



THE PLATFORM GROUP

Q1 Results / 2024FY Guidance

29th May 2024



THE PLATFORM GROUP

Key Facts



OUR MANAGEMENT STRUCTURE

Supervisory Board



Stefan Schütze
(Chairman)

- Jens Wasel
- Florian Müller
- Dominik Barton

Management Board



Dr. Dominik Benner
CEO

- TPG since 2012
- 5th generation family business
- >15 years eCommerce



Laura Vogelsang
Board Member

- TPG since 2018
- >10 years eCommerce & payment
- Responsibilities: Risk, Payment, HR

CFO



Reinhard Hetkamp
CFO TPG AG

- >20 years experience in various finance roles inc. various CFO positions

Segments

Consumer Goods

Freight Goods

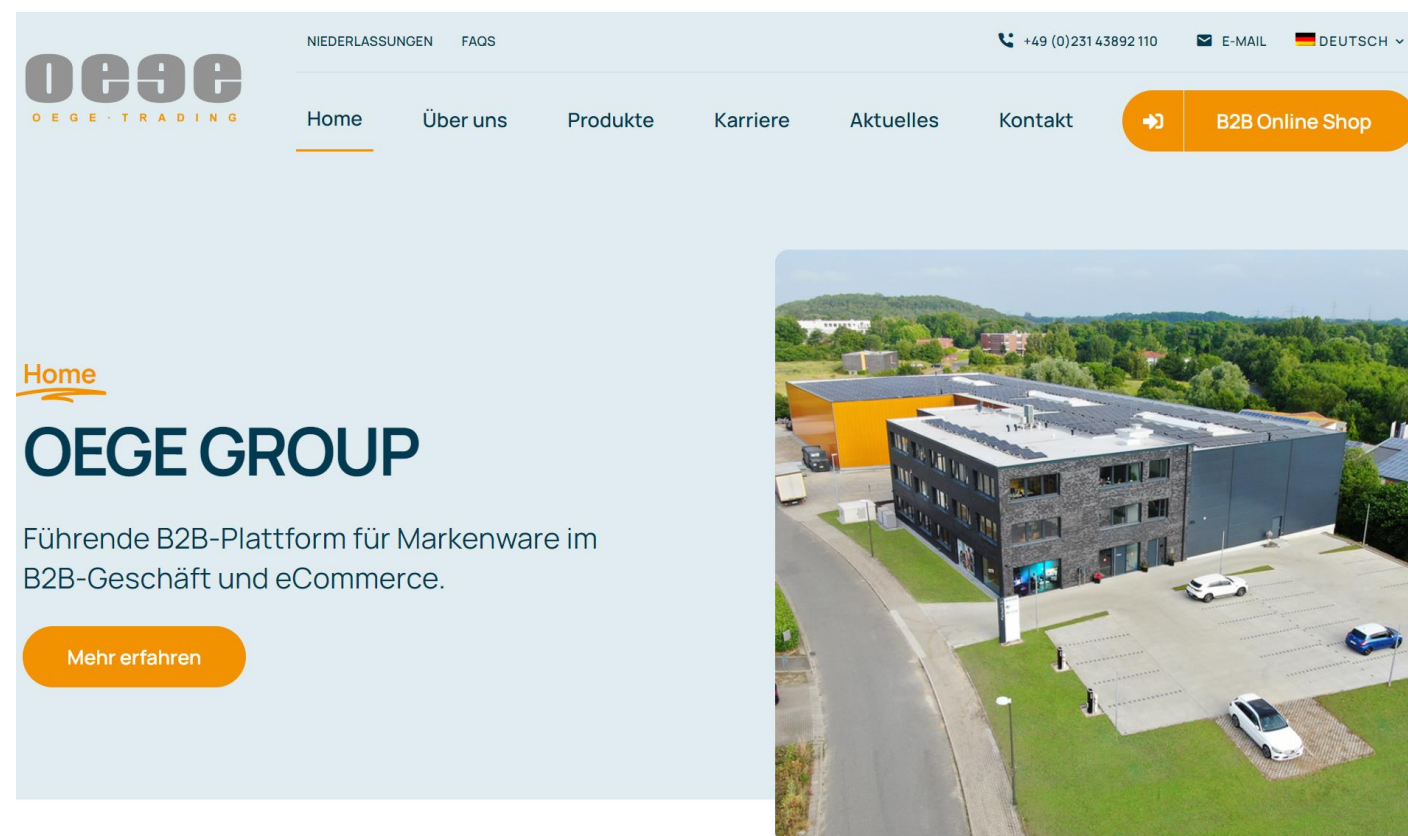
Industrial Goods

Service and Retail Goods

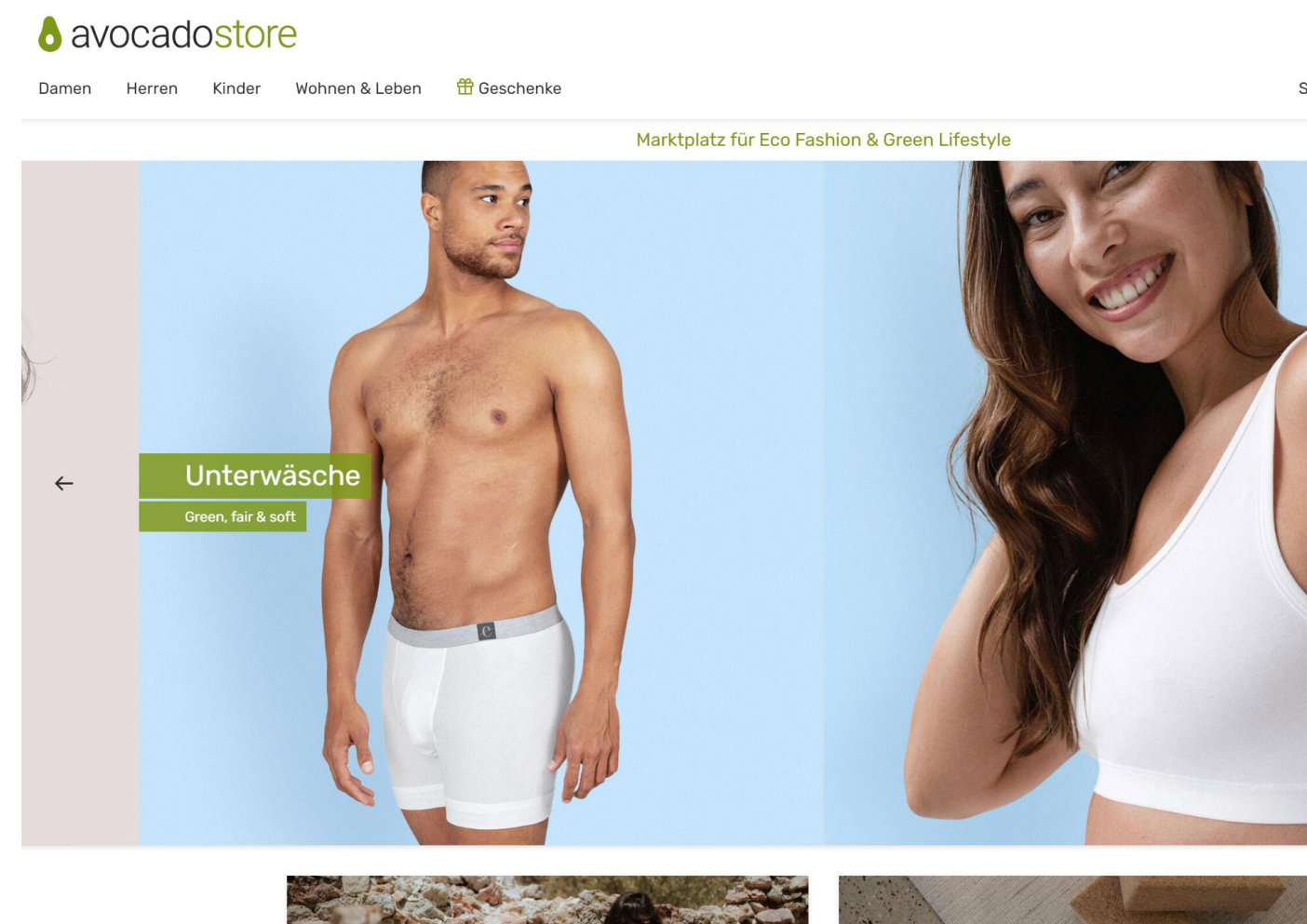


LATEST DEVELOPMENTS (3 MONTH)

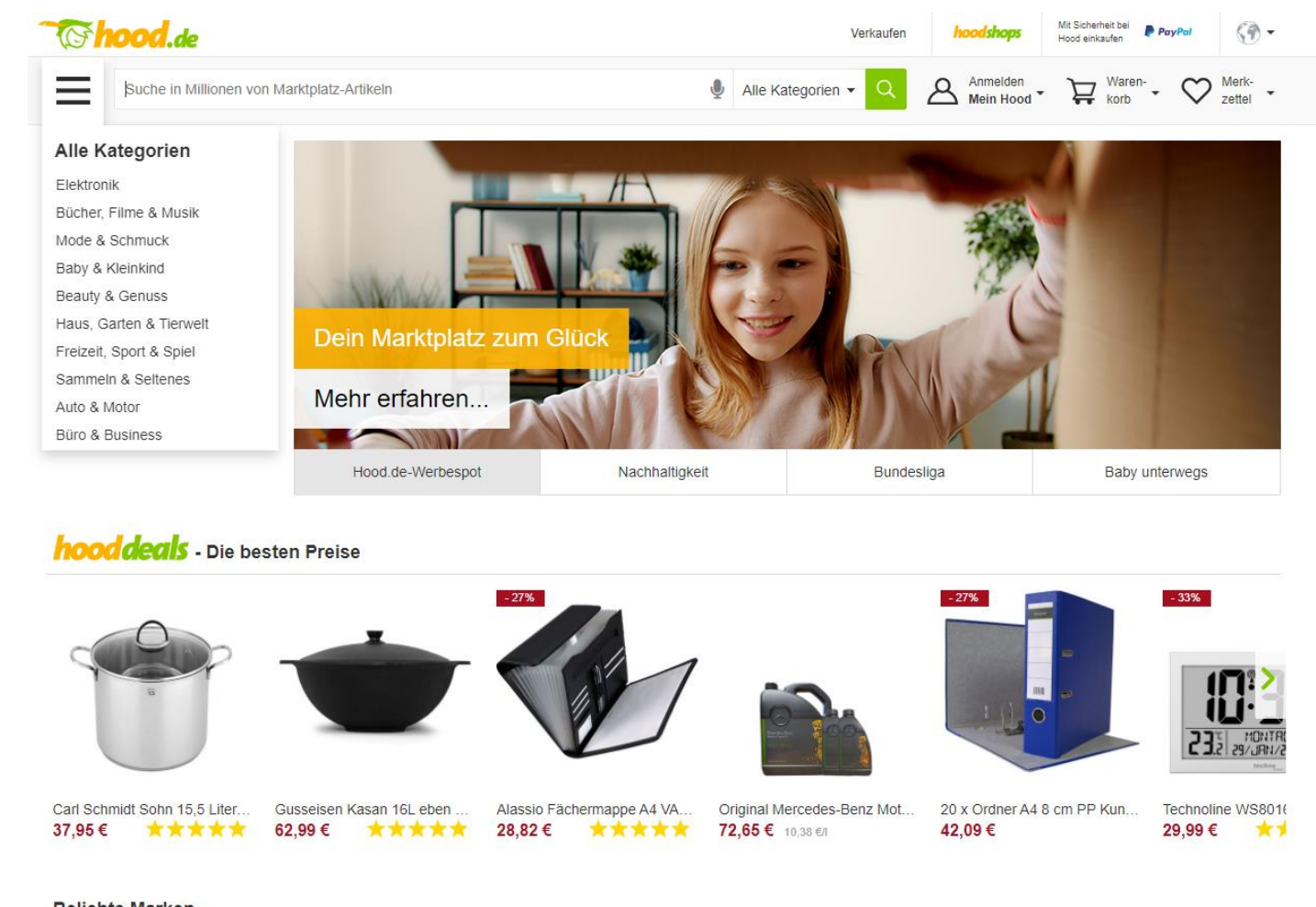
Acquisition of OEGE GROUP (B2B platform company)



Acquisition of Avocadostore GmbH (platform for sustainable products)

