



ABOUT YOU[®]

Q3 21/22
Quarterly Statement Presentation
11 January 2022

Agenda Conference Call Q3 21/22

11 January 2022

1	Introduction and highlights
2	Business update
3	Financial update
4	Outlook
	Q&A

Today's speaker: Hannes Wiese



Co-Founder & Co-CEO, Operations & Finance

Our vision: become the global #1 fashion platform

We digitise the offline shopping stroll for Gen Y&Z



We create incremental revenues for fashion brands



We provide the technology to help our partners grow their own online business



Q3 21/22 highlights

1 Strong growth across all segments, leading to a 48% YoY revenue increase for the Group in Q3 21/22

2 Key customer metrics improved (LTM)¹: active customers 10.7m (+34% YoY), AOF² 2.9x (+6% YoY), AOV €58.8 (+5% YoY)

3 International rollout continues with strong scaling in Southern Europe and launch of AY Global Shipping Platform

4 SCAYLE builds prominence with core product improvements and enhanced go-to-market (TME revenue +109% YoY)

5 Adj. EBITDA margin at -6.0% vs. -4.1% in Q3 20/21, driven by one-off marketing investments in Southern Europe

6 Realistic to reach the upper half of the €1,725-1,775m (+48-52% YoY) FY revenue guidance range, adj. EBITDA guidance (c. €-70m) unchanged, CAPEX guidance increased to c. €50m (from c. €34m)

