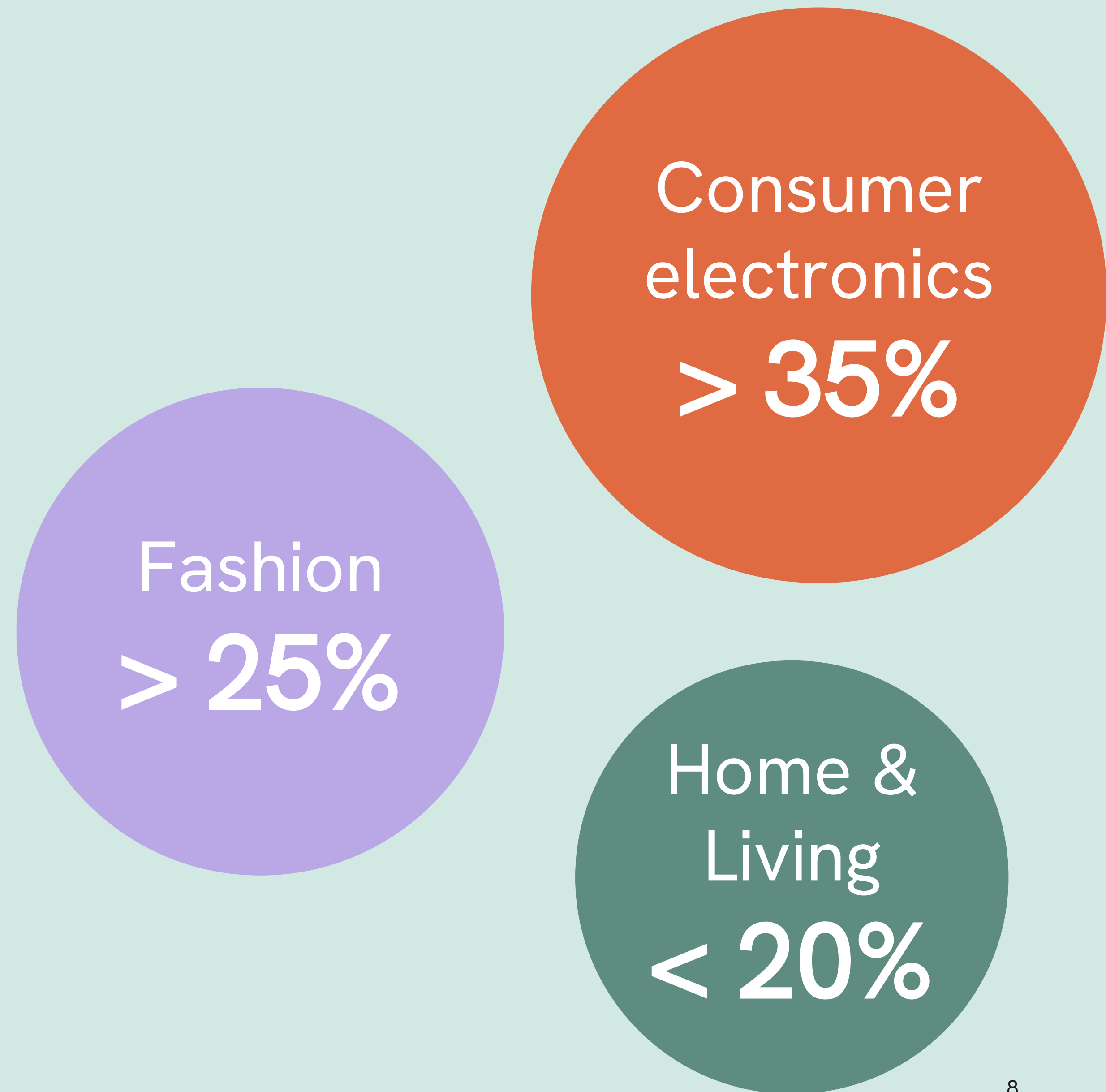
EUR 69m
of net cash⁽²⁾

We are targeting a huge
addressable market of
EUR 130b

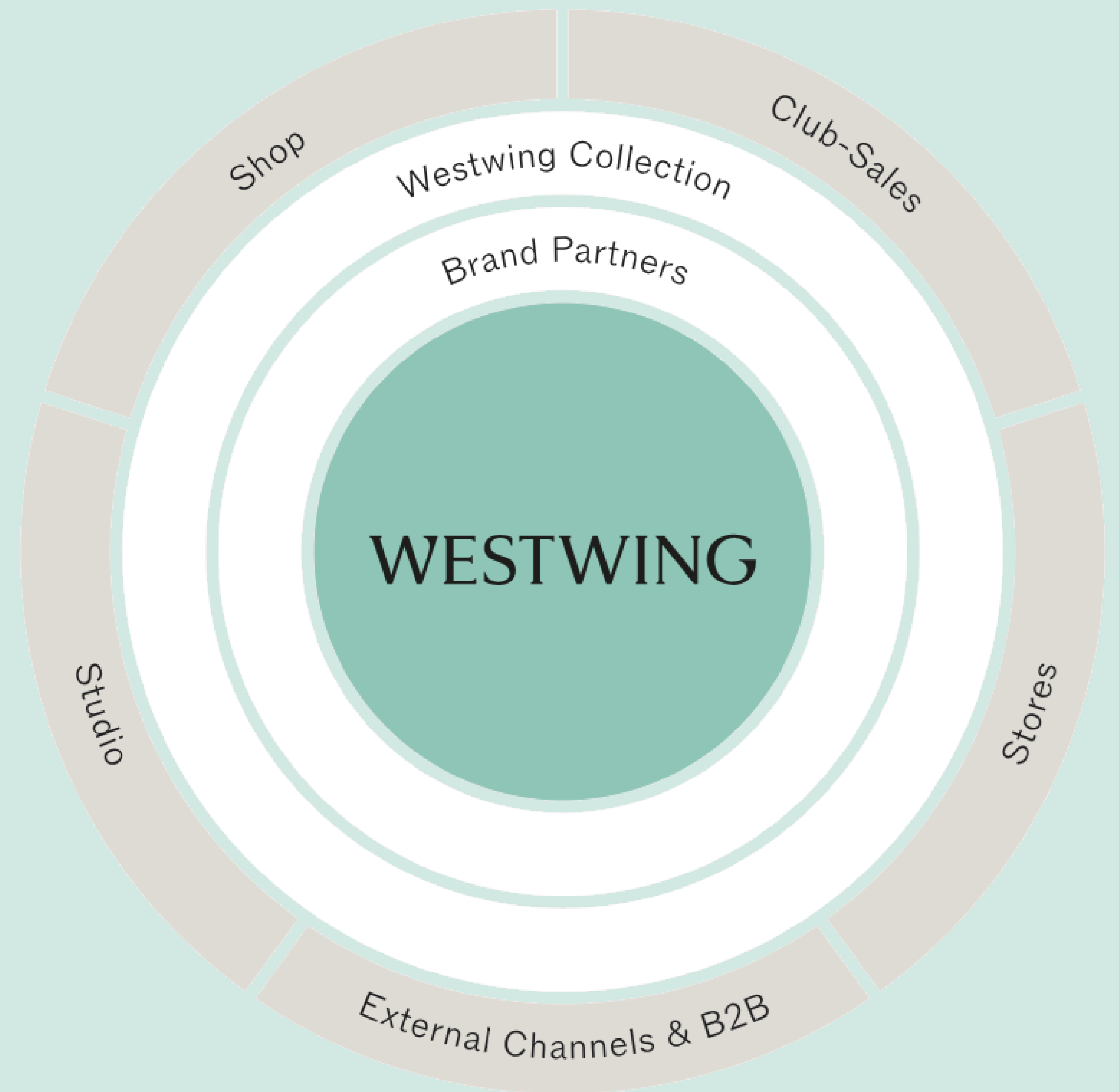
**Global Home &
Living market
c. EUR 630b**