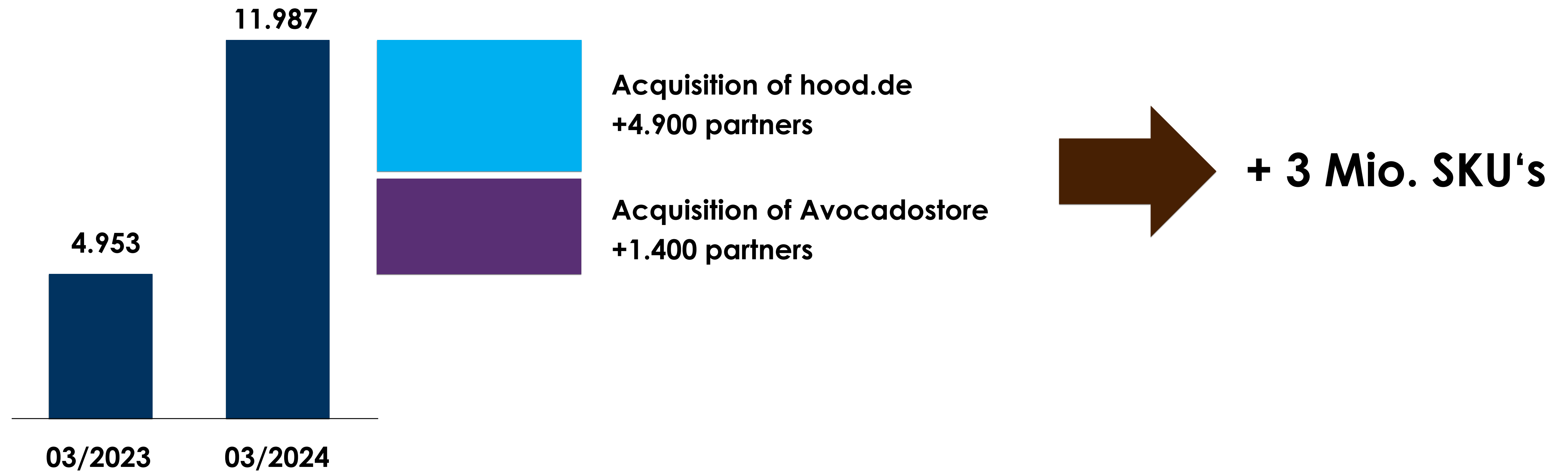


Acquisition of HOOD Media GmbH (platform for consumer products)



LATEST DEVELOPMENTS (3 MONTH)

Number of Partners 2024 vs. 2023

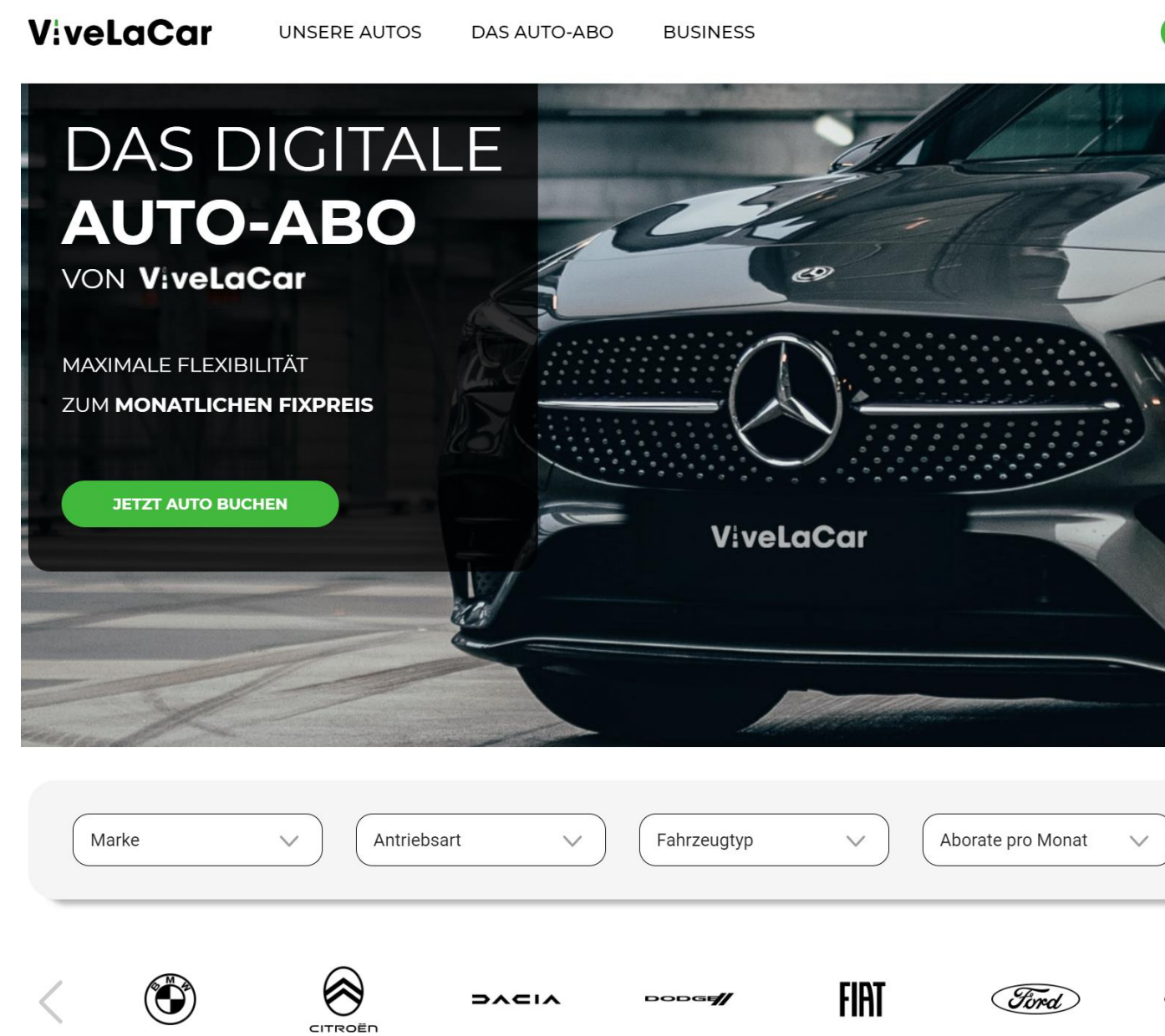


LATEST DEVELOPMENTS (3 MONTH)

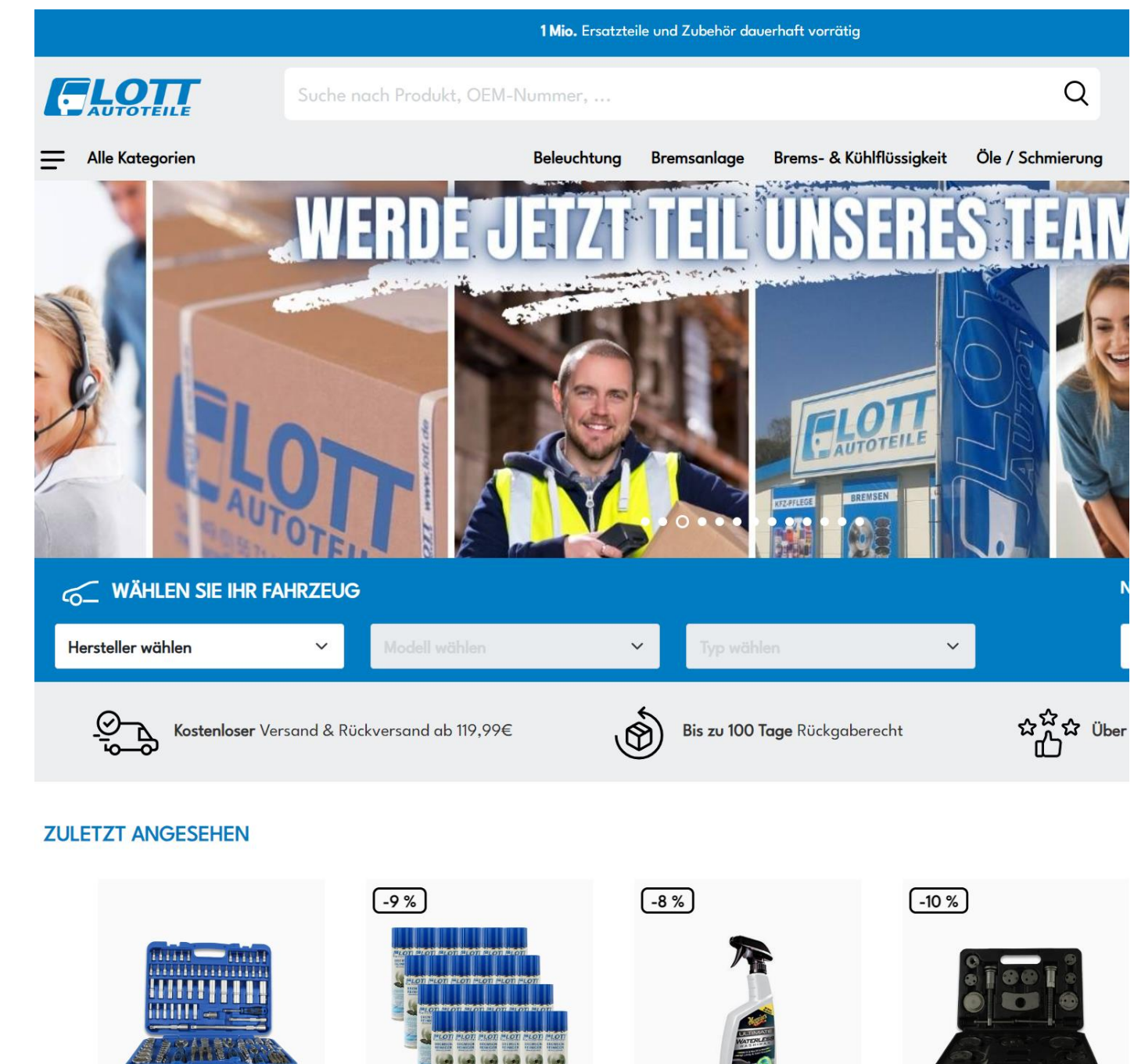
Reduction of minority shareholders:
Möbelfirst
(new: 100%)



Reduction of minority shareholders:
ViveLaCar Group
(new: 100%)

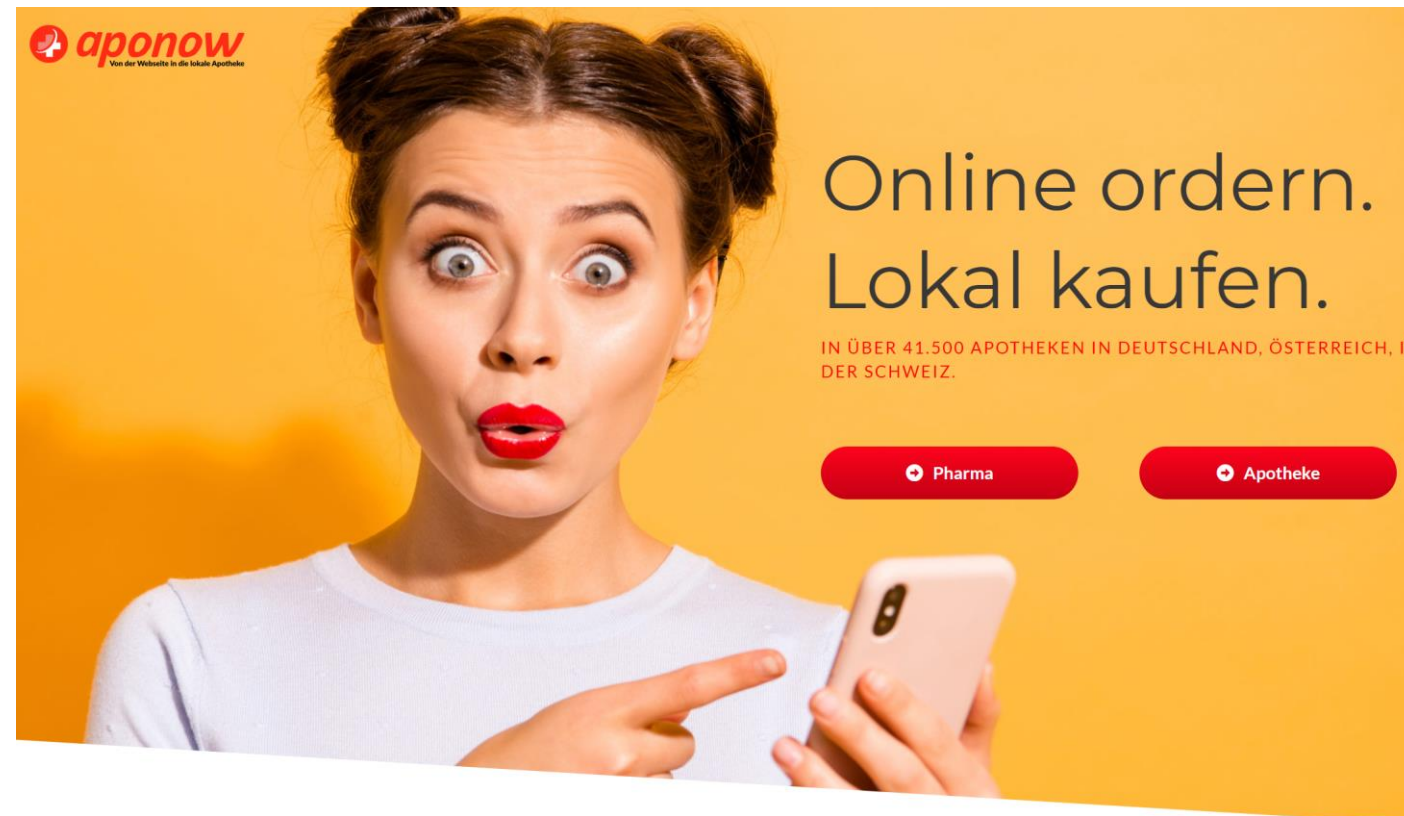


Reduction of minority shareholders:
Lott Carparts
(new: 100%)