1. LTM: last twelve months

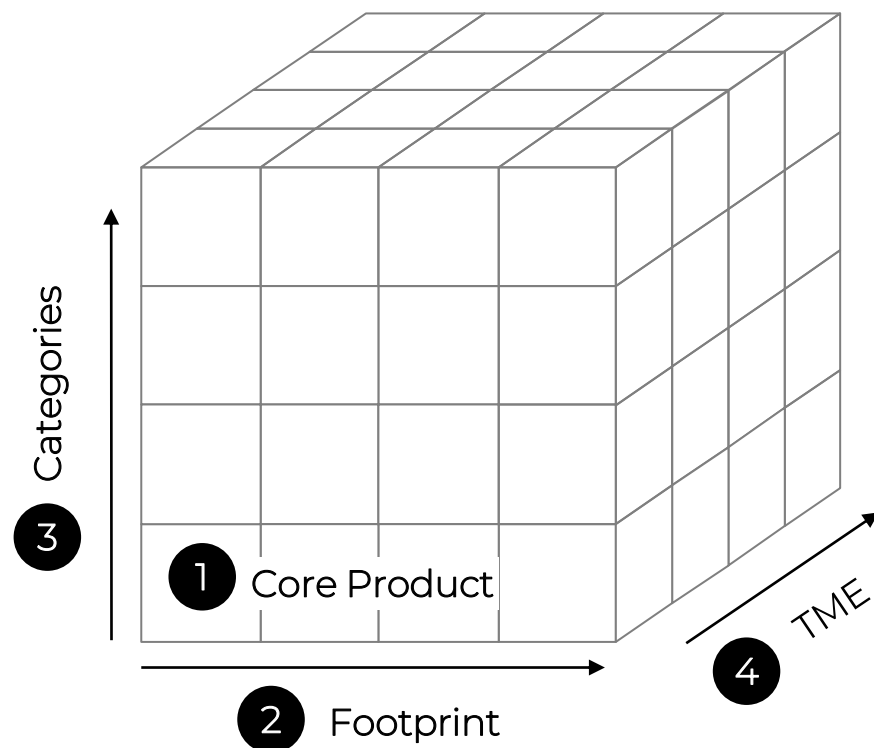
2. AOF: average order frequency



BUSINESS UPDATE

Growth strategy targets massive opportunities

Our growth levers

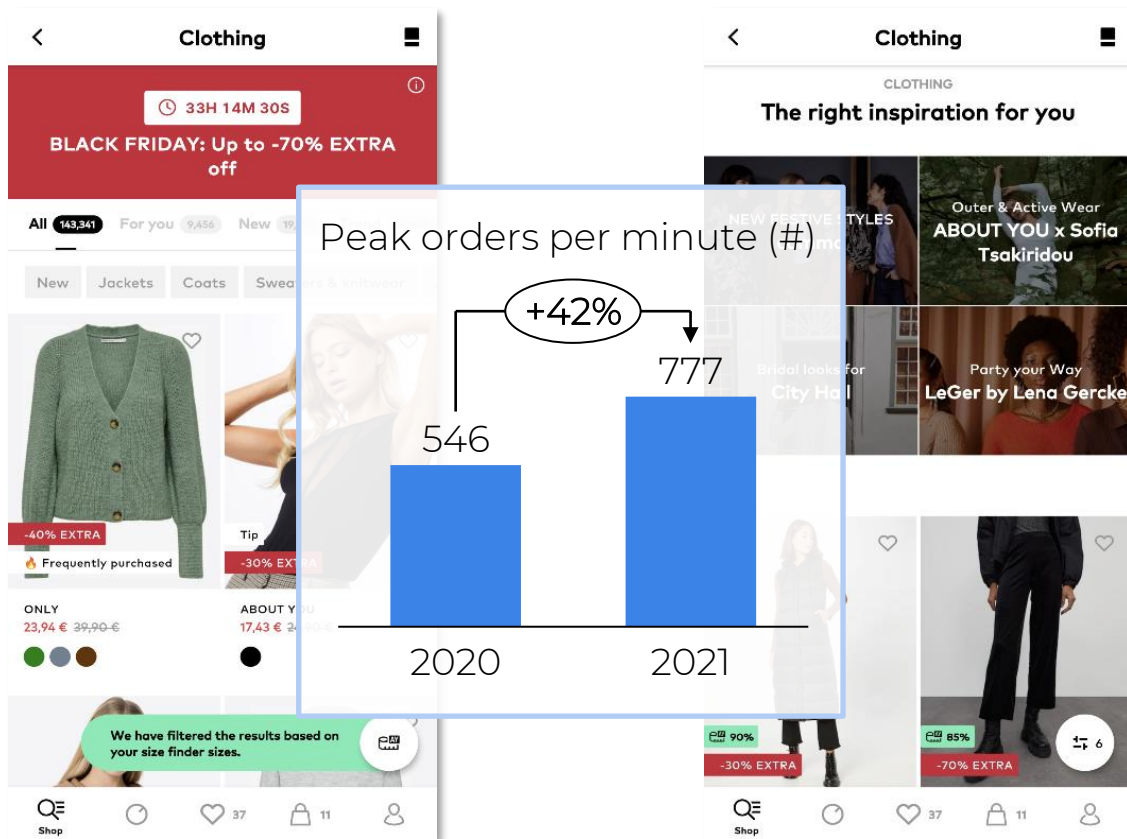


Our growth strategy



1 Successful Black Friday in difficult market environment

Black Friday 2021

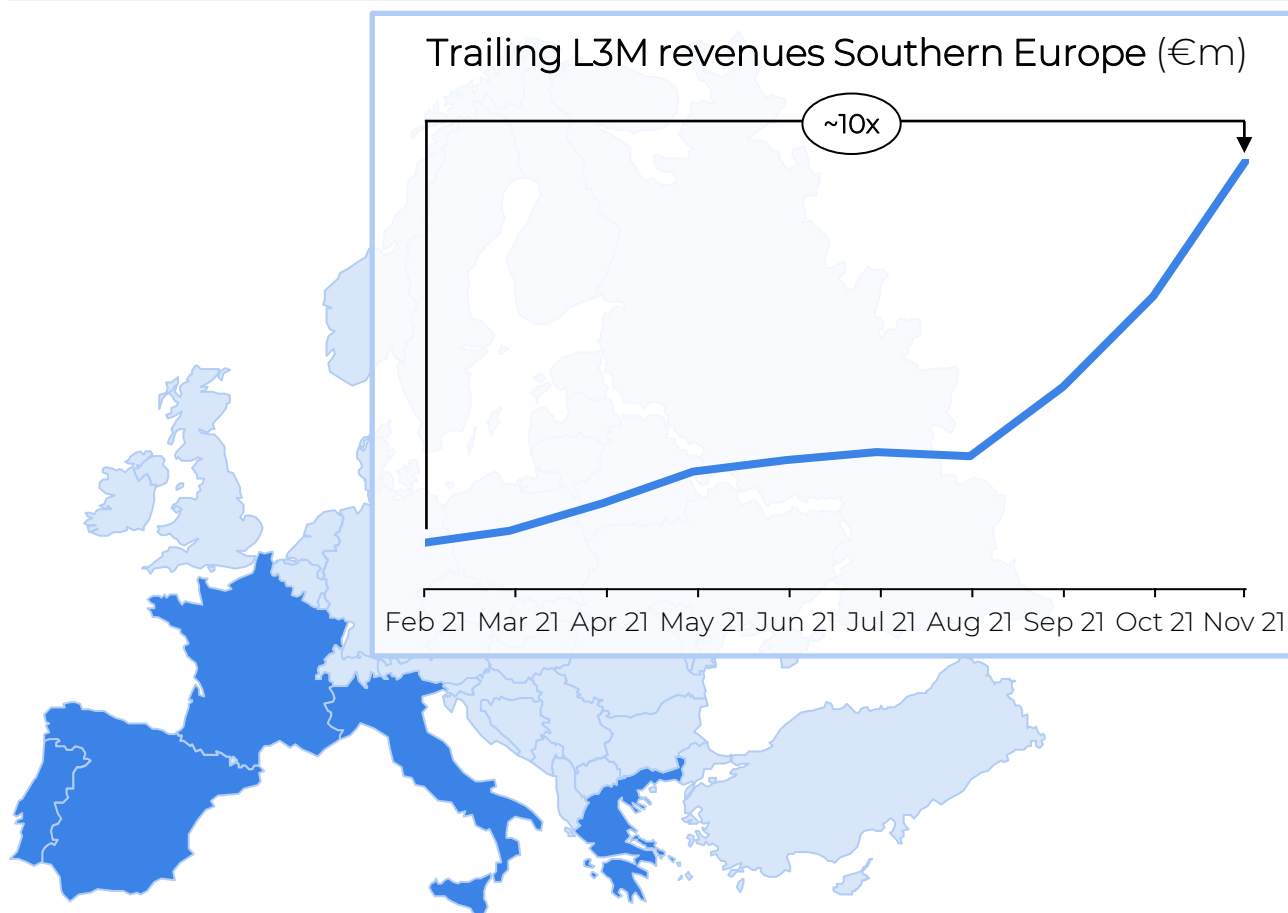


Strong success despite market headwinds

- ☆ All time high in revenues
 - + ☆ 100% system stability in peaks
 - ☆ Strong App push in pre-campaigns
-
- ⌘ Increasing consumer Black Friday fatigue
 - ⌘ COVID-related demand volatility
 - ⌘ Relatively high price elasticity

2 Strong momentum in Southern Europe following campaigns

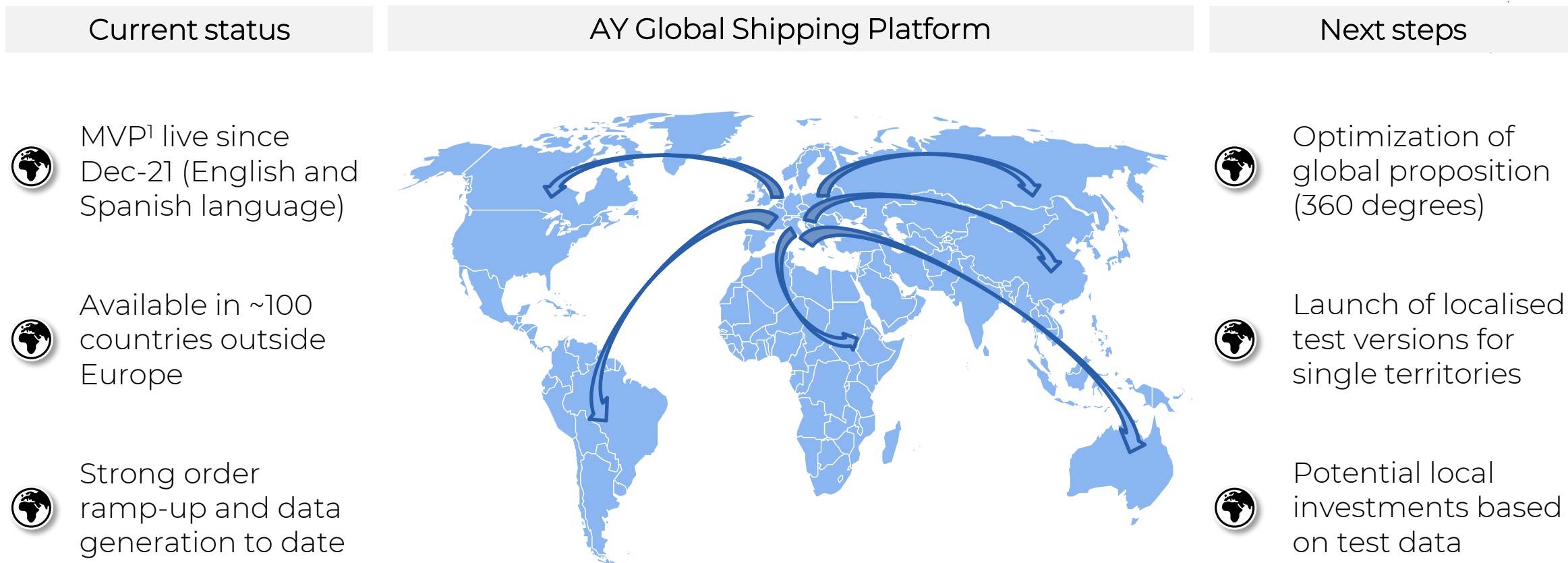
Strong performance in Southern Europe



Highlights Q3 21/22

- Successful execution of market entry campaigns in Italy, Greece, Portugal, and France
- Strong revenue uplift induced by campaigns (>200% QoQ revenue growth in Southern Europe)
- Record number of new customers (Southern Europe accounts for 23% of Q3 21/22 Group total)
- Outstanding new customer cohort performance (~10% higher 30-day frequency vs. Group average)

2 Successful MVP¹ launch of the AY Global Shipping Platform



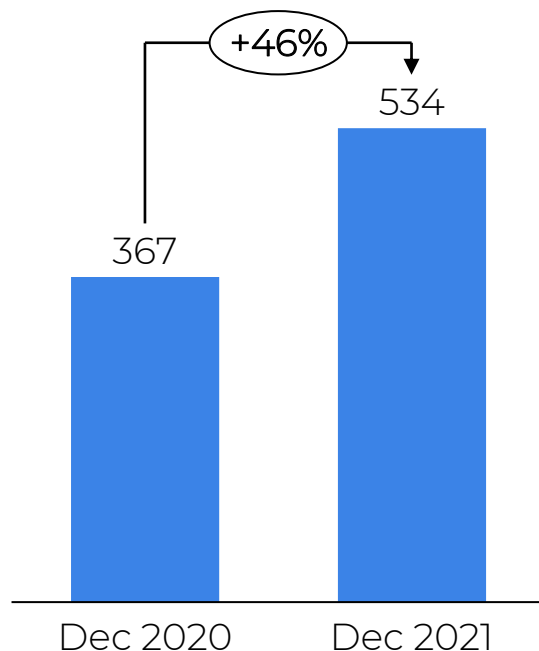
Securing the ABOUT YOU service quality worldwide

1. MVP: Minimum viable product

3 Supply chain disruptions with limited effect on business

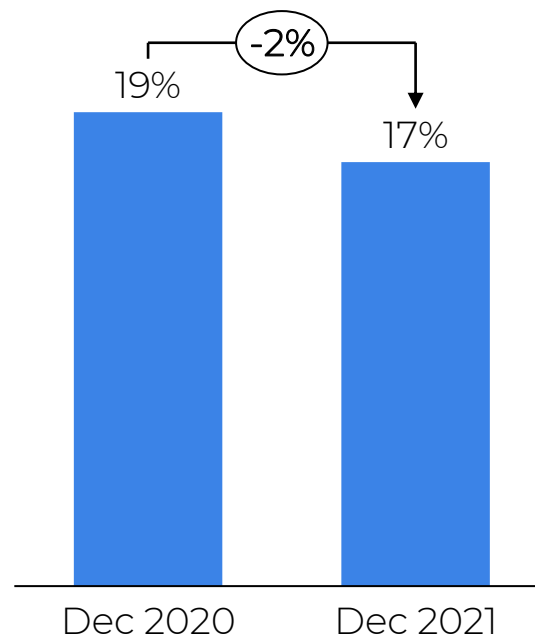
Item count continues to grow strongly

Total item count¹
(#k)



Moderate delivery delays as expected

S/S delivery ratio²
(%)