**Westwing's
footprint
c. EUR 130b**

Home & Living is very early in e-Commerce and provides a *massive growth opportunity*

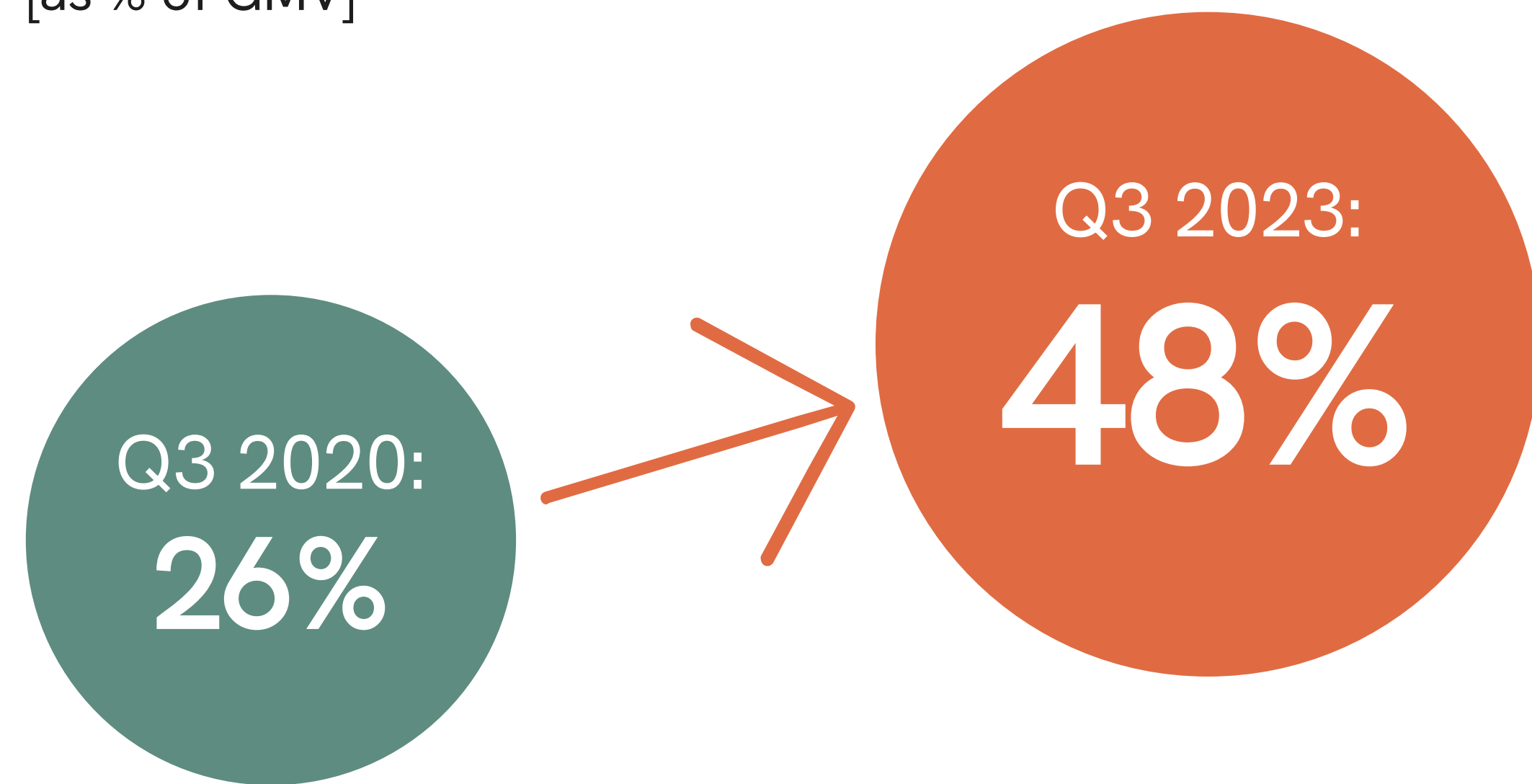


Westwing has built a business model with extremely valuable assets, making it *stand out from competition*



Our customers simply love the *Westwing Collection*

Westwing Collection share
[as % of GMV]