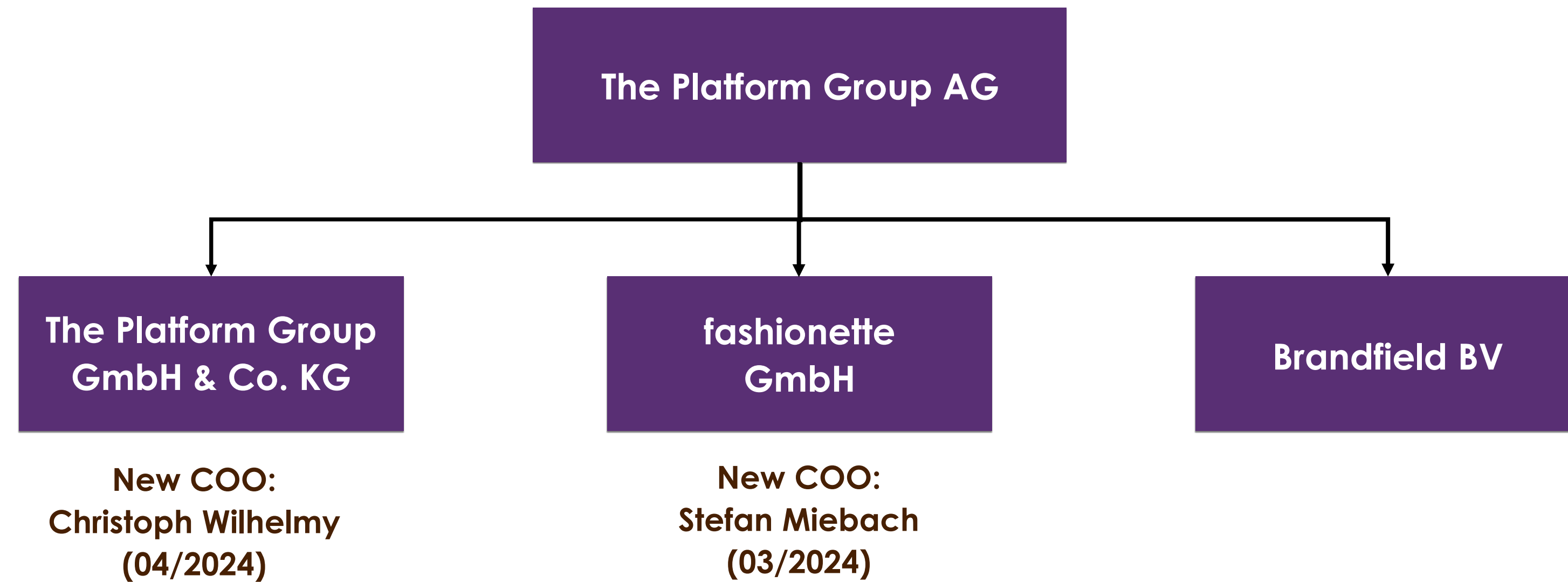


LATEST DEVELOPMENTS (3 MONTH)

**Reduction of minority shareholders:
ApoNow / Doc.Green
(new: 80%)**



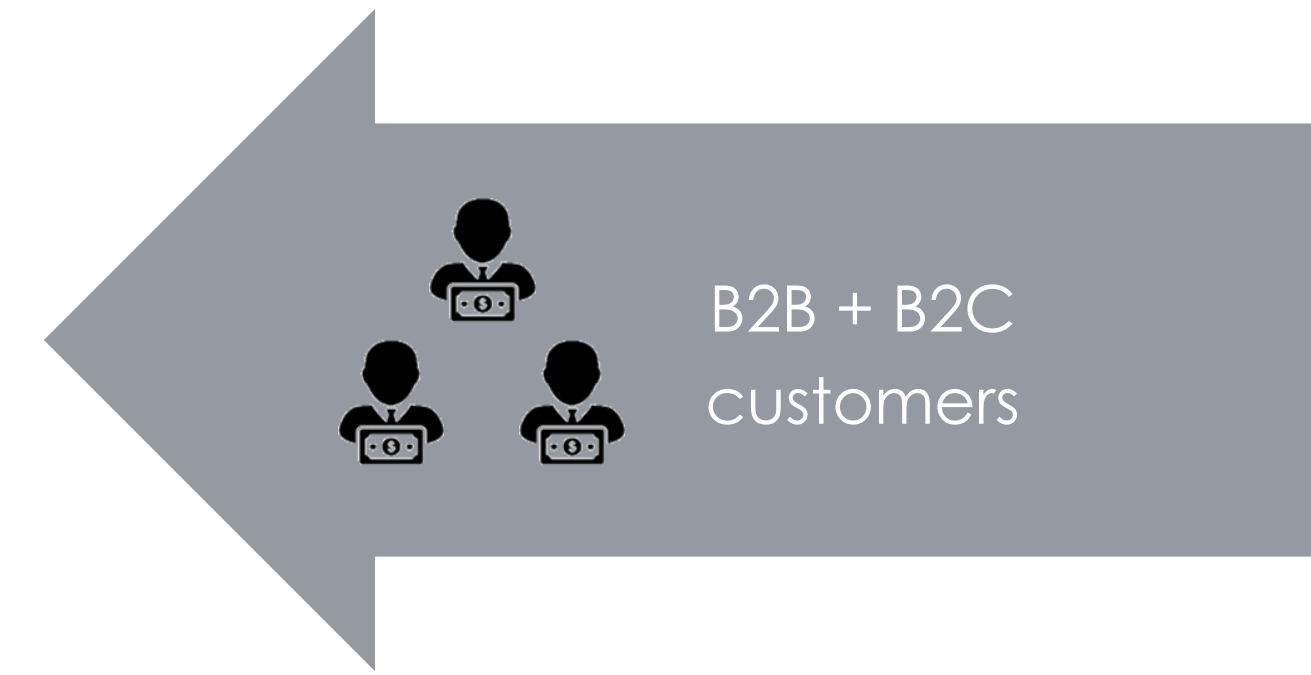
**Group Structure since
03/2024**



WITH TPG SOFTWARE OUR PARTNERS GET ACCESS TO GLOBAL ECOMMERCE – 21 INDUSTRIES COVERED



<p>CONSUMER GOODS</p>	
<p>FREIGHT GOODS</p>	
<p>INDUSTRIAL GOODS</p>	
<p>SERVICE & RETAIL GOODS</p>	





Financials



OVERVIEW Q1 REPORT 2024 (VS. Q1 2023 PRO-FORMA)

CONTINUING OPERATIONS

	Q1 2024	Q1 2023
GMV	€ 190.6m	€ 161.0m
Net revenue (EUR m)	€ 107.9m	€ 84.2m
Other revenues (EUR m)	€ 9.8m	€ 7.5m
Gross Margin	37.7%	37.7%
Marketing Cost Ratio	6.3%	6.5%
Distribution Cost Ratio	7.9%	7.3%
HR Cost Ratio	4.7%	4.8%
Adj. EBITDA (EUR m) (% margin)	€ 8.5m (7.9%)	€ 6.8m (8.1%)
Reported EBITDA (EUR m) (% margin)	€ 16.7m (15.5%)	€ 13.3m (15.8%)
Net profit (EUR m) continuing operations (% margin)	€ 12.9m (12.0%)	€ 9.7m (11.5%)

Takeaways

Q1 traditionally lowest quarter in FY-perspective

GMV Growth +18% / Revenue Growth +28%: both higher increase compared to internal forecast.

Distribution cost ratio with 7.9% above internal cost target-line (carrier cost increase in 1/2024)

EBITDA adj. +25% / EBITDA reported +26% shows high effectiveness of 2023 cost reduction program.

Net profit +34%: above internal forecast.

OVERVIEW Q1 REPORT 2024 (VS. Q1 2023 PRO-FORMA)

CONTINUING OPERATIONS

	Q1 2024	Q1 2023
Net profit (EUR m), continuing operations	€ 12.9m	€ 9.7m
Net profit (EUR m), not-continuing operations	€ -1.5m	€ -1.5m
Net profit (EUR m), total	€ 11.4m	€ 8.2m
thereof minorities	€ 0.4m	€ 0.5m
Earnings per share (EUR), total	€ 0.55	€ 0.38
Earnings per share (EUR), continuing operations	€ 0.65	€ 0.49

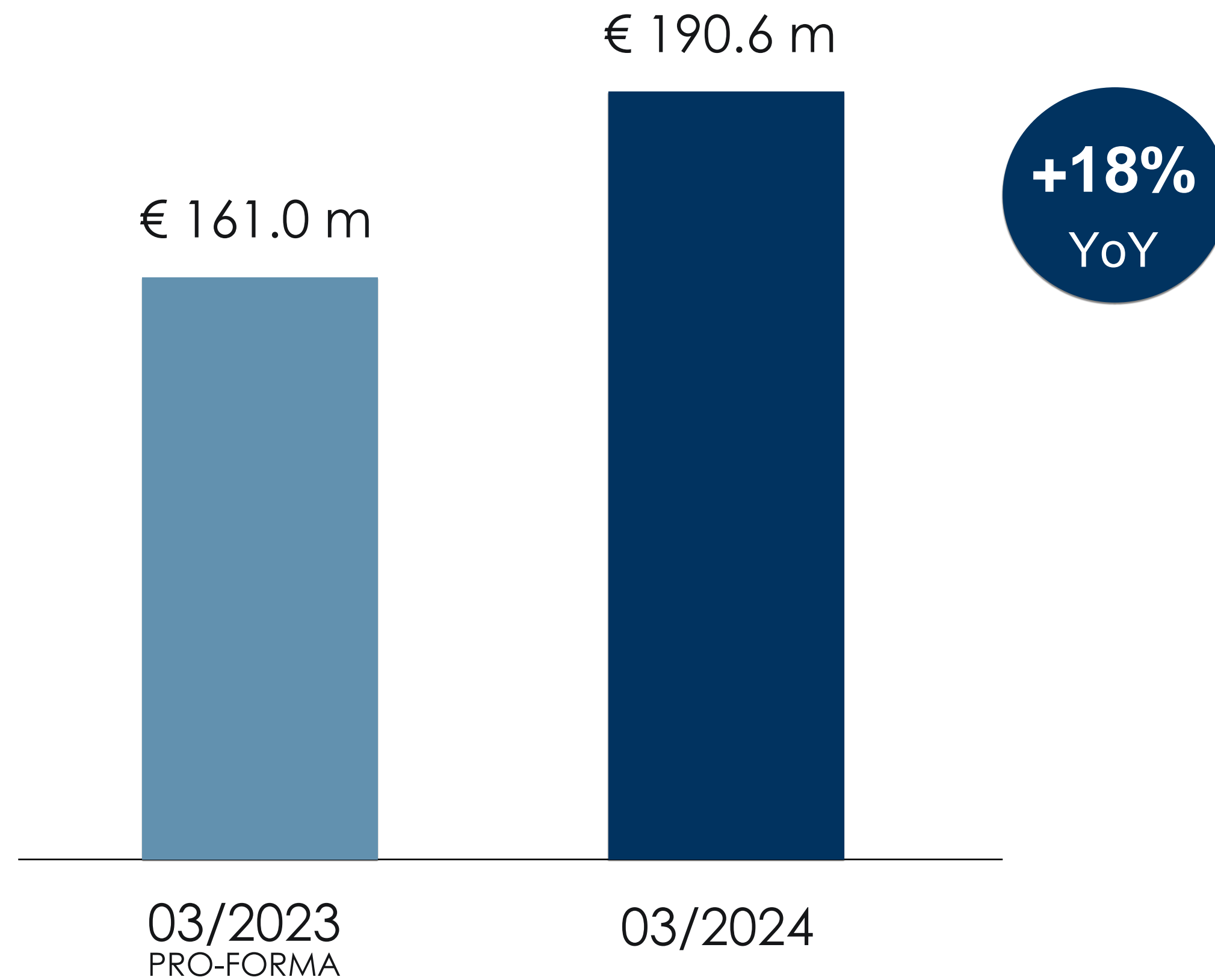
Takeaways

Earnings per share with € 0.65 and growth of +33% (continuing operations): above internal forecast.