Roll-out of our exclusive Co-ops as planned – showcased by recent highlights across genres

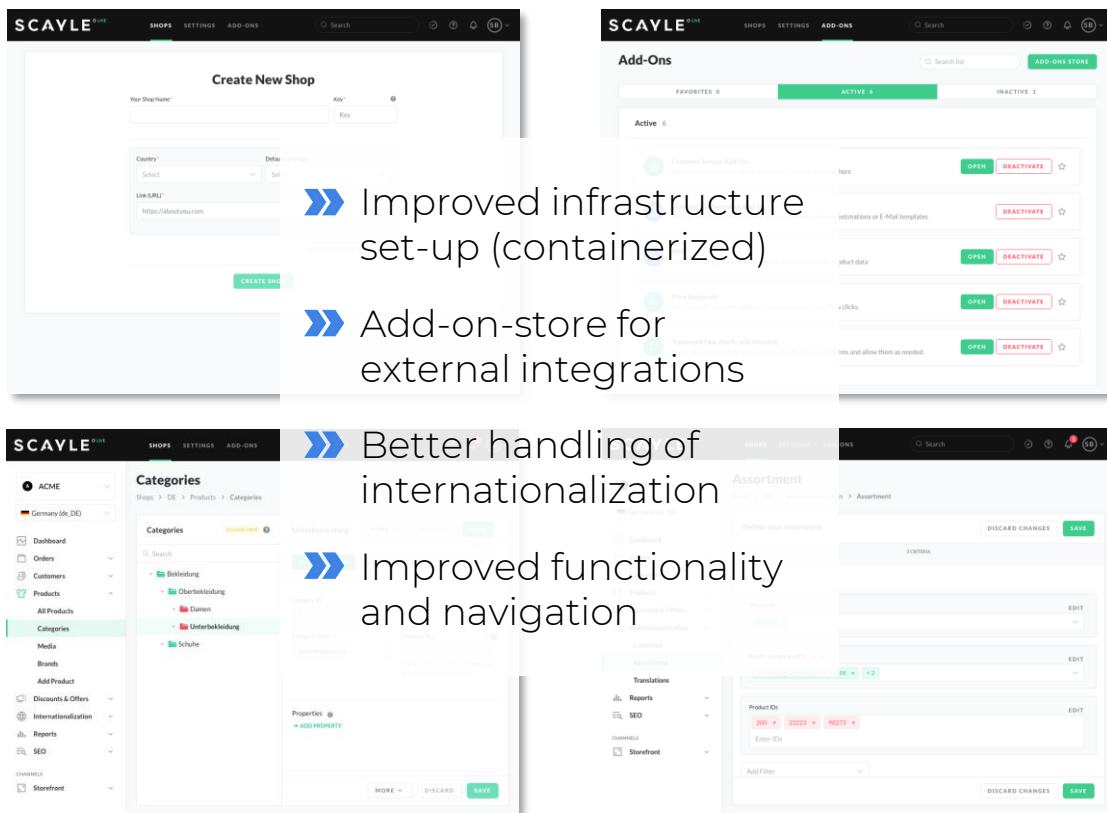


1. Total items online per end of December, based on data from Germany, including 1P and 3P, excluding second love items

2. Delivery ratio defined as value of delivered goods / value of ordered goods, for 1P only, measured per end of December for seasonal Spring/Summer assortments

4 SCAYLE product upgrades and enhanced go-to-market

Strong core product improvements with the release of our SCAYLE v2.0 engine



- » Improved infrastructure set-up (containerized)
- » Add-on-store for external integrations
- » Better handling of internationalization
- » Improved functionality and navigation

Enhanced go-to-market with growing sales team and external partnerships

Partnering with leading agencies to grow lead-funnel and integration capacities

DEPT

brandung

Etribes
Eat, sleep, move is for your business.

NEXUSUNITED
a valantic company

JUNGvMATT
TECH

And more...

Growing our SCAYLE sales team with seasoned SaaS specialists

» **Double Digit**
Headcount

» **8+ years**
Average Experience

» Previous Experiences Include:

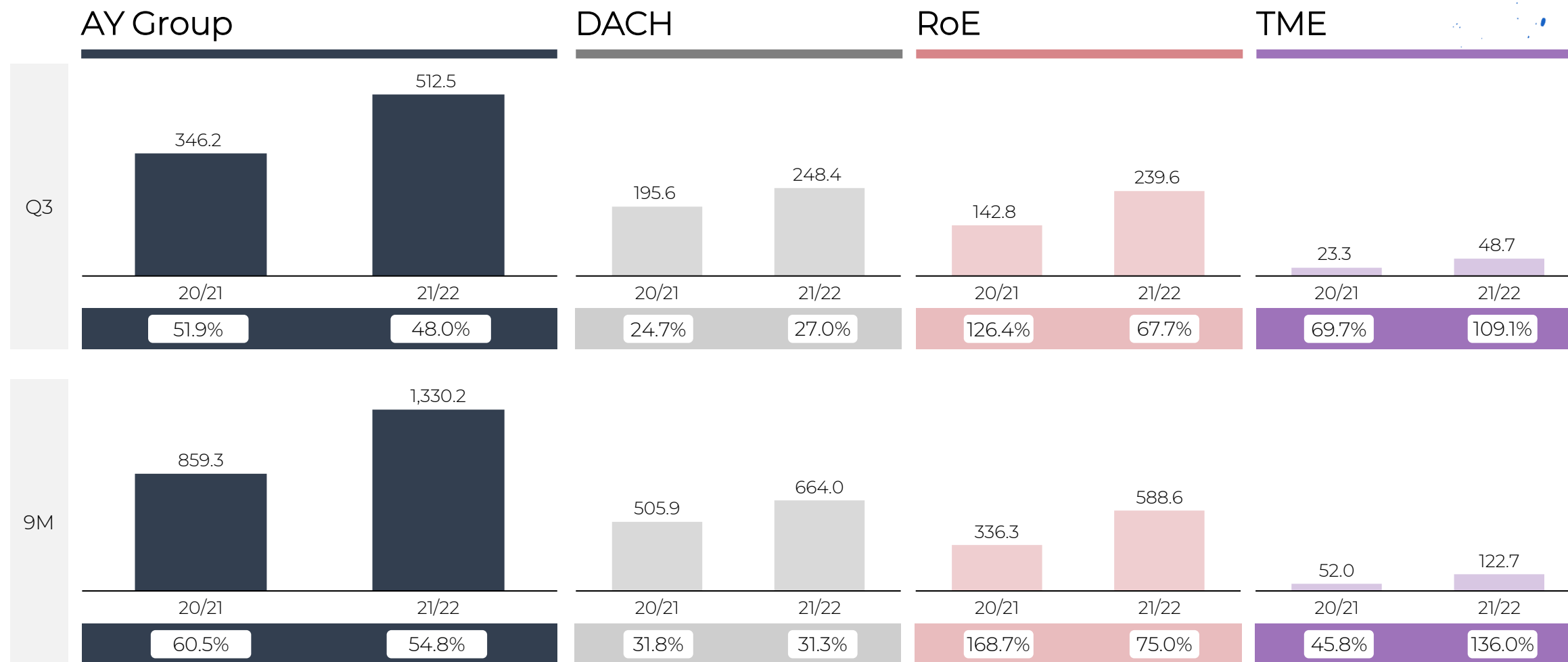




FINANCIAL UPDATE[⌚]

High revenue growth rates across all our segments

Revenue¹ (EUR million) – % growth YoY



Note: Q3 21/22 ending in November; financials based on IFRS accounting with reconciliation from segment to Group

1. Reconciliation from segment to Group revenue of €-24.2m for Q3 21/22, €-15.6m for Q3 20/21, €-45.1m for 9M 21/22, and €-34.9m for 9M 20/21