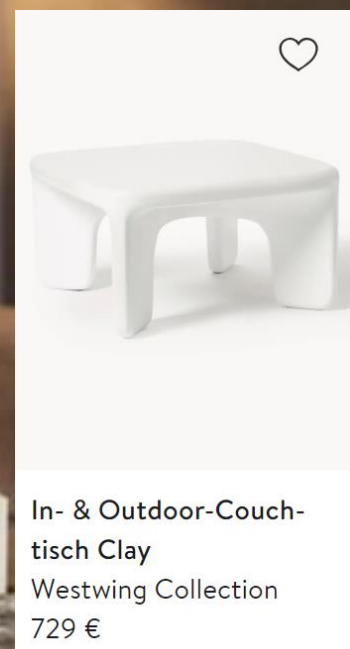
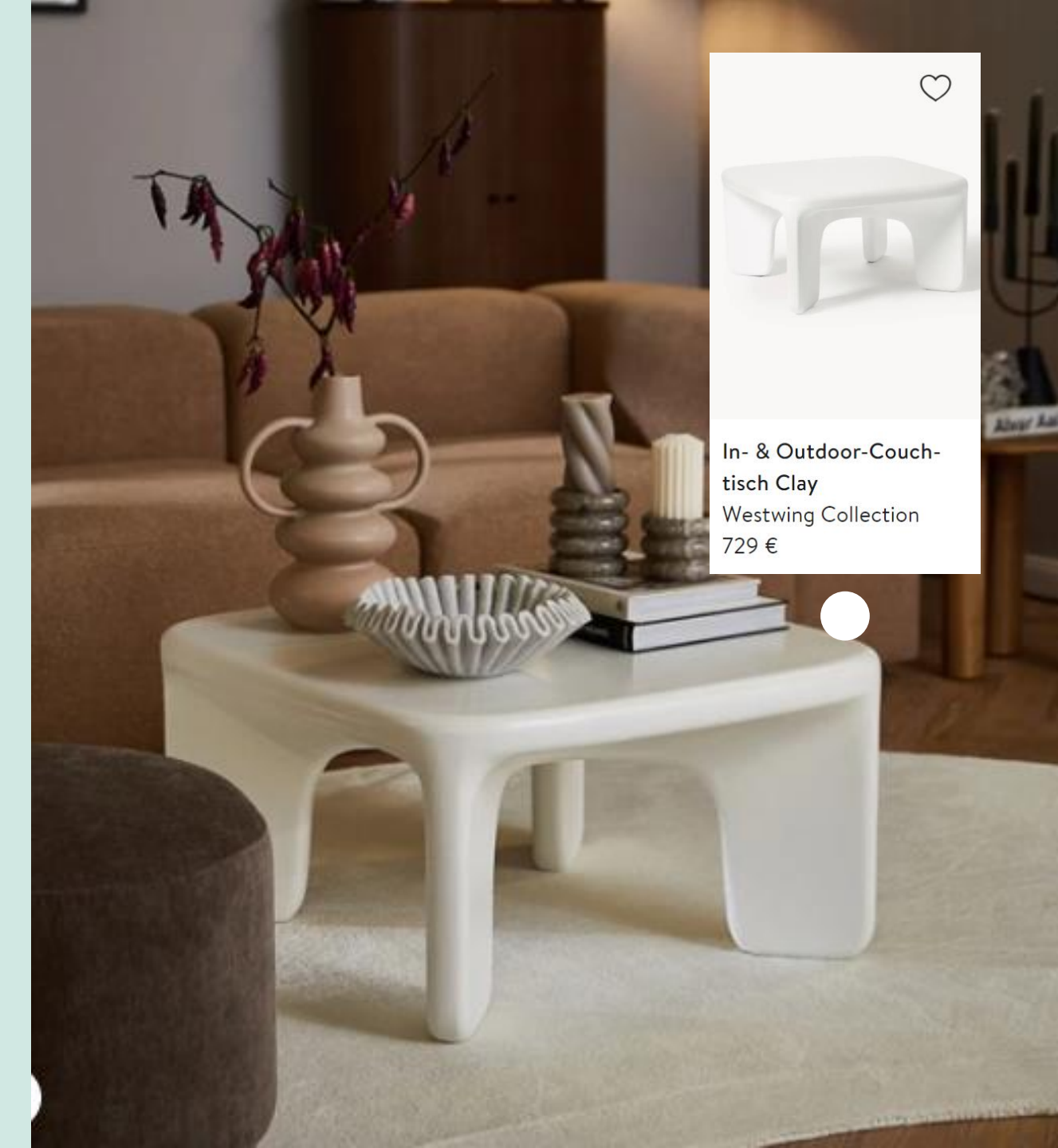