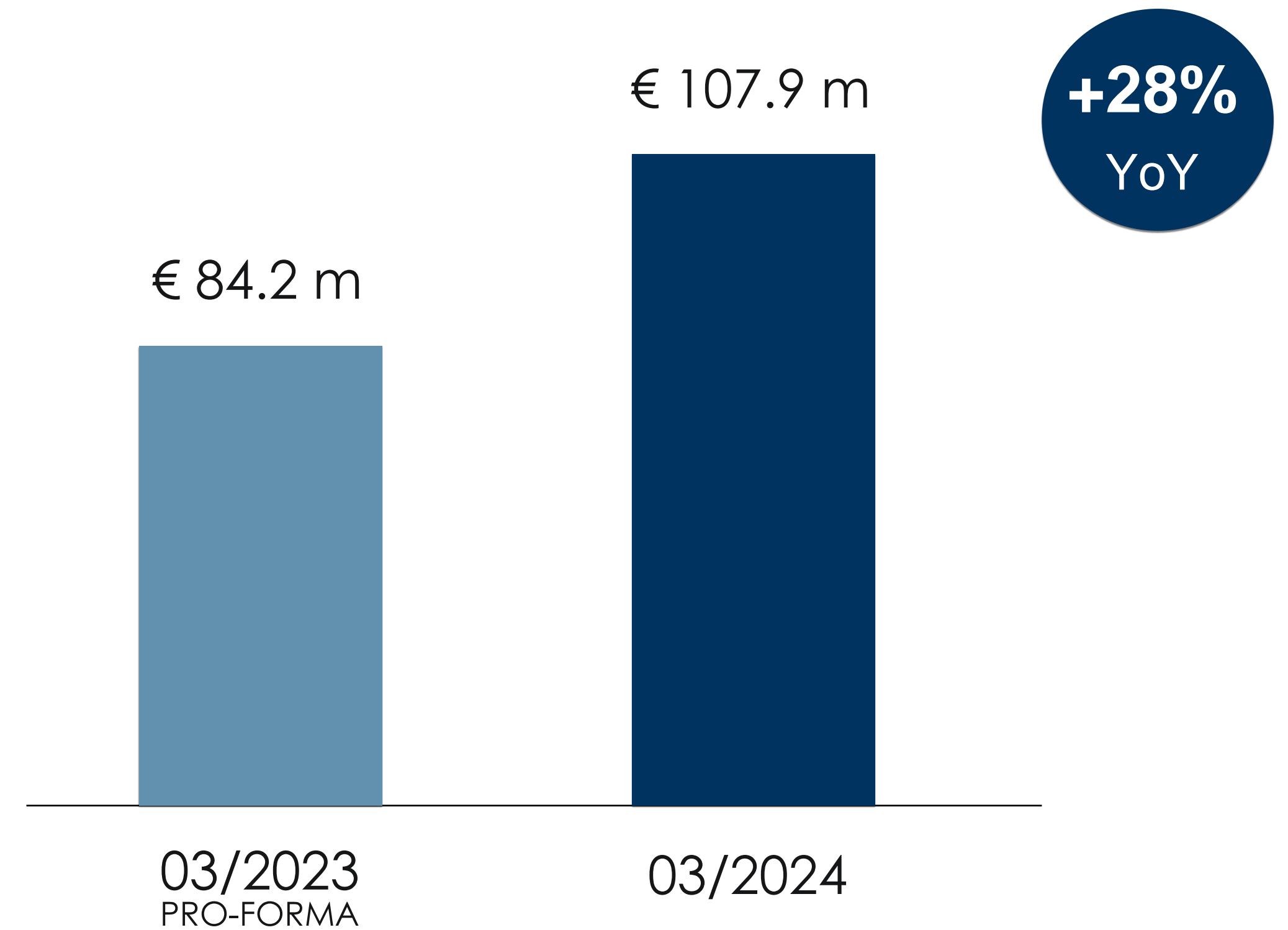
STRONG GMV AND REVENUE GROWTH

CONTINUING OPERATIONS

GMV Growth 3M



Revenue Growth 3M

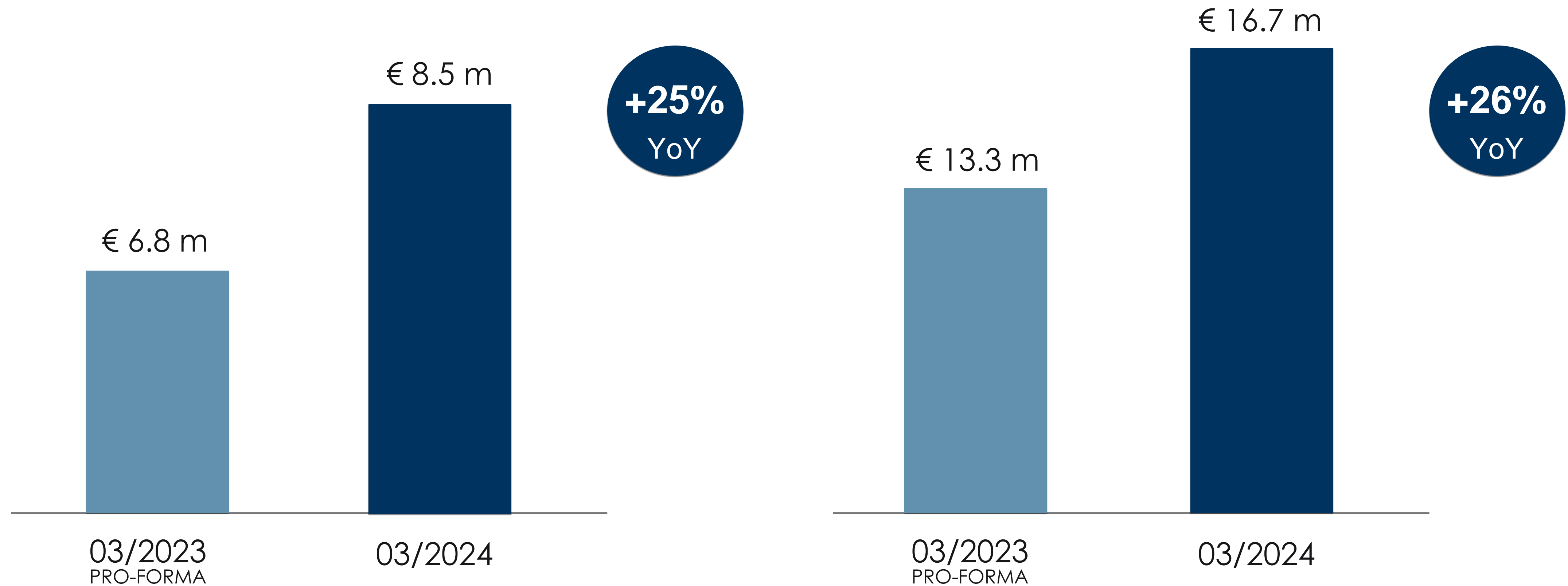


PROFITABILITY AS A KEY FOR SUSTAINABLE GROWTH

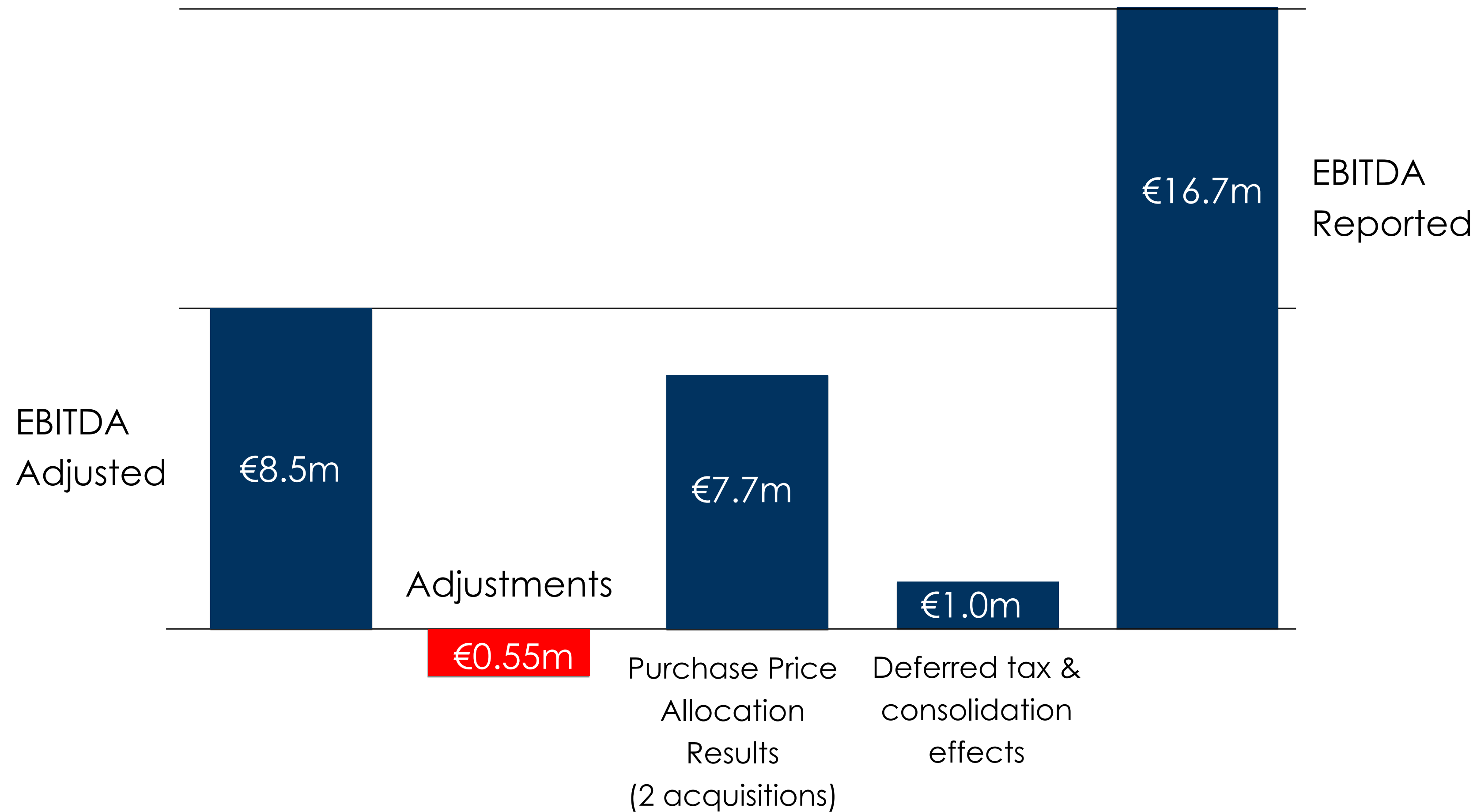
CONTINUING OPERATIONS

EBITDA adj. 3M

EBITDA reported 3M



FROM EBITDA ADJUSTED TO EBITDA REPORTED



THE PLATFORM GROUP: NON-FINANCIAL KPI

	Q1 2024	Q1 2023
Number of Orders	938.312	751.487
Average order value (EUR)	115	112
Active Customers (12 month)	4.4m	3.6m
Number of Employees	758	768
Number of Partners (31.03)	11.987	4.953

Takeaways

Positive development: More partners (11.987) bring more products. More products bring more customers (4.4m), more customers bring more orders (Q1: 0.9m).

Average order value increased to 115€ (2023: 112€), due to less discounts and less campaigns.

Reduced staff (758 employees) due to cost efficiency program and reduction in two subsidiaries.