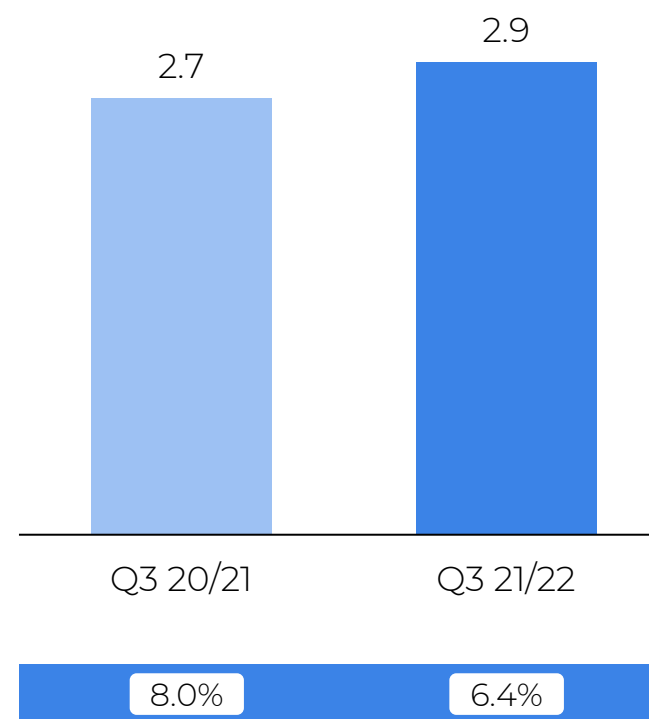
Strong customer metrics drive commerce revenues

AY Commerce (AY DACH+AY RoE), Q3 21/22 Last Twelve Months (LTM)

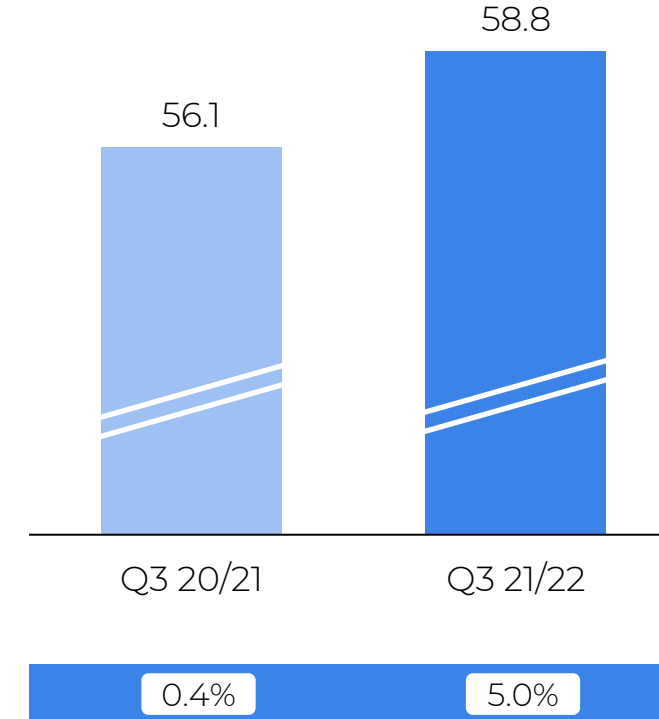
Total active customers¹
(million)



Average order frequency²
(#)



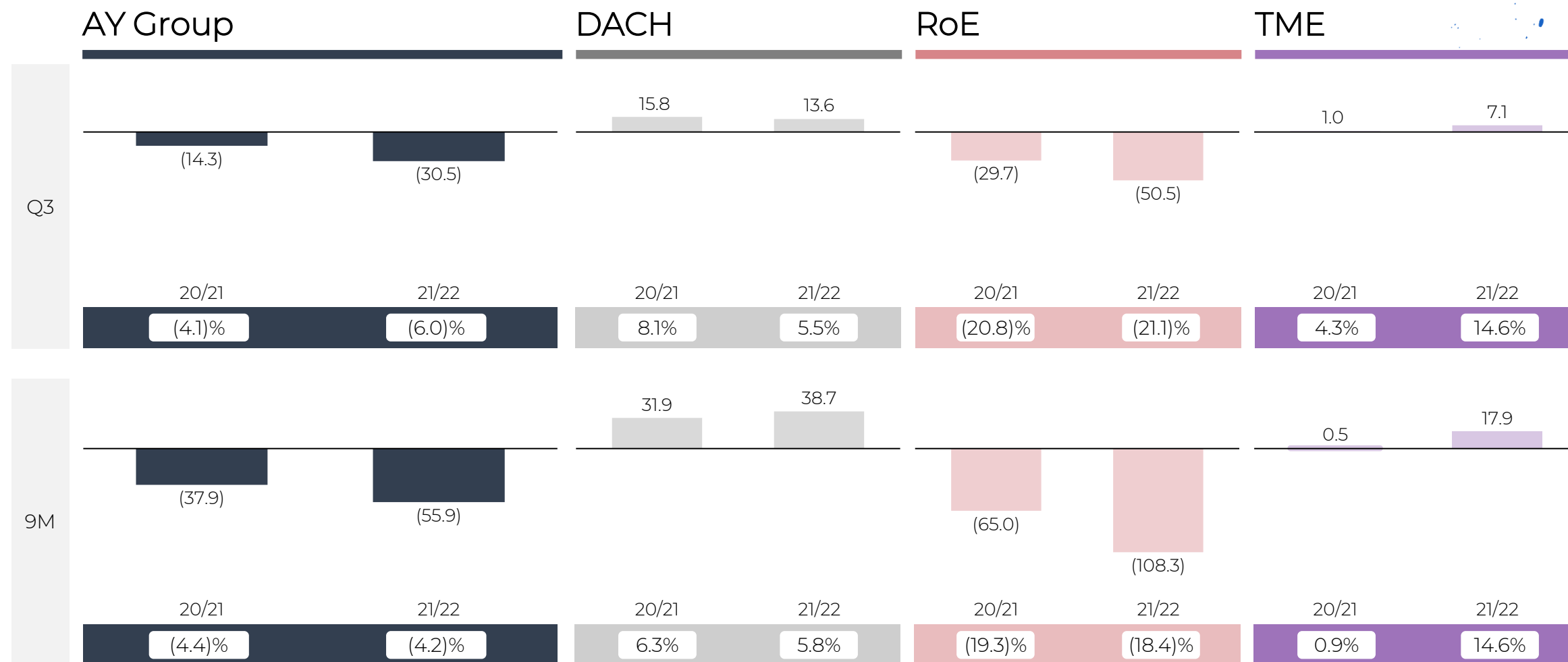
Average order value^{3,4}
(EUR)



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 4. Chart with illustrative scale

Q3 21/22 EBITDA driven by investments in Southern Europe

Adj. EBITDA¹ (EUR million) – % margin



Note: Q3 21/22 ending in November; financials based on IFRS accounting with reconciliation from segment to Group

1. Reconciliation from segment to Group Adj. EBITDA of €-0.7m for Q3 21/22, €-1.5m for Q3 20/21, €-4.2m for 9M 21/22, and €-5.3m for 9M 20/21; EBITDA adjusted for (i) equity-settled share-based compensation expenses (Q3 21/22: €0.2m; 9M 21/22: €10.2m) (ii) restructuring costs and one-time effects (Q3 21/22: €0.0m; 9M 21/22: €13.0m)