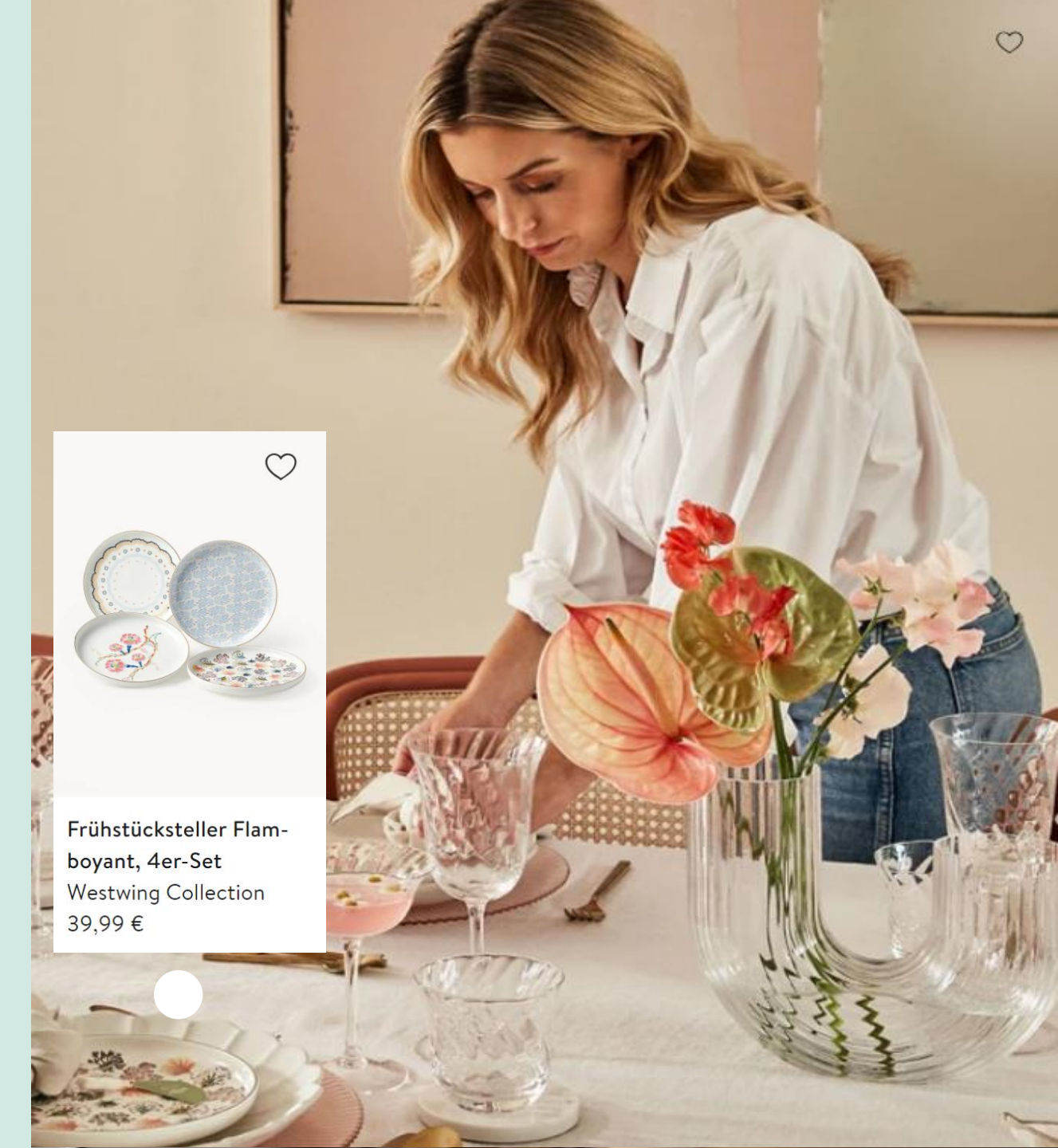
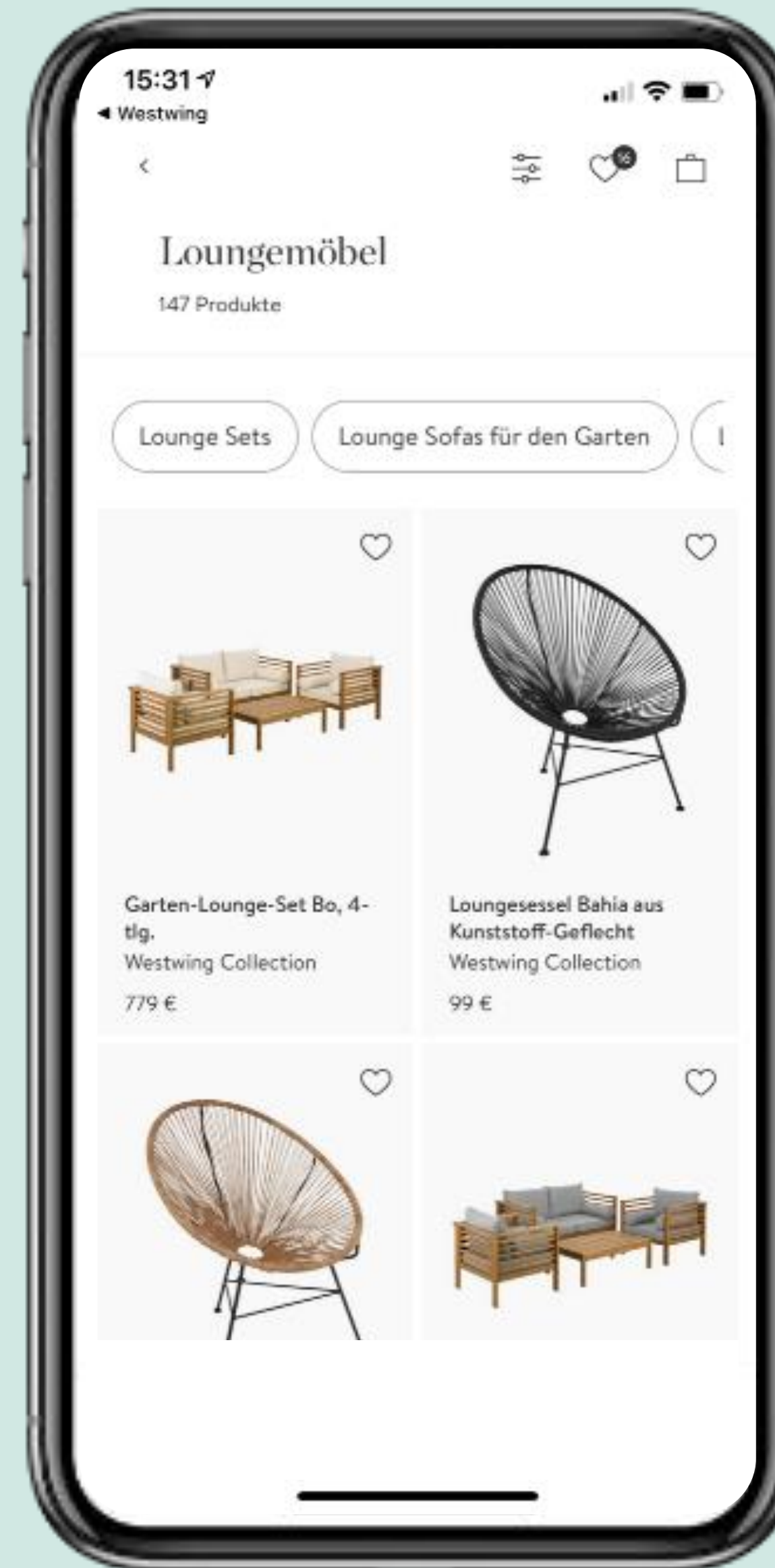
...with high margins for us.