THE PLATFORM GROUP: SEGMENT OVERVIEW

Consumer Goods

Products with simple logistics and focus on consumer goods

-  Sustainable Products
-  Fashion/Shoe/Luxury
-  Accessories
-  Jewelry and Watches






Freight Goods

Products with complex transport, logistics and delivery processes in the area of freight logistics

-  Furniture
-  Forest Equipment
-  Bicycles
-  E-Scooters
-  Cars

Industrial Goods

B2B focus on industrial goods and industrial solutions

-  Trading with used machines / B2B
-  Dental equipment B2B
-  Hairdressing B2B platform
-  Car/truck parts trade
-  Industrial supplies

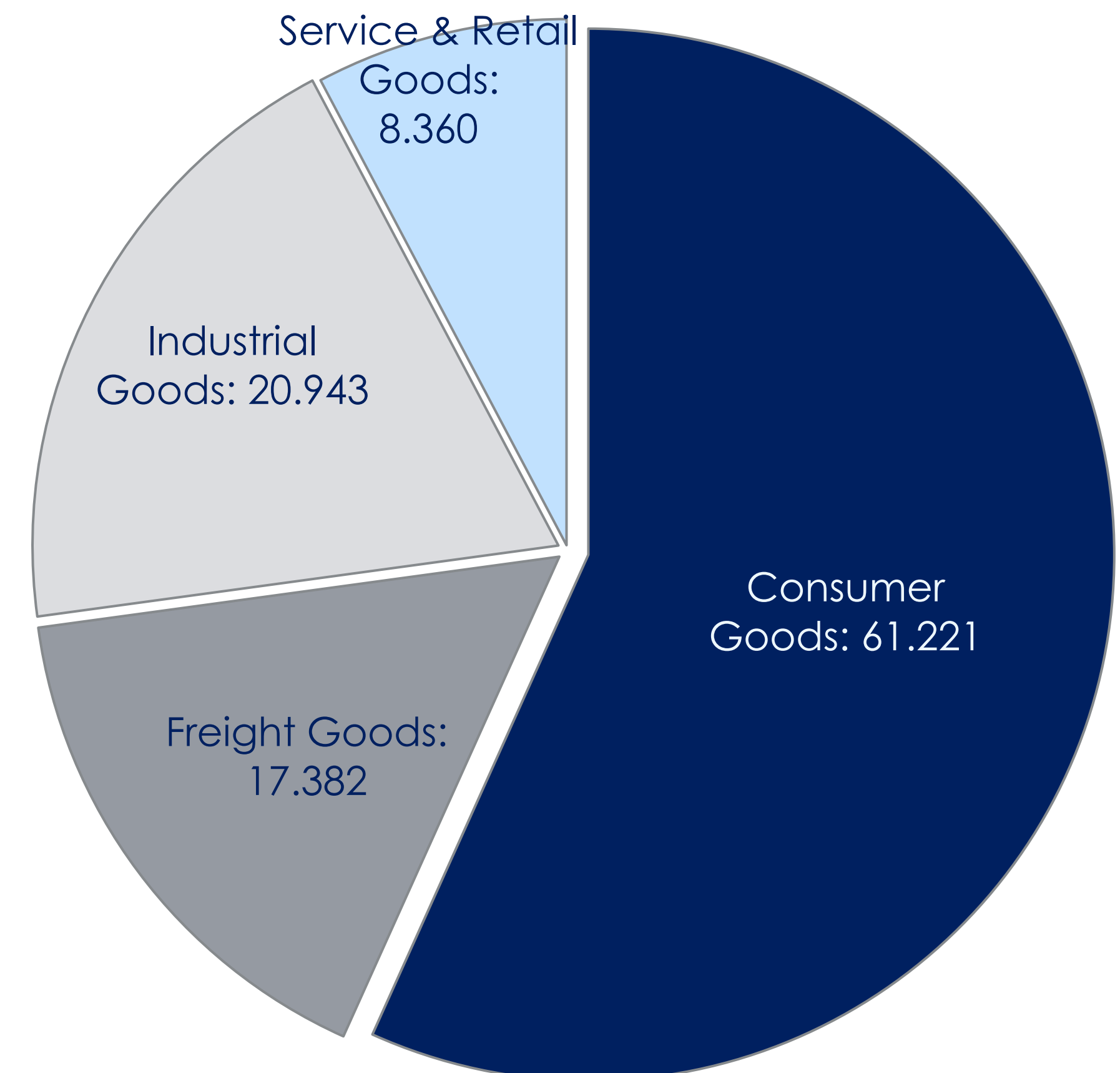
Service & Retail

Products and services that are remunerated on the basis of performances

-  Platform for local pharmacies
-  Platform for pharmaceutical manufacturers
-  Online learning platforms
-  Factoring and real estate platform
-  Local Stores

Revenues by Segment (Q1 2024)

(in m€, continuing operations)



OUR GUIDANCE 2024

Developments Q1 2024

Better Q1 2024 results than internal forecast

Higher profitability due to cost efficiency program (2023-2024)

Positive market tailwinds: B2B + B2C spending grow

Excellent conditions for new acquisitions in 2024 with fair values and goodwill expectations

First three acquisitions (01-05/2024) will boost GMV, revenue and EBITDA/net profit

INCREASE OF GUIDANCE 2024
(Guidance 05/2024)

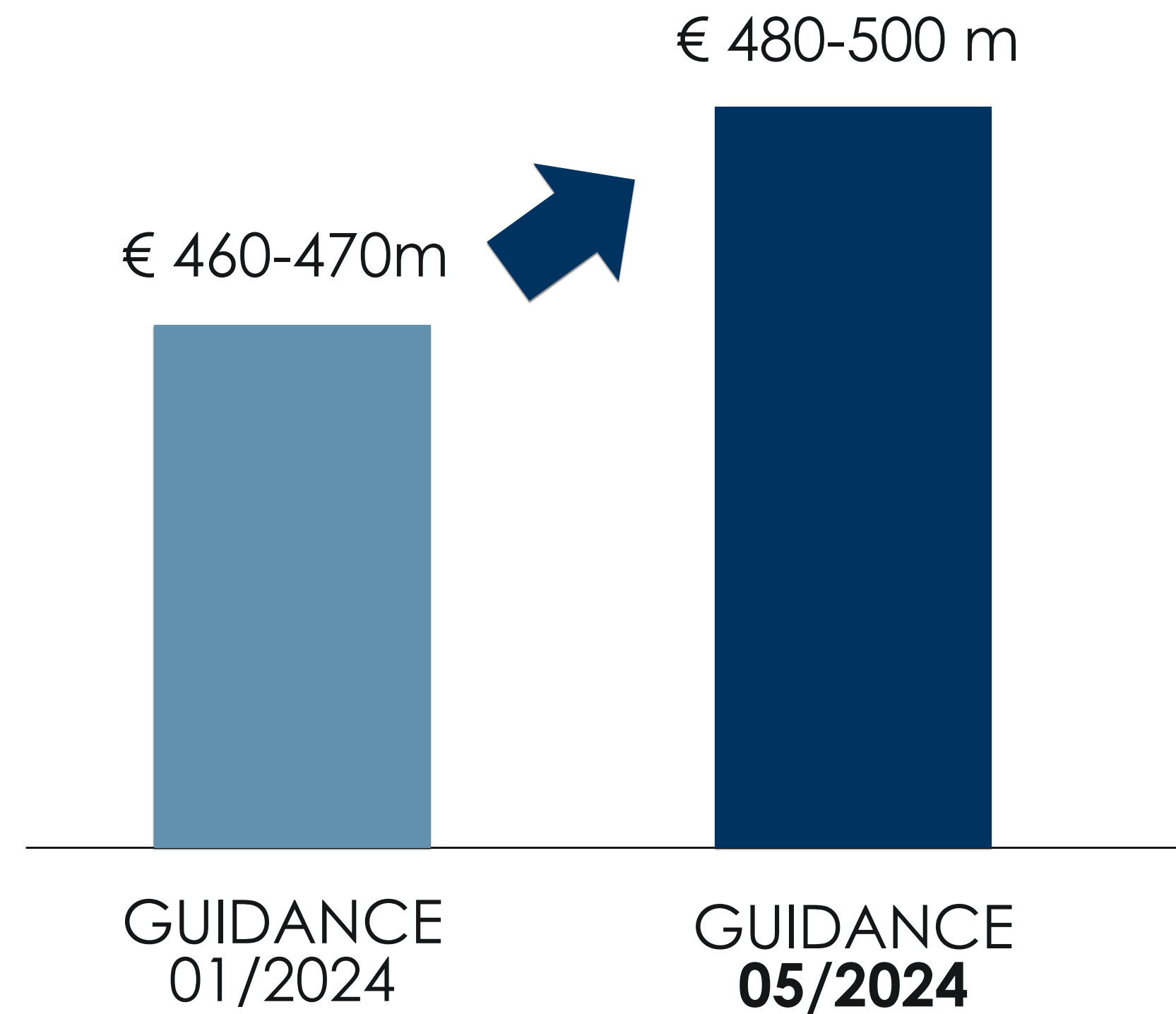
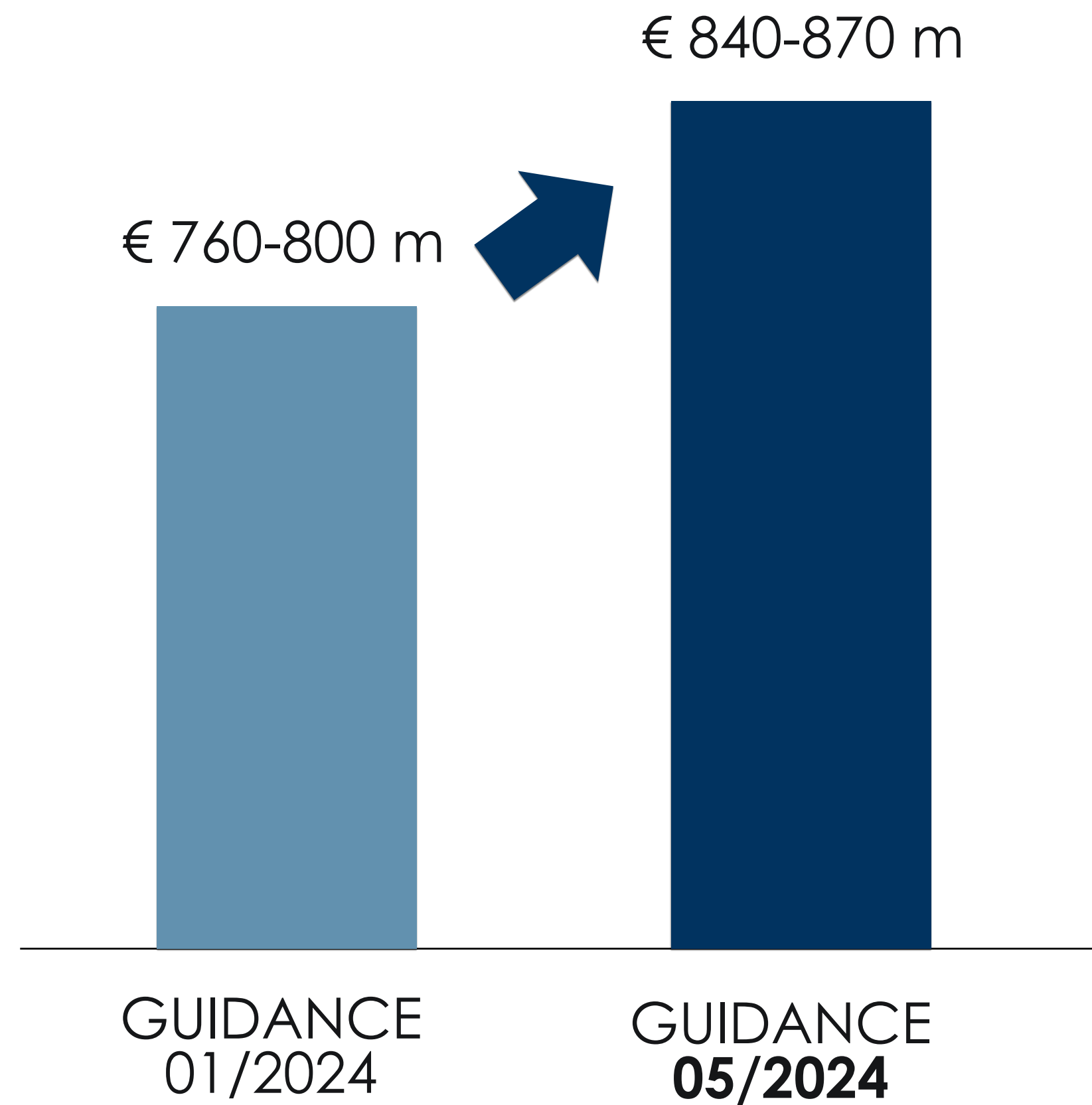


NEW GUIDANCE 2024 (GUIDANCE 05/2024)