One-off effects in Q3 21/22 gross margin and marketing costs

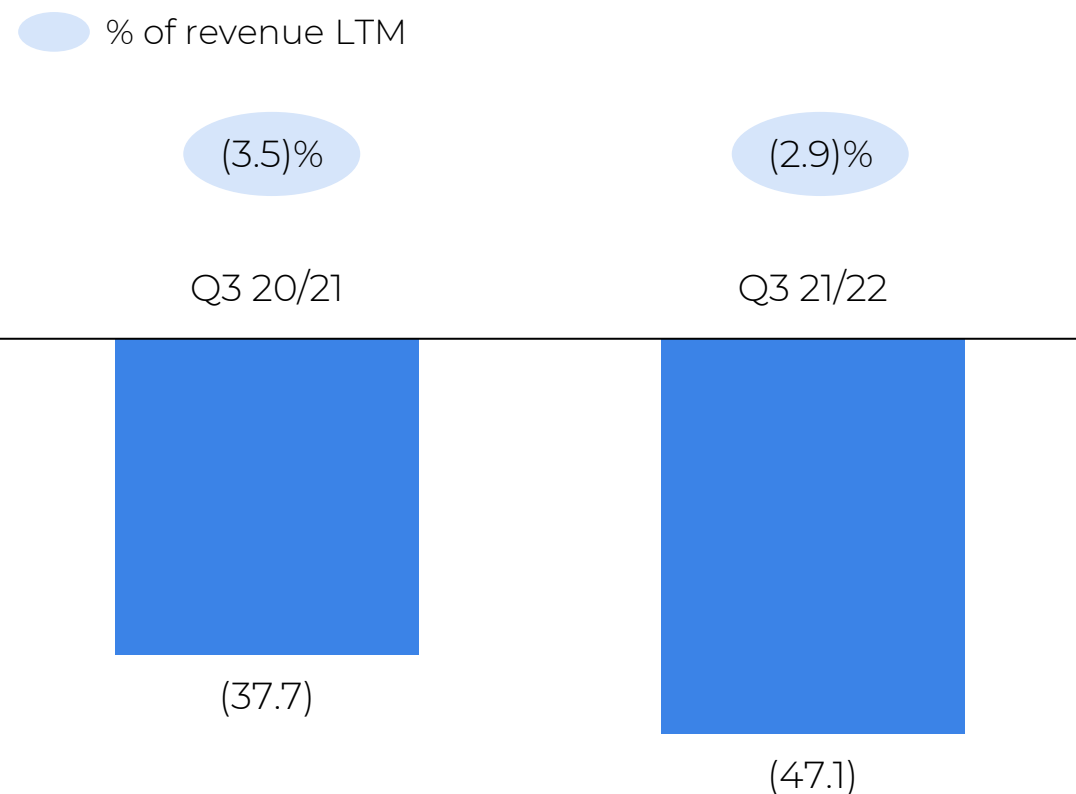
Key margin and cost lines AY Group

	Q3			9M		
% of revenue	20/21	21/22	YoY Delta	20/21	21/22	YoY Delta
Gross margin ¹	40.7%	38.9%	(1.8)pp	38.8%	39.8%	1.0pp
(-) Fulfilment costs ¹	19.1%	18.8%	(0.3)pp	20.2%	19.4%	(0.8)pp
(-) Marketing costs ¹	19.3%	21.2%	1.9pp	16.9%	19.5%	2.6pp
(-) Admin & other costs ¹	6.4%	4.8%	(1.6)pp	6.2%	5.1%	(1.0)pp
Adj. EBITDA margin	(4.1)%	(6.0)%	(1.8)pp	(4.4)%	(4.2)%	0.2pp

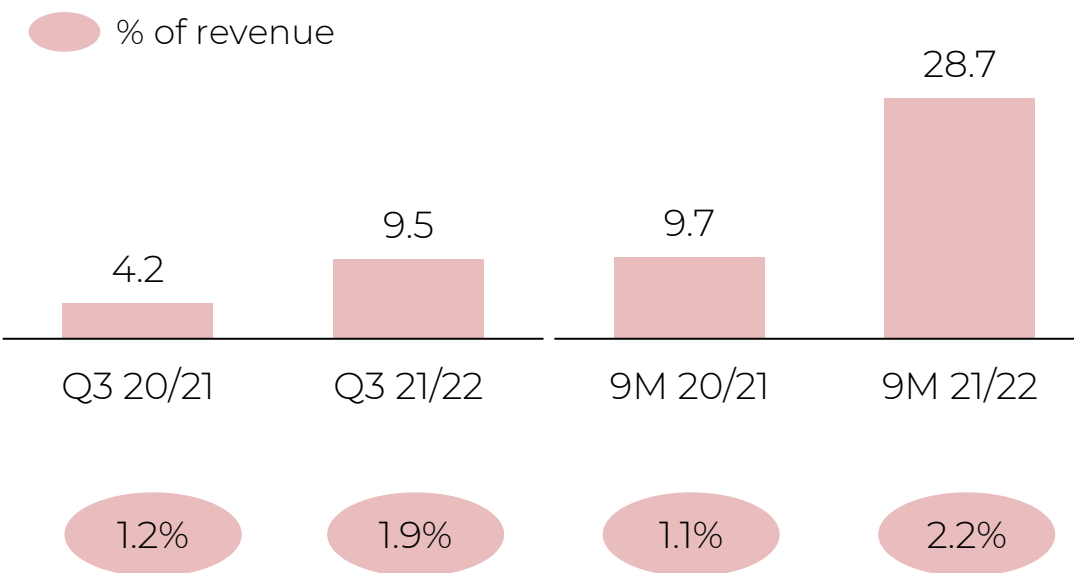
1. Defined as Alternative Performance Measures (APM) and not recognised under IFRS

Strong cash profile sustained in Q3 21/22

Net working capital¹ (EUR million)



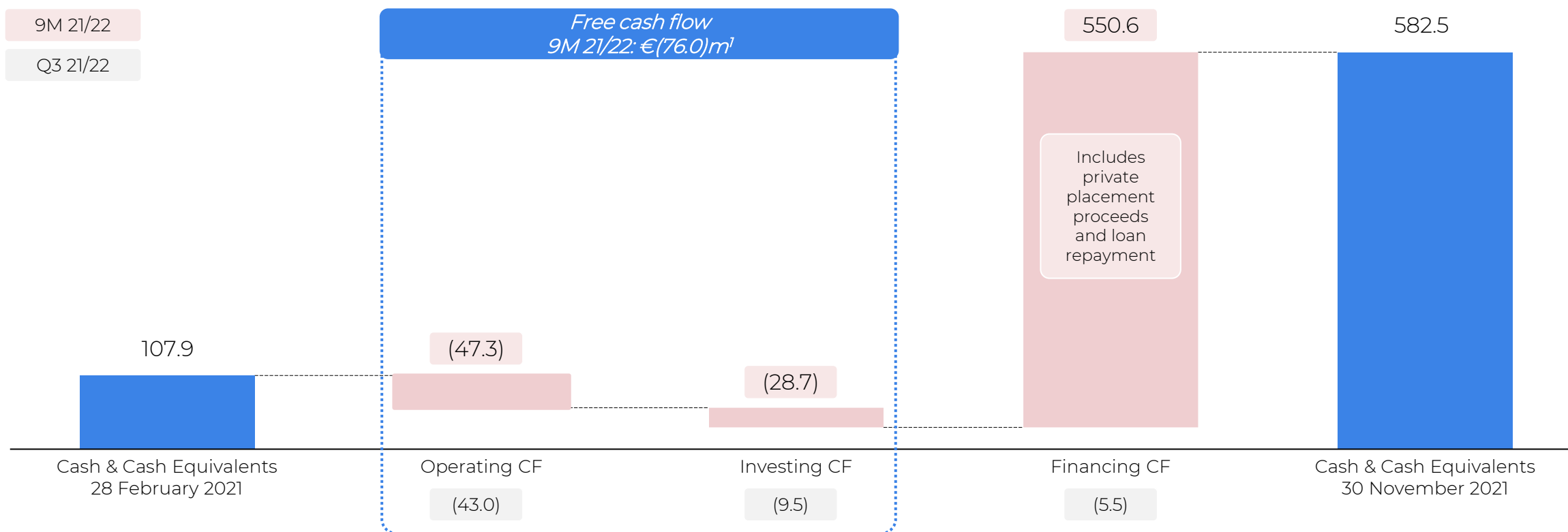
Capital expenditure² (EUR million)



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 investments in loans granted to subsidiaries e.g. LeGer c. €(1.1)m and own work capitalised €(8.0)m - and payments for acquisition of companies €(0.0)m in Q3 21/22

Solid cash position enables exploitation of opportunities

Liquidity position, 30 November 2021 (EUR million)