WESTWING SHOP

One-stop-shop for
Design Lovers

WESTWING



WESTWING CLUB

Combining *inspiration*
and shopping in daily
themes

Daily
themes



Storytelling
presentation



Rich editorial
content



WESTWING

STORES

*The real-life experience of
Westwing*

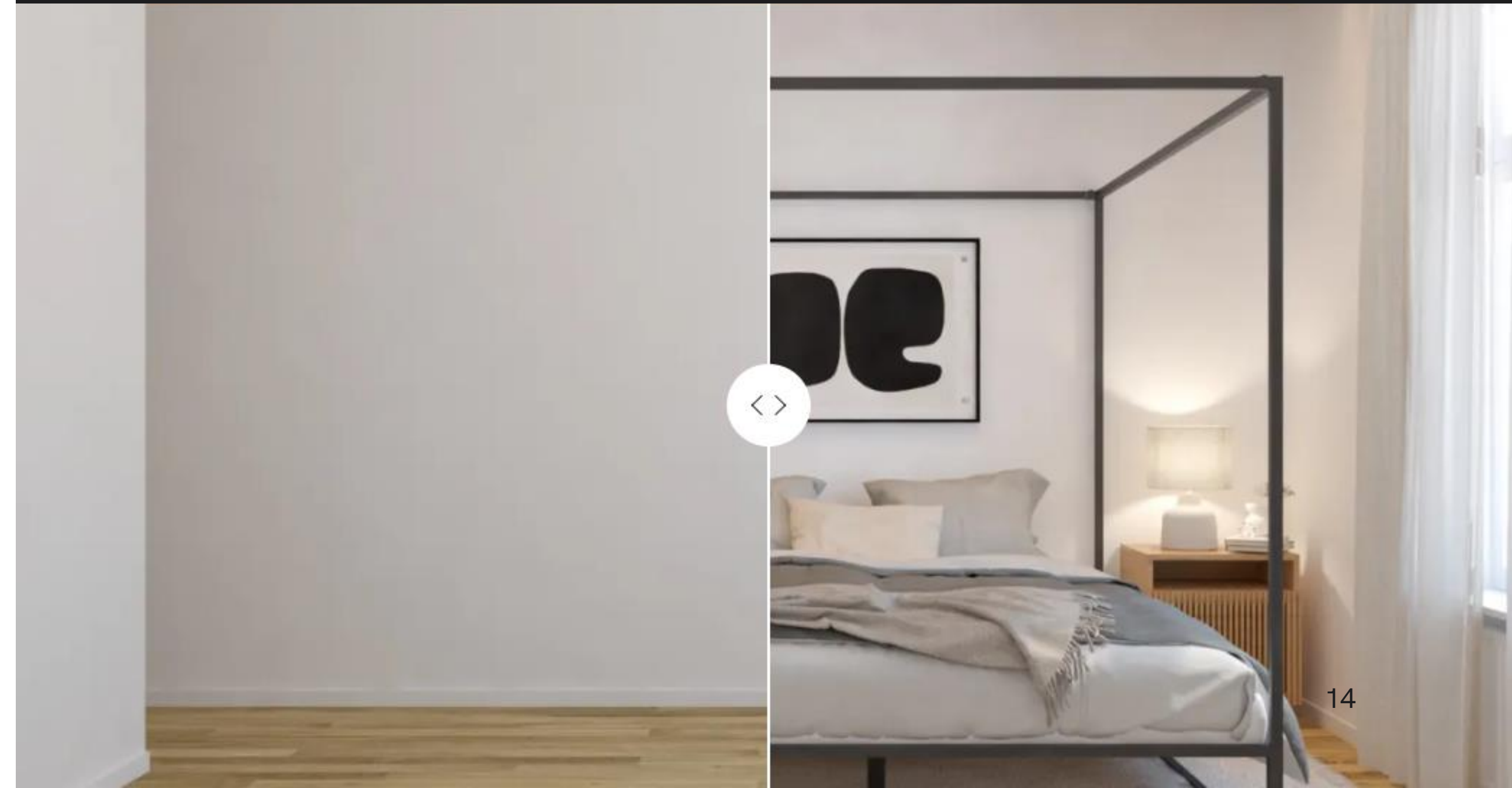


WESTWING
STUDIO

Individual service
offered by *interior design*