CONTINUING OPERATIONS

GMV Guidance FY 2024

Revenue Guidance FY 2024

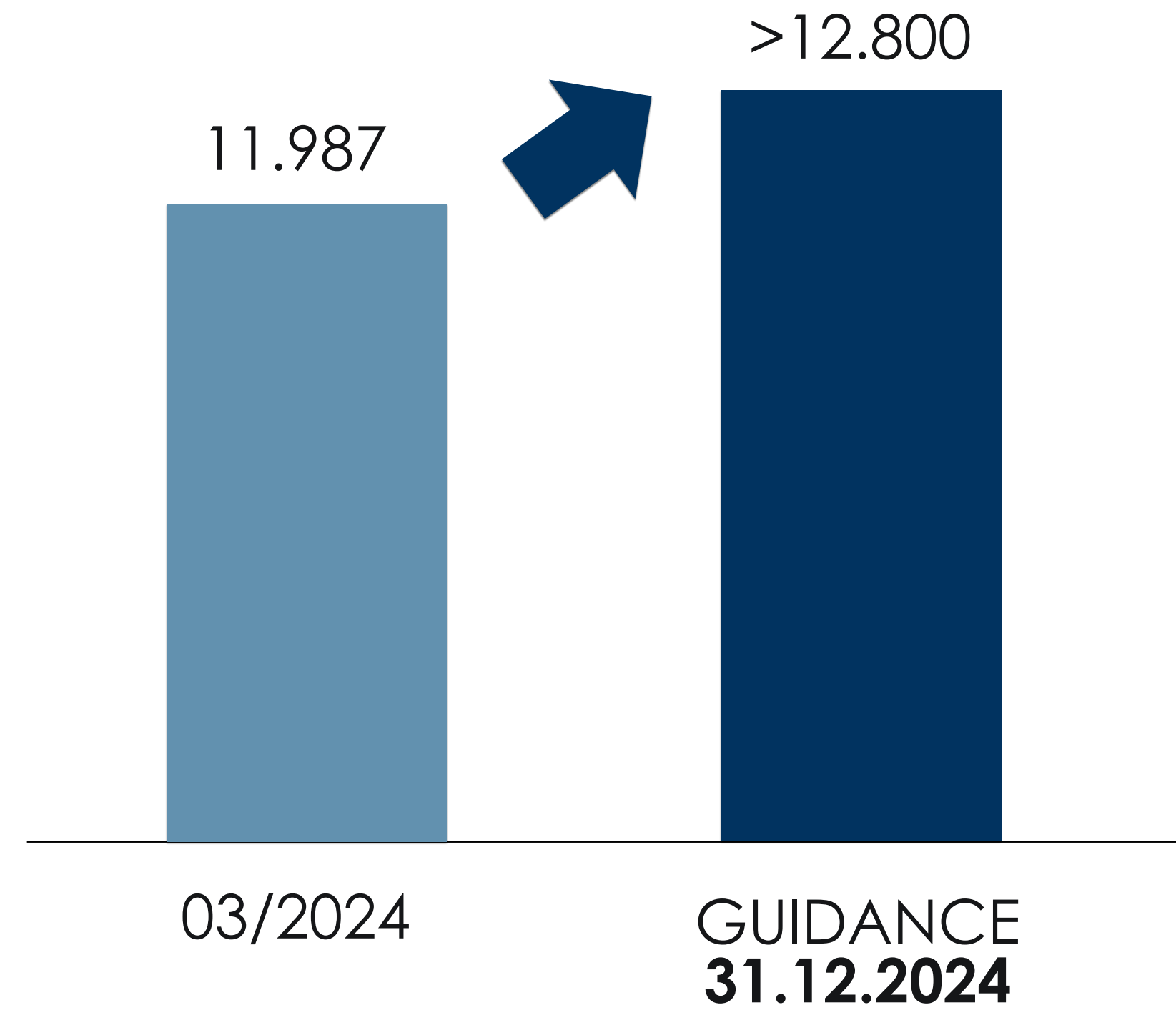
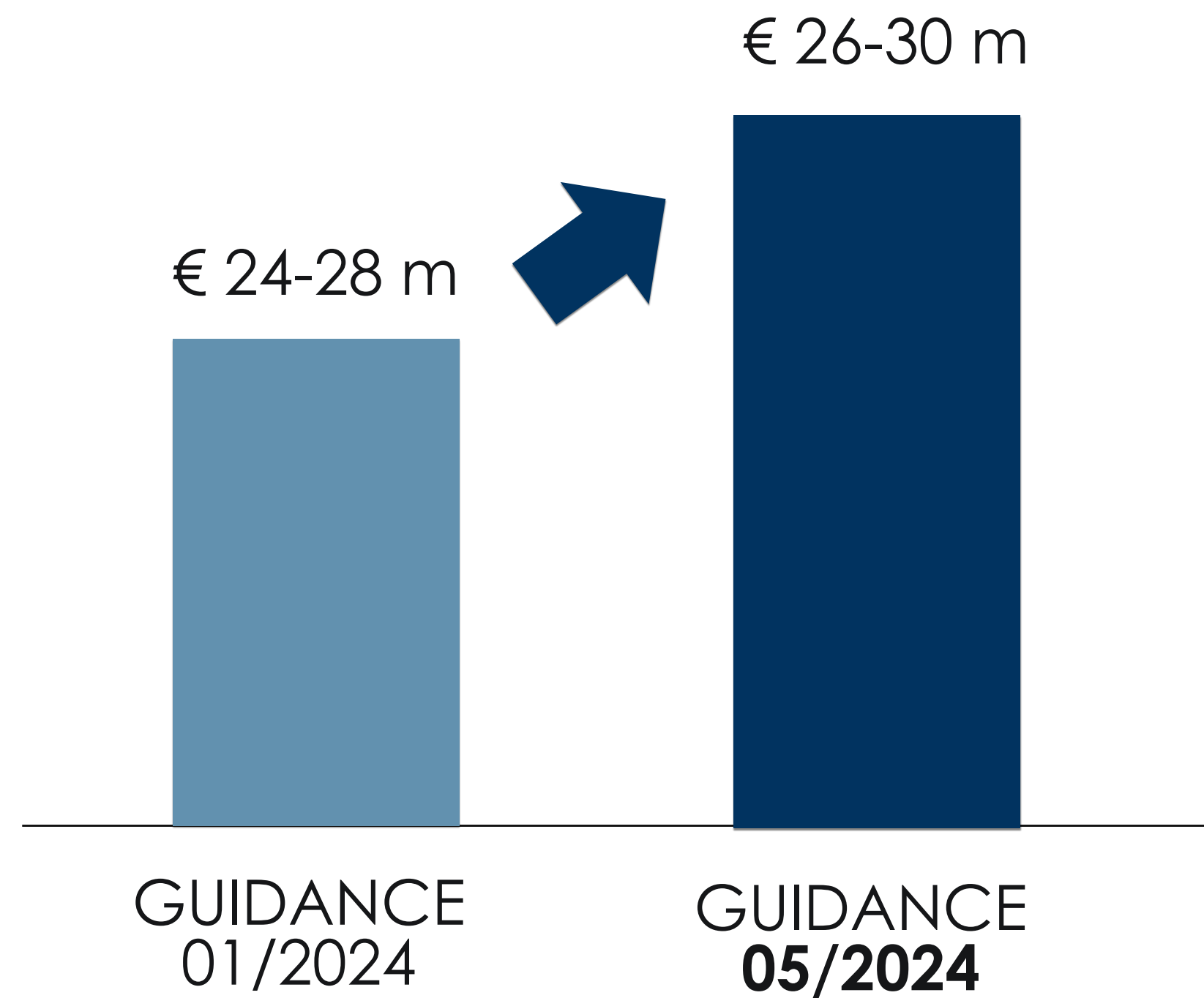


NEW GUIDANCE 2024 (GUIDANCE 05/2024)