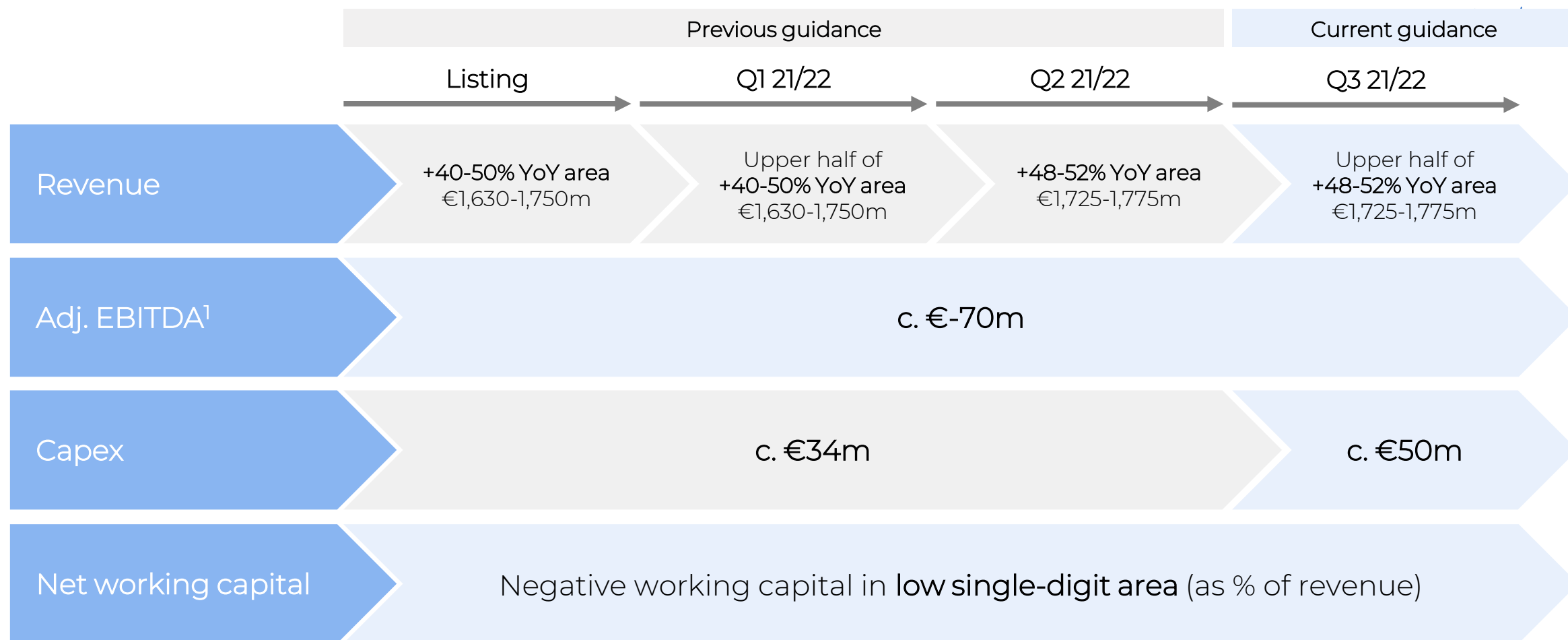


1. Not adjusted for private placement expenses of c. €13m
2. Includes investments in loans granted to subsidiaries e.g. LeGer c. €(10.3)m and own work capitalised €(15.7)m - and payments for acquisition of companies €(0.9)m in 9M 21/22
3. Includes private placement proceeds €637.3m, loan repayment €75.0m, payments of lease liabilities €(6.0)m, interest expenses €(5.7)m in 9M 21/22



OUTLOOK[®]

Updated guidance for fiscal year 21/22

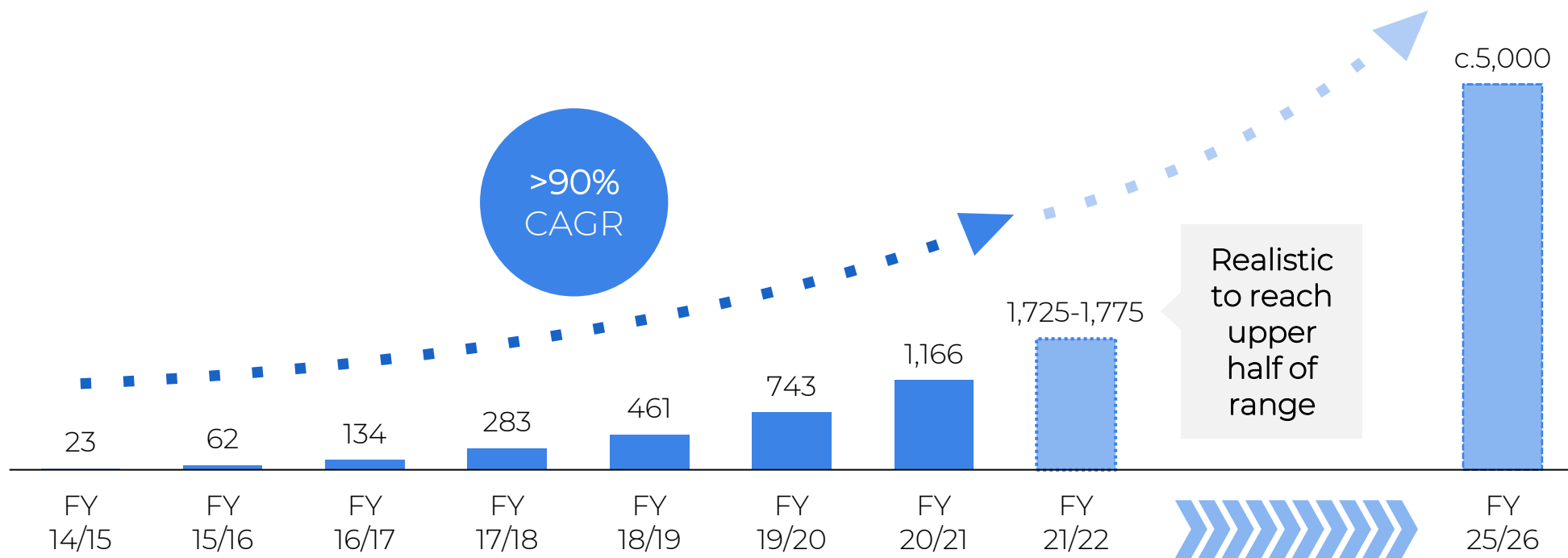


Note: Financial year ends February 2022

1. EBITDA adjusted for (i) equity-settled share-based compensation expenses (Q3 21/22: €0.2m; 9M 21/22: €10.2m) (ii) restructuring costs and one-time effects (Q3 21/22: €0.0m; 9M 21/22: €13.0m)

Well on track to reach goal of €5bn revenues FY 25/26

AY Group revenue, FY14/15 – FY21/22
(EUR million)



% growth YoY

170%

116%

111%

63%

61%

57%

48-52%

Actuals Guidance

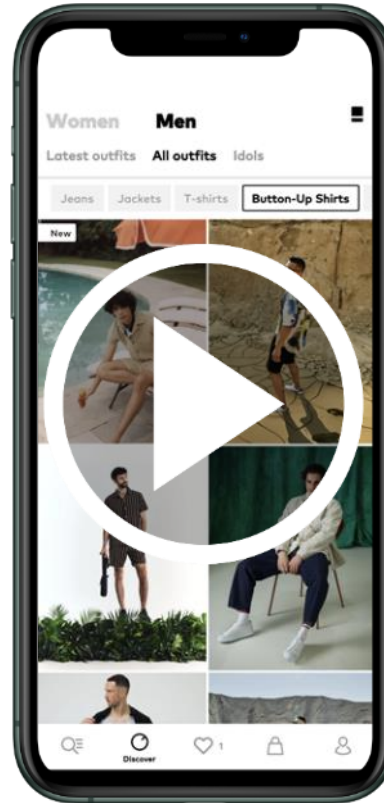


Q&A[©]