experts from Westwing



The Beautiful Living Company



WESTWING

External Channels & B2B

New areas of growth
through *cooperation with*
strong partners and *B2B*



Key financials & outlook

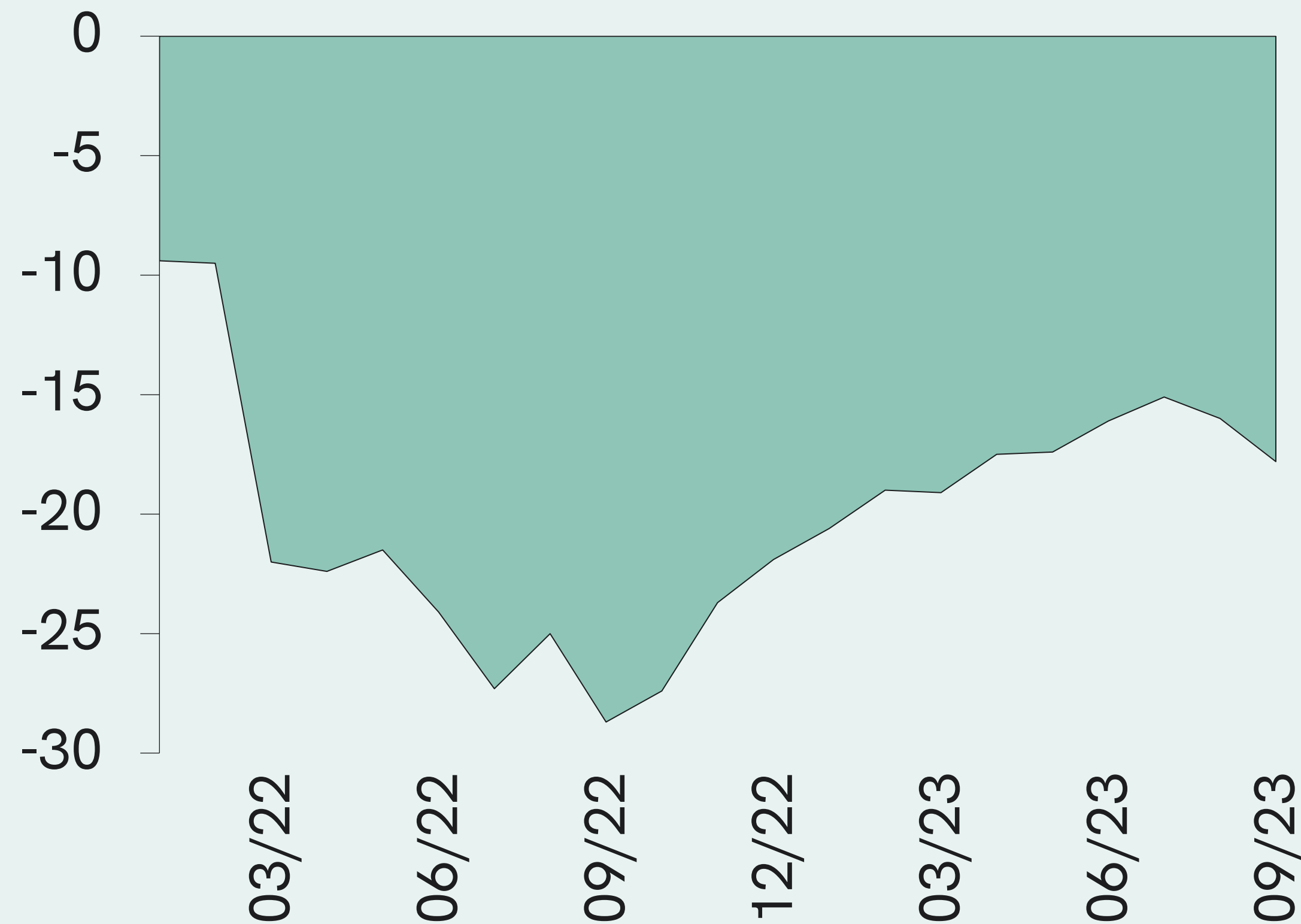
Q3 2023

Westwing returns to growth with *fourth profitable quarter in a row*

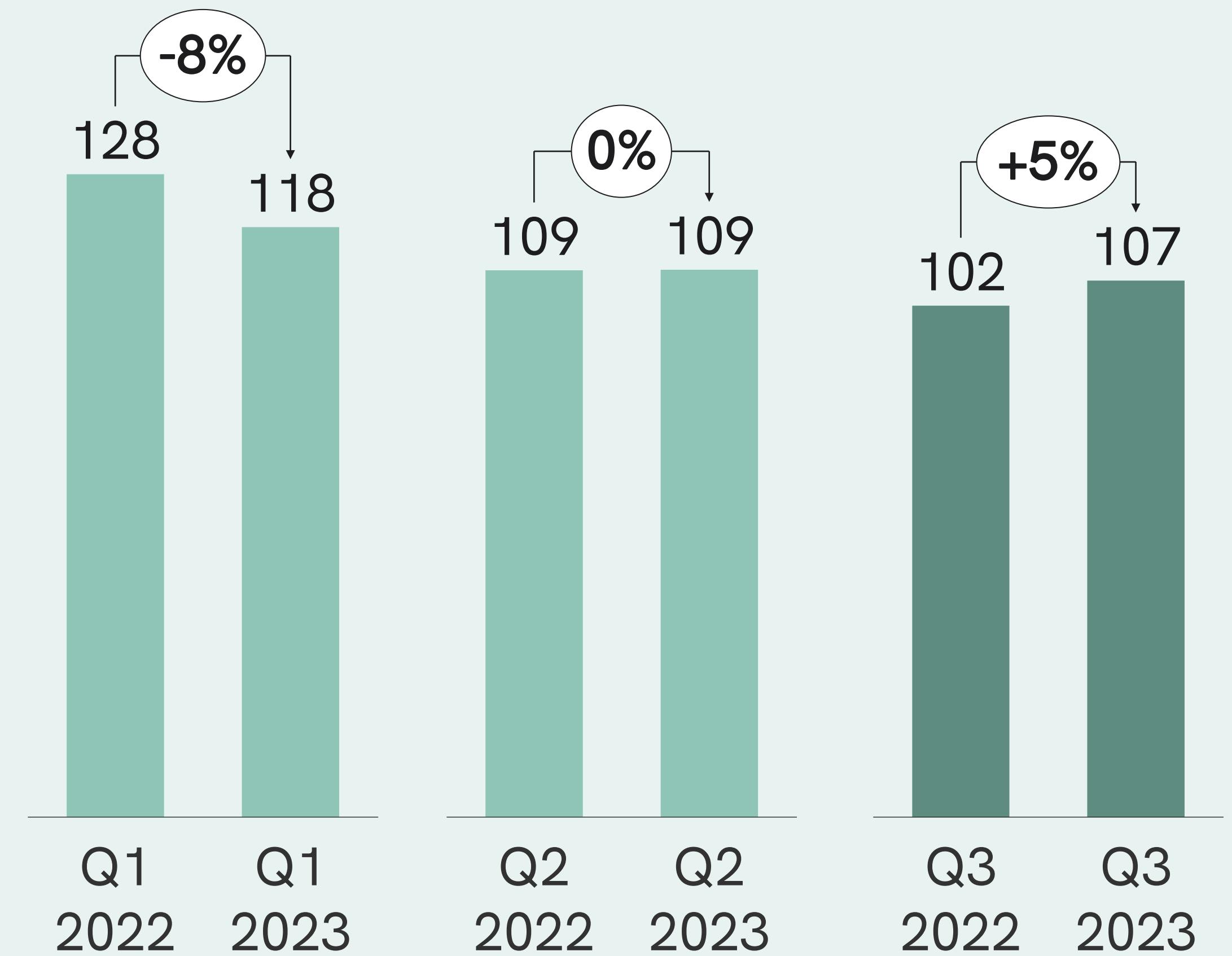