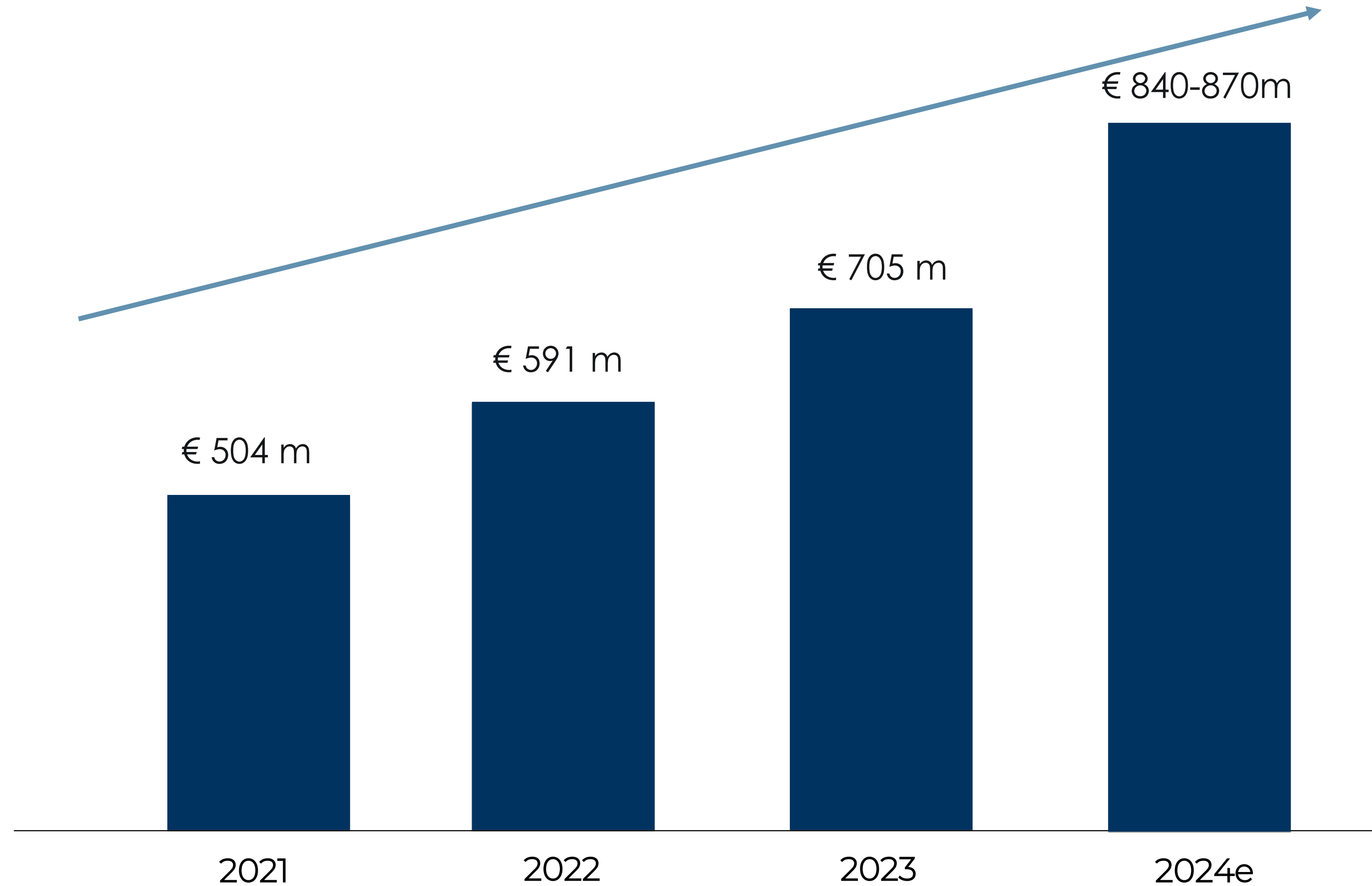
CONTINUING OPERATIONS

EBITDA adj. Guidance FY 2024

Partners

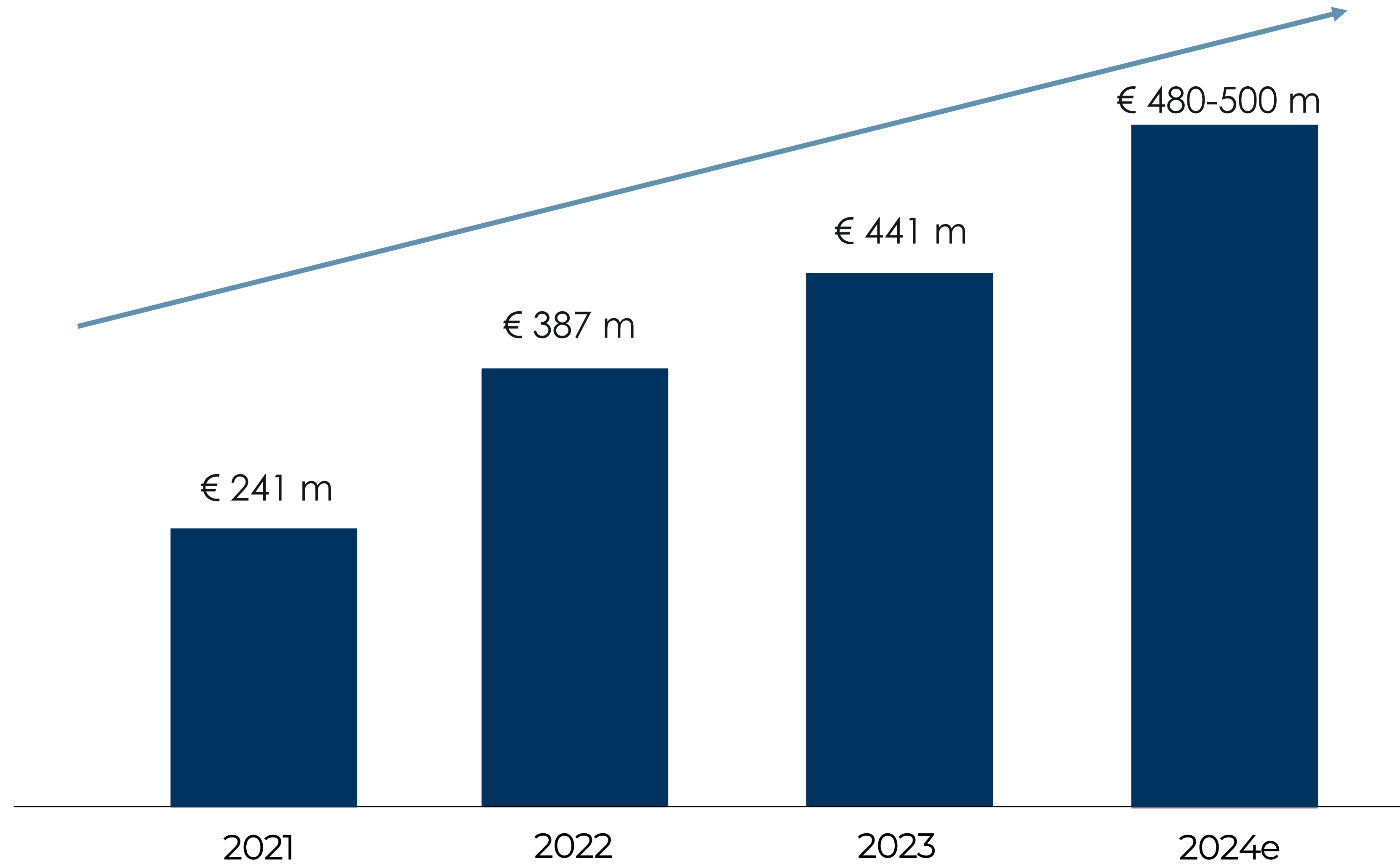


THE PLATFORM GROUP: GMV DEVELOPMENT



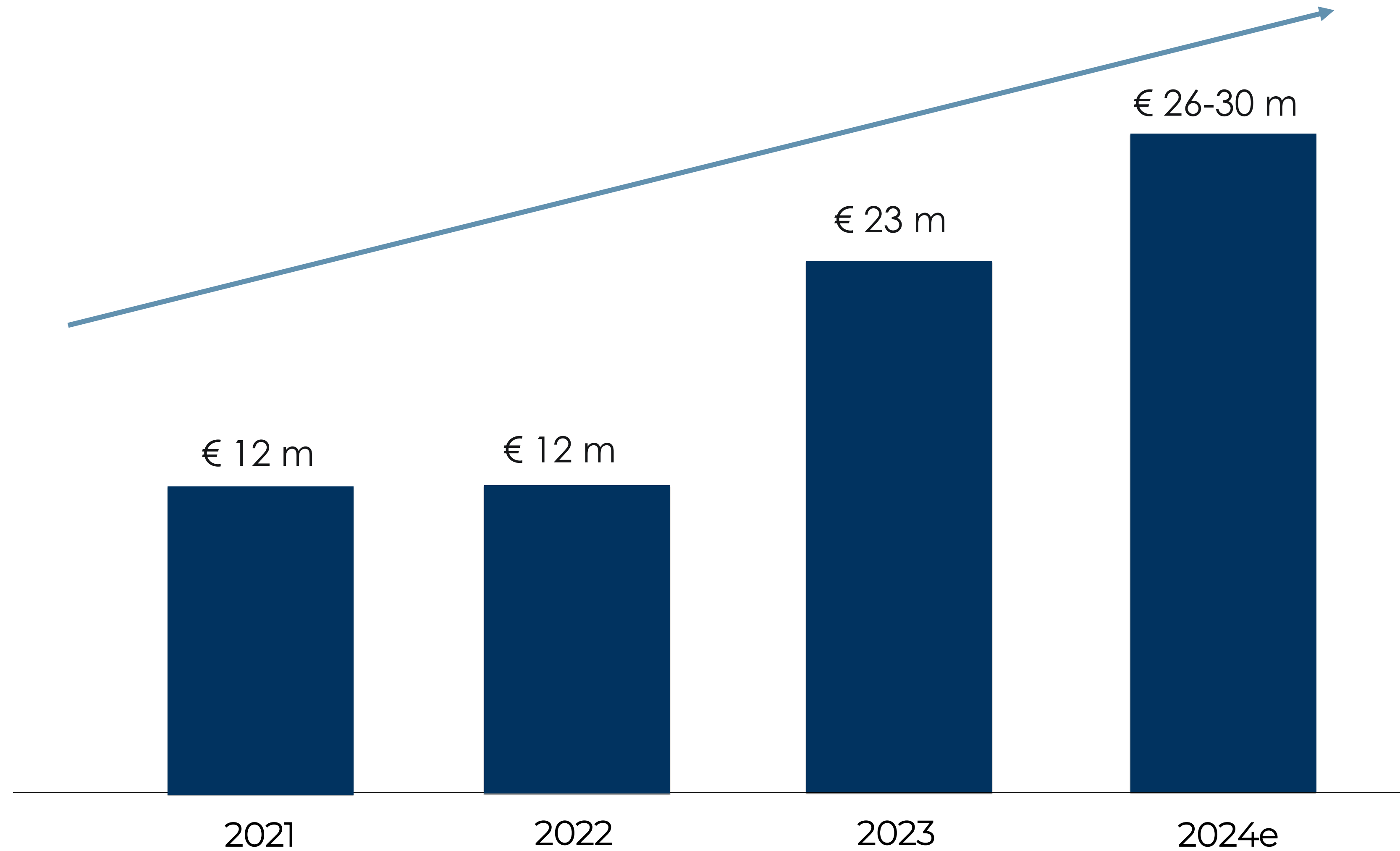
Pro-Forma figures for FY 2022, 2023. FY 2022 and FY 2023 continued operations. 2024e according to guidance. 2021 TPG/Fashionette combined.

THE PLATFORM GROUP: REVENUE DEVELOPMENT



Pro-Forma figures for FY 2022, 2023. FY 2022 and FY 2023 continued operations. 2024e according to guidance. 2021 TPG/Fashionette combined.

THE PLATFORM GROUP: ADJUSTED EBITDA DEVELOPMENT



Pro-Forma figures for FY 2022, 2023. FY 2022 and FY 2023 continued operations. 2024e according to guidance. 2021 TPG/Fashionette combined.



Capital Markets Day



CAPITAL MARKETS DAY

INVITATION

to **Capital Markets Day**
of **The Platform Group AG**

Date

11 June 2024

Location:

NH Collection Hotel Frankfurt Spin Tower
Güterplatz 1
60327 Frankfurt/Main

The Platform Group is pleased to invite investors, analysts and financial media to its 2024 Capital Markets Day. The Board of Directors will present a financial update and a deep dive into its M&A strategy. The conference will be held in English/German.

Agenda:

10:30 - 11:00 AM	Registration
11:00 - 11:30 AM	TPG Introduction: Platforms for success Dr. Dominik Benner (CEO)
11:30 - 12:00 PM	Financial Outlook and midterm guidance Reinhard Hetkamp (CFO)
12:00 - 12:45 PM	M&A as a key discipline for value generation Dr. Dominik Benner (CEO), Laura Vogelsang (Executive Board), and Heinrich Traude (M&A)
12:45 - 13:15 PM	Software development for strategic competitive advantage Christoph Wilhelmy, (COO)
13:15 - 14:00 PM	Get Together Coffee & Snacks