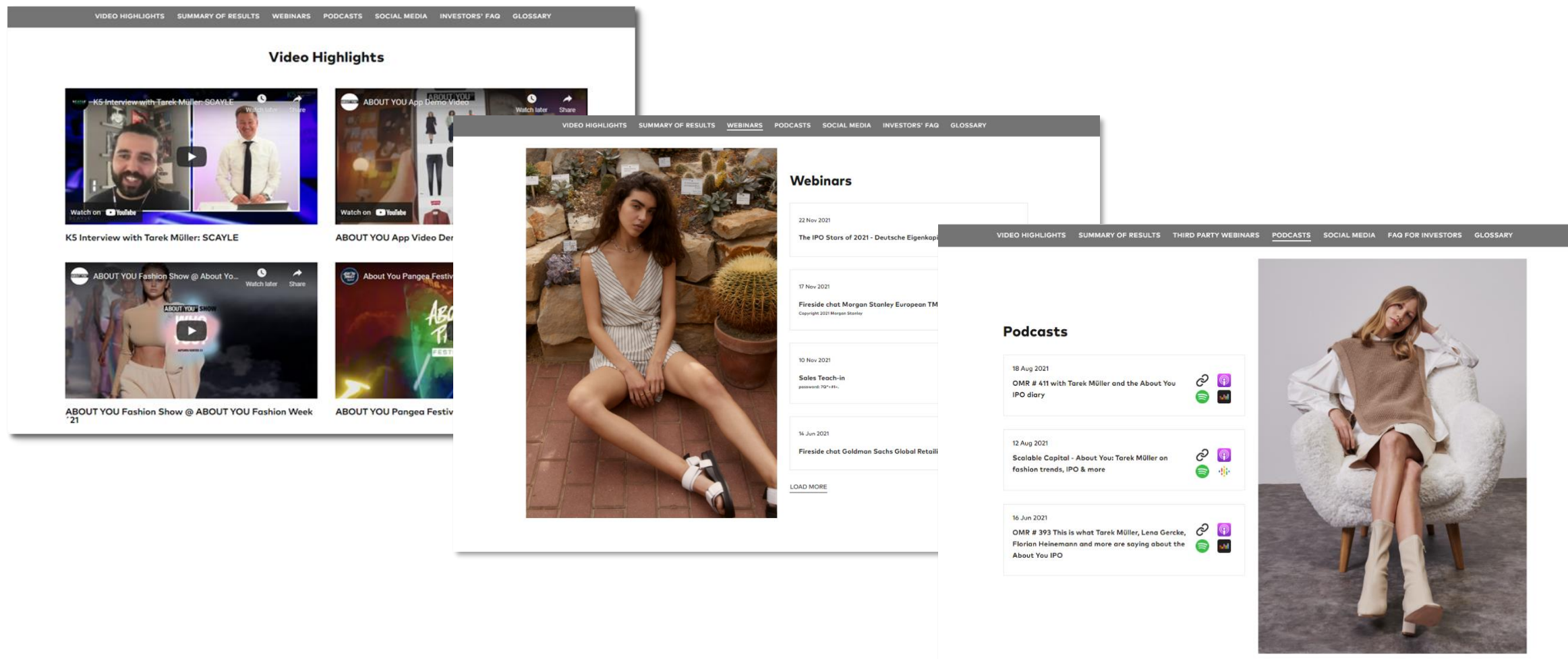


APPENDIX[©]

Check out the ABOUT YOU app experience via our product demo



Stay up-to-date with the AY Media Board



Group key performance metrics

EUR million / %	FY18/19	Q1 19/20	Q2 19/20	Q3 19/20	Q4 19/20	FY19/20	Q1 20/21	Q2 20/21	Q3 20/21	Q4 20/21	FY20/21	Q1 21/22	Q2 21/22	Q3 21/22
Revenue	461.2	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
<i>% growth y-o-y</i>	<i>62.8%</i>	<i>66.5%</i>	<i>67.2%</i>	<i>54.6%</i>	<i>60.6%</i>	<i>61.2%</i>	<i>66.8%</i>	<i>67.2%</i>	<i>51.9%</i>	<i>47.6%</i>	<i>56.9%</i>	<i>65.5%</i>	<i>53.3%</i>	<i>48.0%</i>
Cost of sales ¹	(273.1)	(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)
Gross profit	188.1	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
<i>% margin</i>	<i>40.8%</i>	<i>42.1%</i>	<i>37.5%</i>	<i>44.4%</i>	<i>45.6%</i>	<i>42.8%</i>	<i>40.9%</i>	<i>34.4%</i>	<i>40.7%</i>	<i>45.4%</i>	<i>40.6%</i>	<i>41.8%</i>	<i>39.0%</i>	<i>38.9%</i>
Fulfilment costs ¹	(115.5)	(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)
Marketing costs ¹	(129.7)	(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)
Administrative expenses ¹	(49.4)	(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)
Adj. EBITDA²	(106.5)	(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)
<i>% margin</i>	<i>(23.1)%</i>	<i>(13.9)%</i>	<i>(19.9)%</i>	<i>(5.3)%</i>	<i>(2.7)%</i>	<i>(9.4)%</i>	<i>(4.2)%</i>	<i>(5.0)%</i>	<i>(4.1)%</i>	<i>0.8%</i>	<i>(3.0)%</i>	<i>(2.9)%</i>	<i>(3.3)%</i>	<i>(6.0)%</i>
Adjustments	0.0	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)
EBITDA	(106.5)	(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)
<i>% margin</i>	<i>(23.1)%</i>	<i>(13.9)%</i>	<i>(19.9)%</i>	<i>(5.3)%</i>	<i>(2.7)%</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>
Amortisation, depreciation and write-downs	(5.9)	(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)
EBIT	(112.4)	(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)
<i>% margin</i>	<i>(24.4)%</i>	<i>(15.4)%</i>	<i>(21.2)%</i>	<i>(6.2)%</i>	<i>(4.3)%</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>

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

2. EBITDA adjusted for (i) equity-settled share-based compensation expenses (Q3 21/22: €0.2m; 9M 21/22: €10.2m) (ii) restructuring costs and one-time effects (Q3 21/22: €0.0m; 9M 21/22: €13.0m)

Segment information

EUR million / %	FY18/19	Q1 19/20	Q2 19/20	Q3 19/20	Q4 19/20	FY19/20	Q1 20/21	Q2 20/21	Q3 20/21	Q4 20/21	FY20/21	Q1 21/22	Q2 21/22	Q3 21/22
Group revenue¹	461.2	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
DACH	375.6	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
RoE	69.7	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
TME	26.5	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
Reconciliation	(10.5)	(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)
Revenue growth YoY	62.8%	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%
DACH	41.9%	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%
RoE	360.1%	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%
TME	84.7%	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%
Adj. EBITDA²	(106.5)	(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)
DACH	(43.7)	(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
RoE	(39.2)	(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)
TME	(15.4)	(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
Reconciliation	(8.2)	(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)
Adj. EBITDA margin	(23.1)%	(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)%
DACH	(11.6)%	(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%
RoE	(56.3)%	(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)%
TME	(58.2)%	(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%

1. Reconciliation from segment to Group revenue of €-24.2m for Q3 21/22, €-15.6m for Q3 20/21, €-45.1m for 9M 21/22, and €-34.9m for 9M 20/21

2. Reconciliation from segment to Group Adj. EBITDA of €-0.7m for Q3 21/22, €-1.5m for Q3 20/21, €-4.2m for 9M 21/22, and €-5.3m for 9M 20/21; EBITDA adjusted for (i) equity-settled share-based compensation expenses (Q3 21/22: €0.2m; 9M 21/22: €10.2m) (ii) restructuring costs and one-time effects (Q3 21/22: €0.0m; 9M 21/22: €13.0m)

Customer metrics

	FY18/19	Q1 19/20	Q2 19/20	Q3 19/20	Q4 19/20	FY19/20	Q1 20/21	Q2 20/21	Q3 20/21	Q4 20/21	FY20/21	Q1 21/22	Q2 21/22	Q3 21/22
Customer reach metrics														
User sessions per month (m) ¹	30.6	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
Mobile sessions (% of user sessions) ²	73.2%	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%
Customer engagement metrics LTM³														
Active customers (m) ⁴	4.0	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
Average order frequency (#) ⁵	2.4	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
Total number of orders (m) ⁶	9.5	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
Average order value (EUR) ⁷	55.2	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
Customer engagement metrics														
Total number of orders (m)	9.5	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

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 million / %	FY18/19	FY19/20	Q1 20/21	Q2 20/21	Q3 20/21	FY20/21	Q1 21/22	Q2 21/22	Q3 21/22
Revenue	461.2	743.4	255.1	258.0	346.2	1,166.5	422.1	395.6	512.5
% growth y-o-y	62.8%	61.2%	66.8%	67.2%	51.9%	56.9%	65.5%	53.3%	48.0%
Cost of materials	(271.6)	(422.5)	(150.3)	(169.0)	(204.4)	(691.5)	(244.3)	(239.7)	(311.7)
Personnel expenses	(26.5)	(34.9)	(10.5)	(11.7)	(13.0)	(59.8)	(17.0)	(24.5)	(19.0)
Other operating expenses	(284.5)	(367.5)	(107.5)	(93.8)	(147.4)	(477.8)	(184.0)	(165.7)	(221.7)
Other operating income	6.6	2.1	0.2	0.8	1.0	3.2	0.7	0.7	1.3
Own work capitalized	8.4	9.5	2.2	2.8	3.3	15.4	3.8	3.8	8.0
EBITDA	(106.5)	(69.9)	(10.7)	(12.9)	(14.3)	(44.0)	(18.6)	(29.8)	(30.7)
% margin	(23.1)%	(9.4)%	(4.2)%	(5.0)%	(4.1)%	(3.8)%	(4.4)%	(7.5)%	(6.0)%
Amortisation, depreciation and write-downs	(5.9)	(9.5)	(2.7)	(2.7)	(2.8)	(11.4)	(3.8)	(3.9)	(7.7)
EBIT	(112.4)	(79.4)	(13.4)	(15.6)	(17.2)	(55.5)	(22.4)	(33.7)	(38.5)
% margin	(24.4)%	(10.7)%	(5.2)%	(6.0)%	(5.0)%	(4.8)%	(5.3)%	(8.5)%	(7.5)%
Net interest result	(1.8)	(0.9)	(0.6)	0.3	(0.4)	(1.6)	(1.1)	(1.2)	(0.5)
EBT	(114.2)	(80.2)	(14.0)	(15.3)	(17.6)	(57.1)	(23.5)	(34.9)	(39.0)
Income taxes	(0.5)	0.4	(0.1)	(0.1)	(0.1)	(2.8)	(0.0)	(0.1)	(0.9)
Profit / (loss) for the period (EAT)	(114.7)	(79.8)	(14.1)	(15.4)	(17.7)	(59.9)	(23.5)	(35.0)	(39.9)