Westwing returned to growth in Q3 despite low consumer confidence

Consumer Confidence Index in Euro area⁽¹⁾

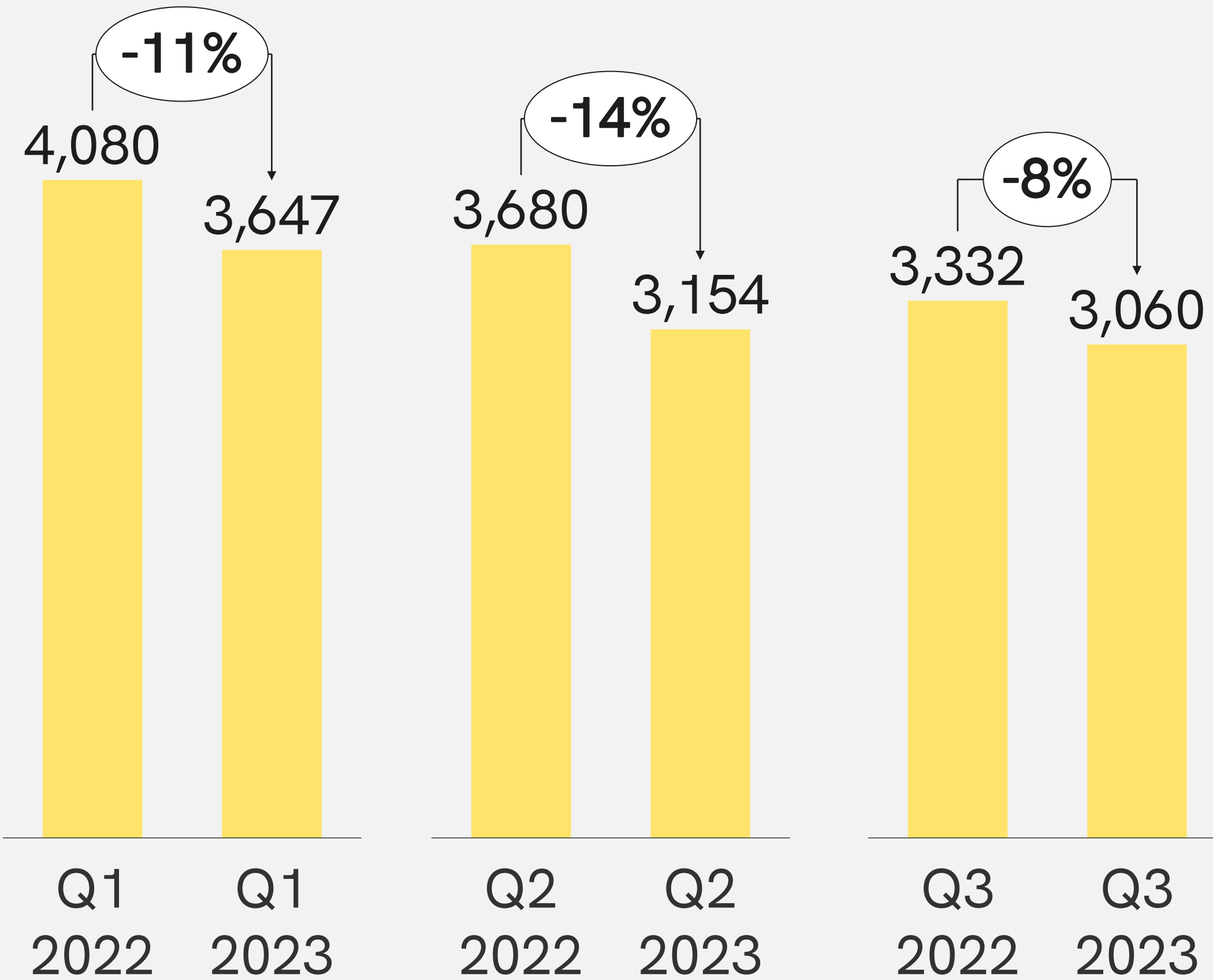


Group GMV
[in EUR m]

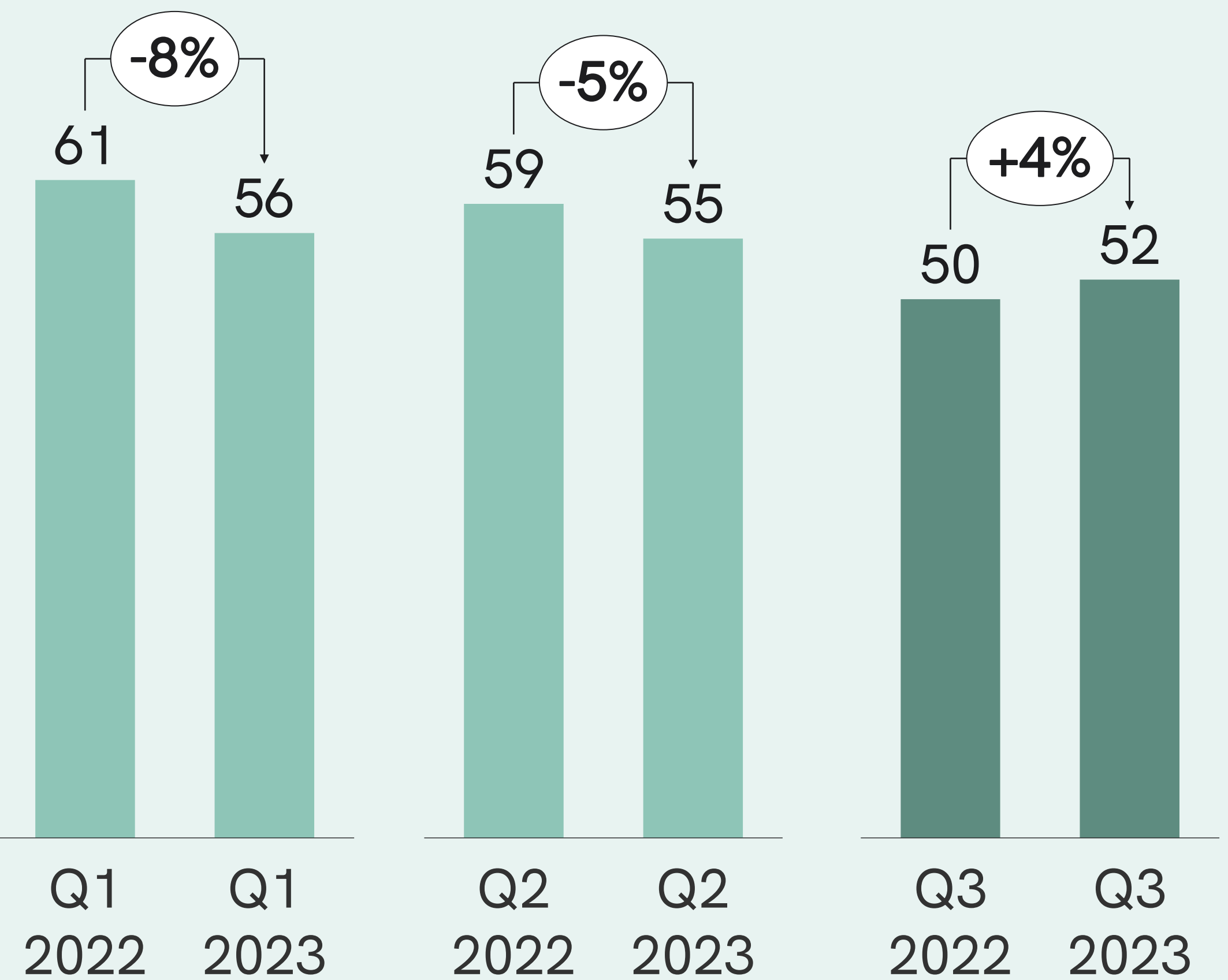


DACH Segment seems to be clearly outperforming the market

bevh estimates for Home & Living online sales in Germany⁽¹⁾
[in EUR m]