For **conference registration** please contact: ir@the-platform-group.com



Dr. Dominik Benner

Laura Vogelsang



Heinrich Traude
M&A

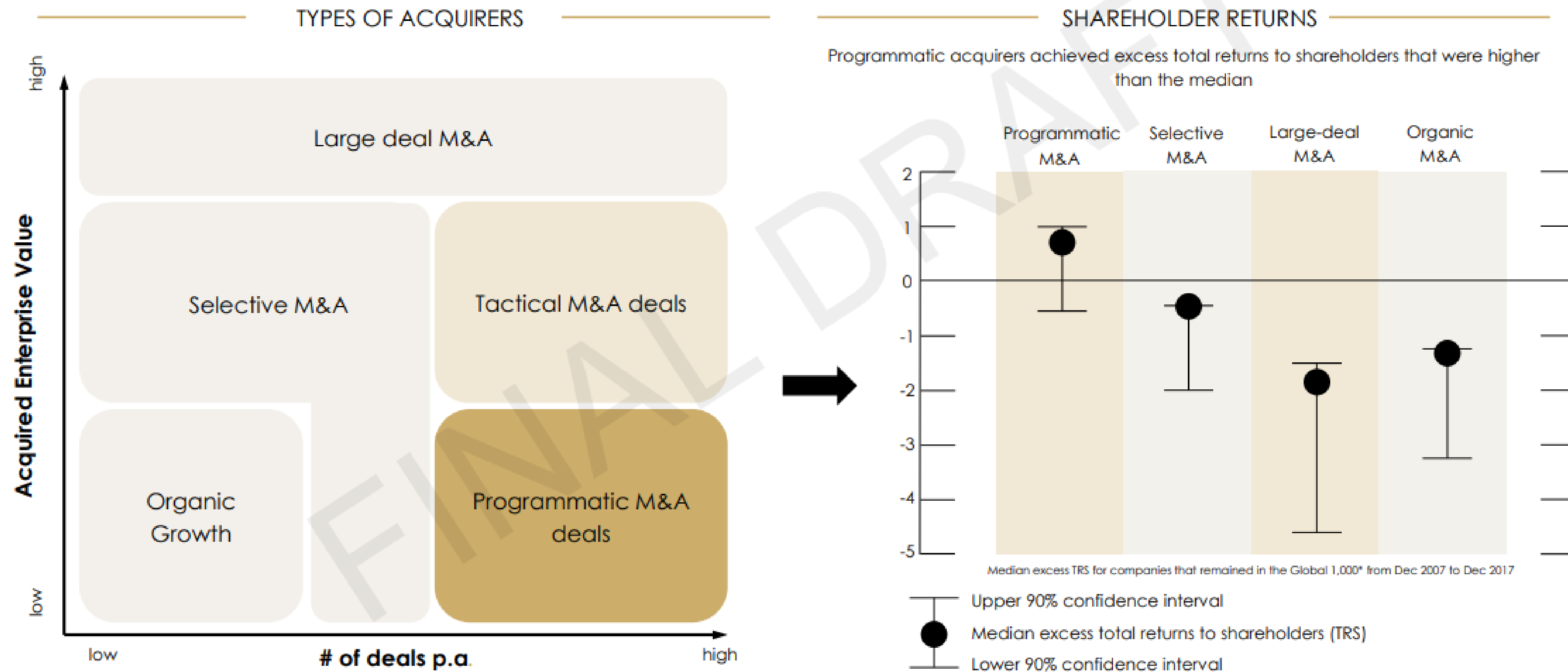


Christoph Wilhelmy
COO



Reinhard Hetkamp
CFO

CAPITAL MARKETS DAY – OUTLOOK






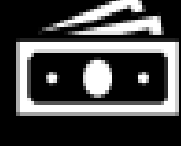


CAPITAL MARKETS DAY – OUTLOOK

ACQUISITION-DRIVEN COMPUNDERS

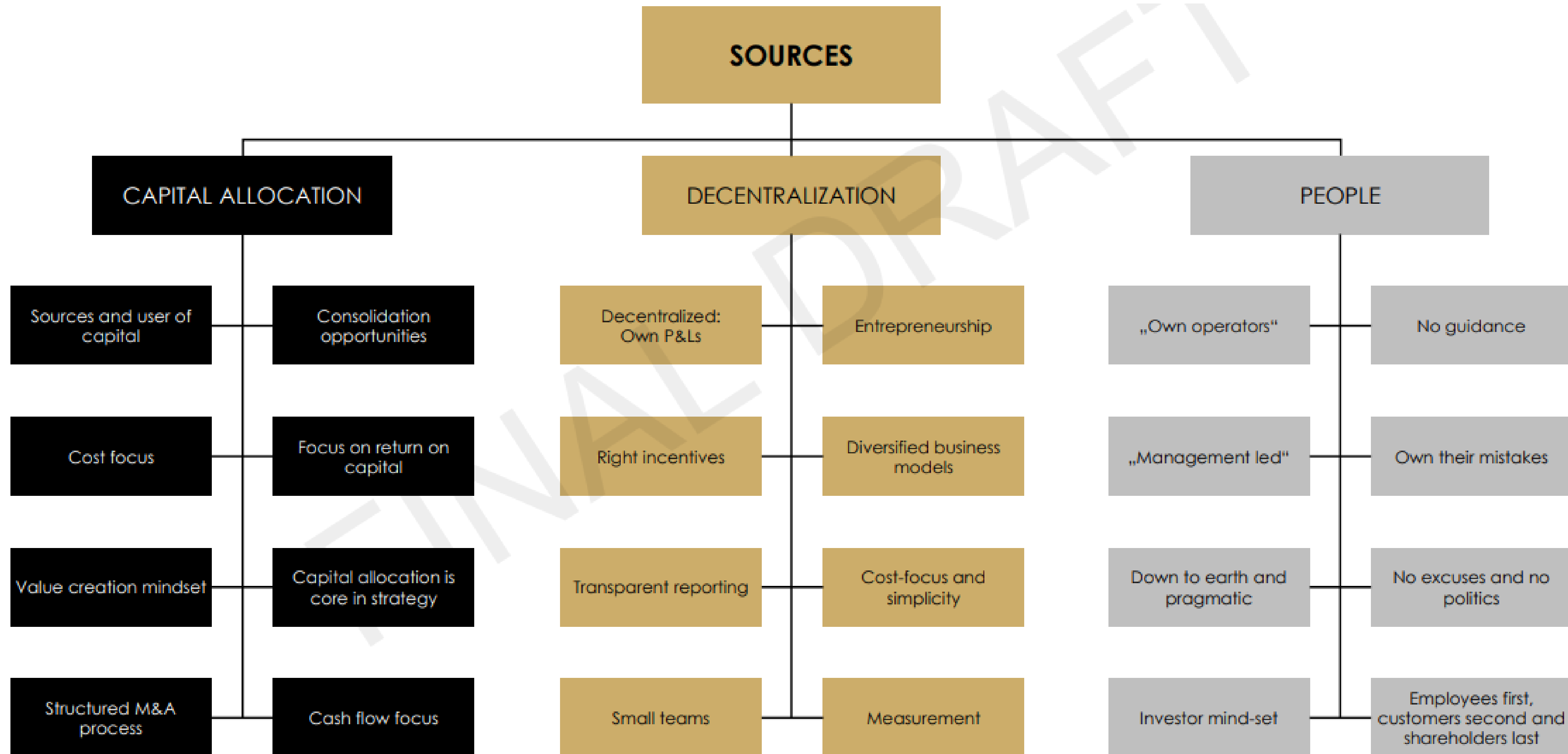
VS

PRIVATE EQUITY INVESTORS

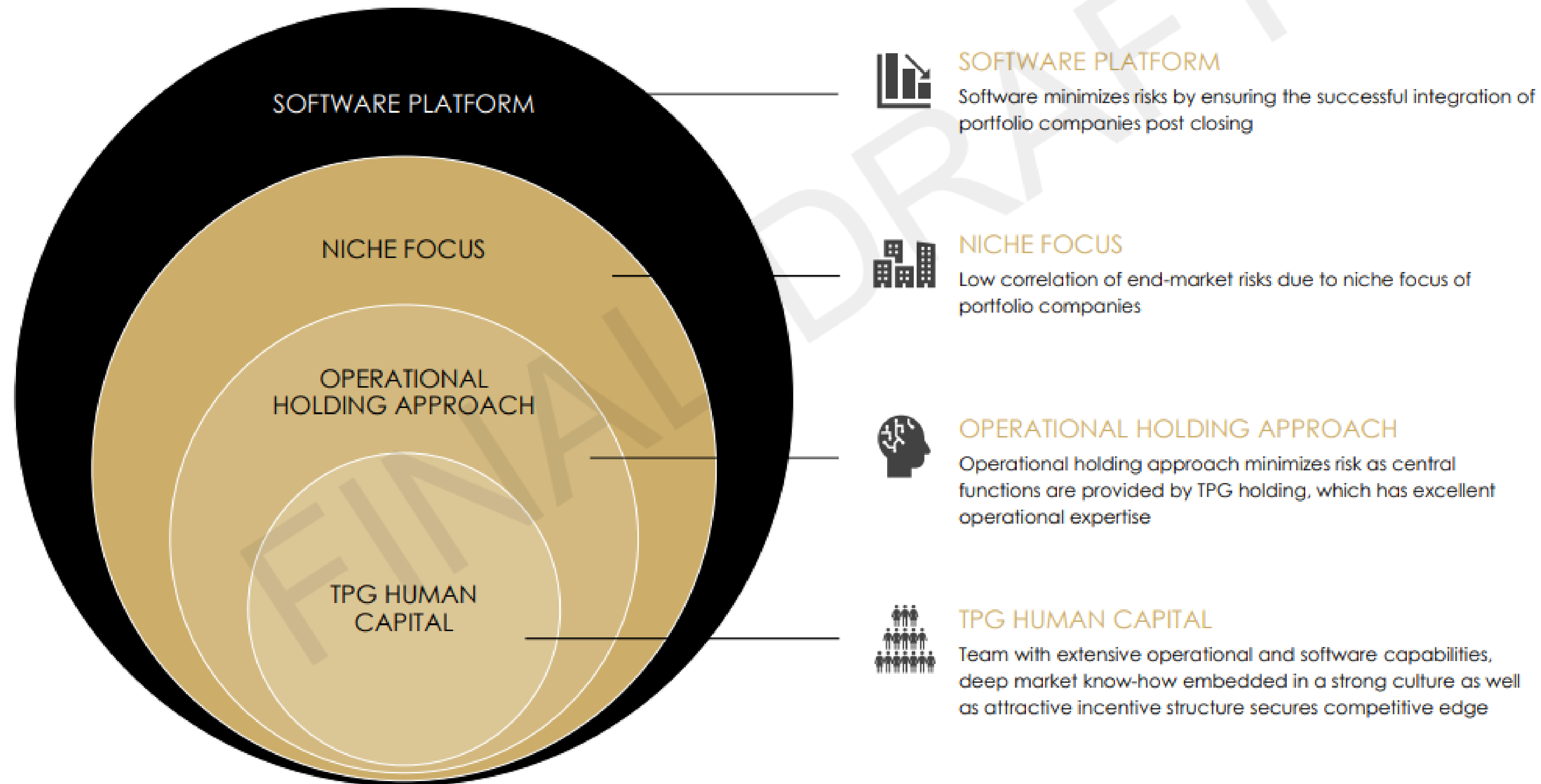
Permanent home	 Investment horizon	5-7 years
Stability	 Continuity of culture	Unpredictable
Internal Due Diligence	 Due Diligence	Long process
Board member	 Governance	Operational environment
Autonomy & reporting	 Post transaction	Change
Free cash flow	 Financing	Use of debt



CAPITAL MARKETS DAY – OUTLOOK



CAPITAL MARKETS DAY – OUTLOOK



CAPITAL MARKETS DAY – OUTLOOK

Case Study | Freight Goods

MÖBELFIRST

HISTORICAL DEVELOPMENT AND MANAGEMENT TEAM

TOGETHER WITH TPG, THE FOUNDERS BUILT GERMANY'S LEADING LUXURY FURNITURE PLATFORM

Company milestones



2016
Foundation of MöbelFirst, which transfers the idea of a luxury furniture platform to the digital age

2018
MöbelFirst successfully expands to new European markets and expands its customer base



2020
TPG enters the furniture segment via its acquisition of a minority stake in MöbelFirst



2023/24
After a prosperous partnership, TPG acquires the remaining shares and now owns 100% of MöbelFirst, to accompany the growth path



Dennis Franken
MANAGING PARTNER/
FOUNDER/
CFO

With MöbelFirst since 2016
Responsible for finance and IT

Christoph Ritschel
MANAGING PARTNER/
FOUNDER

With MöbelFirst since 2016
Responsible for [xxx]



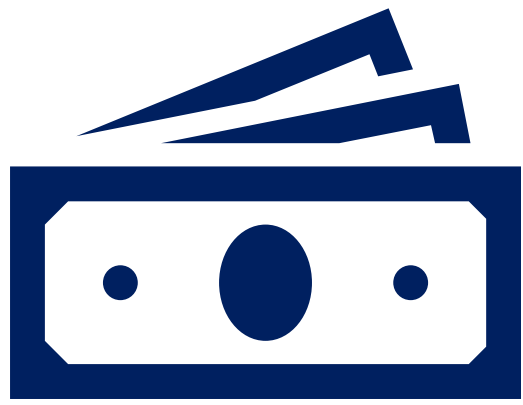



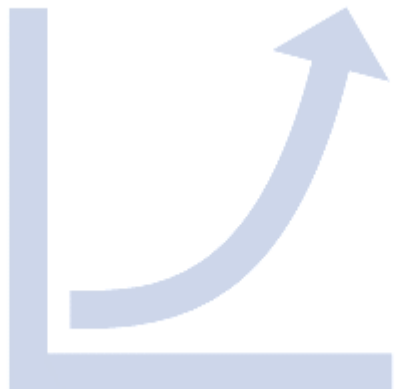
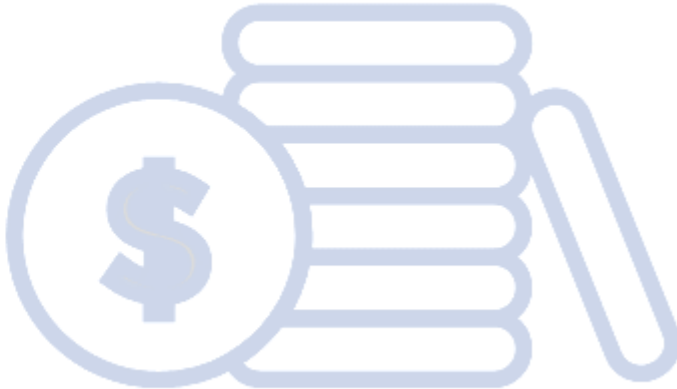


Outlook



TPG GUIDANCE 05/2024

CONTINUING OPERATIONS

2024 FY			Mid-term (2025)		
Revenue €480-500m	Adj. EBITDA €26-30m	GMV €840-870m	Leverage 1.5 – 2.3x	Adj. EBITDA Margin 7-10%	GMV €1bn
					

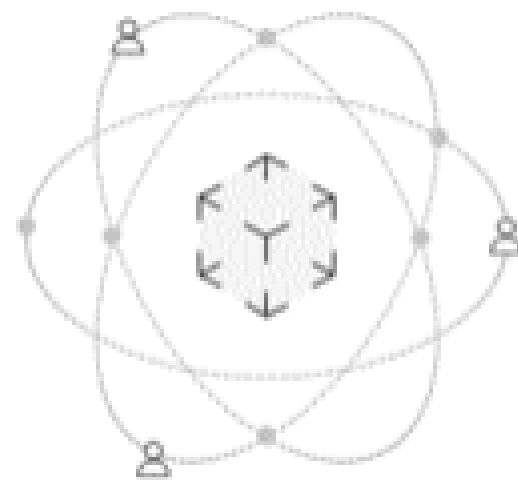


OUR FUTURE STRATEGY

LEADING POSITION

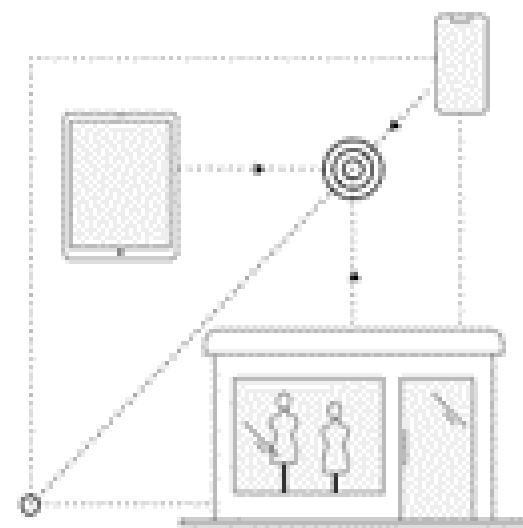
Becoming the No.1 Platform in Europe

Organic growth higher than market



POWER OF SCALE NEW MARKETS

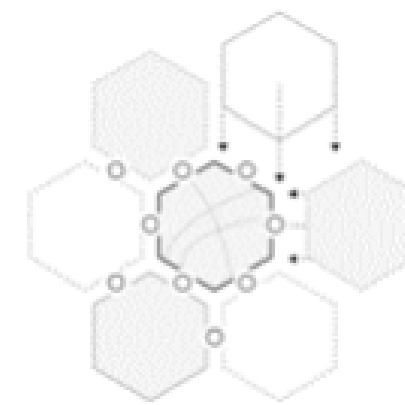
Expanding into 30 industries by 2025



CONTINUED M&A EXPANSION

3-8 Acquisitions per year

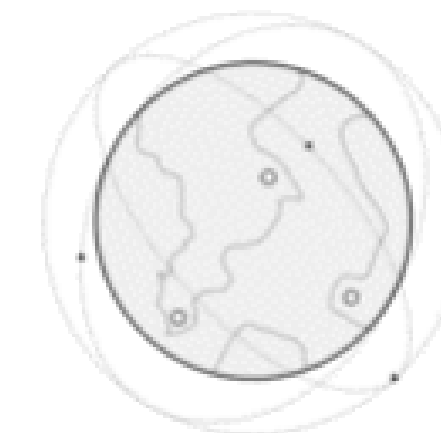
Long-term goal of 50% organic / 50% inorganic growth



GEOGRAPHICAL EXPANSION

Increasing geographical footprint outside of Germany

Near-term France and Italy, long-term U.S. and India





THE PLATFORM GROUP

**THANK
YOU!**