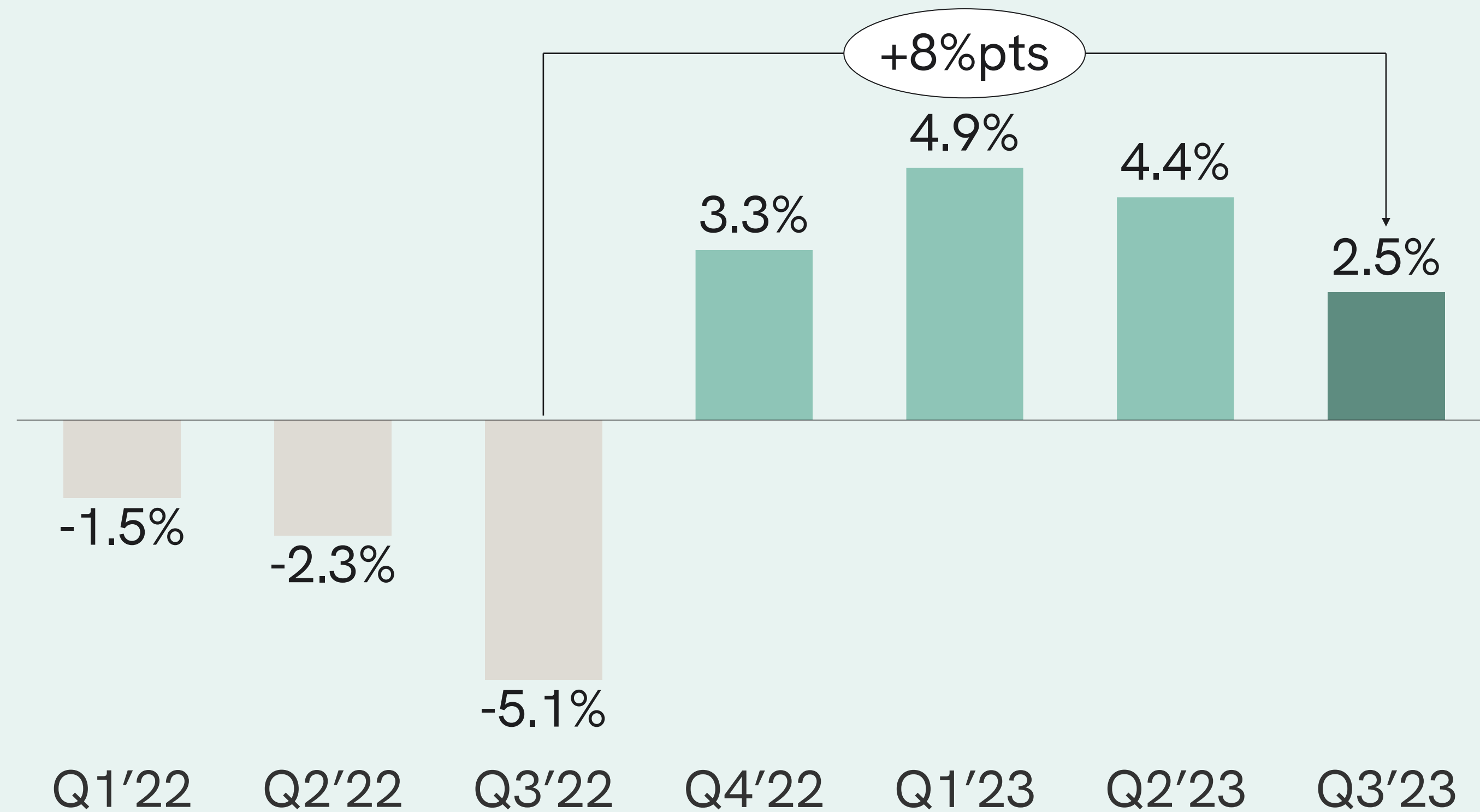


Westwing's DACH Segment Revenue
[in EUR m]



Westwing was profitable even in seasonally weaker Q3 2023...

Adj. EBITDA margin
[as % of Revenue]



Sales growth supports bottom line



Improvements in unit economics



Cost discipline

... and we have a clear plan to achieve our long-term target of *10-15% Adj. EBITDA margin*

Grow topline: new countries, channels, assortment

Increase margin with Westwing Collection and SHOP

Leverage scale across Fulfilment and G&A

Increase efficiency and reduce complexity

Key takeaways



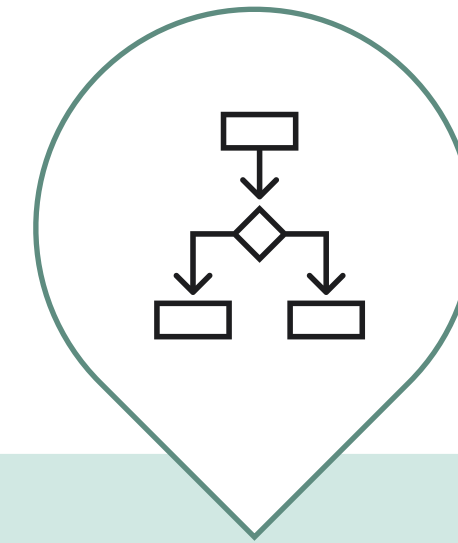
The opportunity is massive



Westwing is a premium love brand



Westwing Collection is a strong driver



Proven business model scalability



Strong cash profile & attractive target P&L



WESTWING