Reconciliation of adj. EBITDA to net income

EUR million	FY18/19	FY19/20	Q1 20/21	Q2 20/21	Q3 20/21	FY20/21	Q1 21/22	Q2 21/22	Q3 21/22
Adj. EBITDA	(106.5)	(69.9)	(10.7)	(12.9)	(14.3)	(35.5)	(12.3)	(13.1)	(30.5)
Equity-settled share-based compensation	0.0	0.0	0.0	0.0	0.0	(8.4)	(1.6)	(8.4)	(0.2)
Restructuring costs and one-time effects	0.0	0.0	0.0	0.0	0.0	(0.2)	(4.7)	(8.3)	0.0
EBITDA	(106.5)	(69.9)	(10.7)	(12.9)	(14.3)	(44.0)	(18.6)	(29.8)	(30.7)
Amortisation, depreciation and write-downs	(5.9)	(9.5)	(2.7)	(2.7)	(2.8)	(11.4)	(3.8)	(3.9)	(7.7)
Net interest result	(1.8)	(0.9)	(0.6)	0.3	(0.4)	(1.6)	(1.1)	(1.2)	(0.5)
Income taxes	(0.5)	0.4	(0.1)	(0.1)	(0.1)	(2.8)	(0.0)	(0.1)	(0.9)
Profit / (loss) for the period (EAT)	(114.7)	(79.8)	(14.1)	(15.4)	(17.7)	(59.9)	(23.5)	(35.0)	(39.9)

Short balance sheet

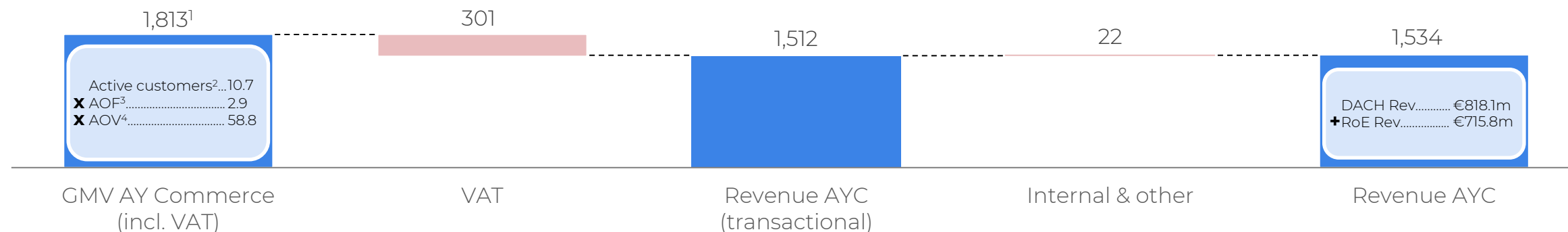
EUR million	FY18/19	FY19/20	FY20/21	Q1 21/22	Q2 21/22	Q3 21/22
Total non-current assets	17.7	39.3	48.3	63.0	66.0	122.7
o/w intangible assets	15.2	23.4	32.6	34.2	35.8	41.6
o/w right-of-use assets	0.0	11.8	10.3	16.6	14.0	63.3
o/w property, plant and equipment	2.5	2.6	3.5	3.7	4.1	4.5
Total current assets	277.0	267.6	408.9	461.9	1,015.0	1,080.9
o/w inventories	79.0	94.2	199.6	192.1	243.5	302.4
o/w trade receivables and receivables from related parties and other receivables	48.3	74.3	56.6	81.2	67.7	97.7
o/w cash and cash equivalents	123.3	62.4	107.9	113.7	640.6	582.5
Total assets	294.7	306.9	457.2	524.9	1,081.0	1,203.6
Total equity	177.1	102.2	55.4	33.8	644.6	604.9
o/w share capital	4.2	4.3	4.3	157.6	186.2	186.2
o/w share premium	444.9	449.9	463.0	311.6	928.8	929.0
o/w retained deficit	(272.1)	(351.9)	(411.8)	(435.3)	(470.4)	(510.2)
Total non-current liabilities	1.8	10.2	87.6	94.8	15.3	53.1
o/w non-current lease liabilities	0.0	8.5	7.6	12.9	11.8	48.8
o/w non-current liabilities to related parties	0.0	0.0	76.7	78.6	0.0	0.0
o/w deferred tax liabilities	1.6	1.7	3.4	3.4	3.5	4.4
Total current liabilities	115.8	194.5	314.1	396.2	421.2	545.5
o/w trade payables and payables to related parties	68.9	126.0	209.7	266.8	305.5	390.6
o/w lease liabilities	0.0	3.2	3.2	4.2	4.0	16.8
Total equity and liabilities	294.7	306.9	457.2	524.9	1,081.0	1,203.6

Cash flow statement

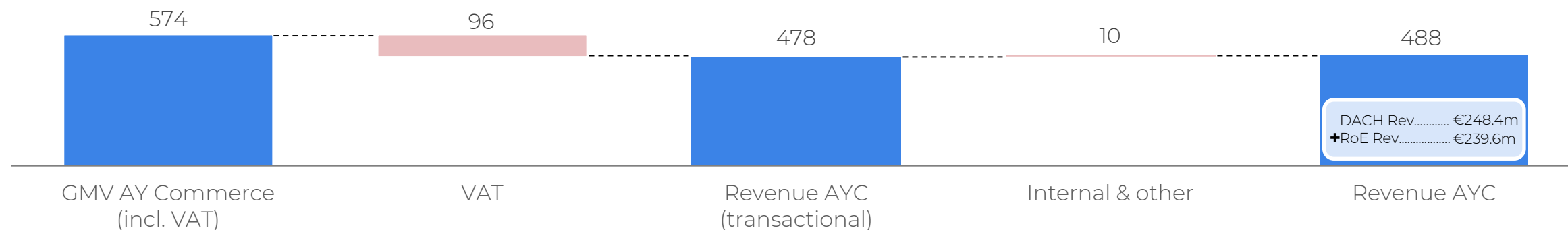
EUR million	FY18/19	FY19/20	Q1 20/21	Q2 20/21	Q3 20/21	FY20/21	Q1 21/22	Q2 21/22	Q3 21/22
Profit / (loss) for the period (EAT)	(114.7)	(79.8)	(14.1)	(15.4)	(17.7)	(59.9)	(23.5)	(35.0)	(39.9)
Amortisation, depreciation and write-downs	5.9	9.5	2.7	2.7	2.8	11.4	3.8	3.9	7.7
Income taxes	0.5	(0.4)	0.1	0.1	0.1	2.8	0.0	0.1	0.9
Net interest result	2.0	0.2	0.0	0.1	0.1	1.9	2.0	1.4	0.4
Taxes paid	0.0	(0.2)	(0.1)	(0.1)	(0.1)	0.2	(0.0)	0.0	0.0
Increase / decrease in working capital	(9.9)	27.0	36.8	0.6	11.0	23.9	34.9	(1.4)	0.4
Increase / decrease in other assets / liabilities	0.0	(3.6)	0.2	0.4	(0.5)	0.1	(1.0)	0.2	(12.7)
Non-cash expenses	8.8	4.9	1.2	0.3	2.3	13.1	1.9	8.4	0.2
Cash flows from operating activities	(107.3)	(42.4)	26.9	(11.3)	(2.0)	(6.4)	18.1	(22.4)	(43.0)
Acquisition of intangible assets and PPE	(9.5)	(10.5)	(2.1)	(3.3)	(4.2)	(16.9)	(4.4)	(4.6)	(8.7)
Acquisition of companies	0.0	(4.2)	0.0	0.0	0.0	(1.9)	(0.6)	(0.4)	(0.0)
Payments / repayments of loans & interest received	0.0	(0.5)	(0.1)	0.0	0.0	(0.1)	(6.0)	(3.2)	(0.8)
Cash flows from investing activities	(9.5)	(15.1)	(2.2)	(3.3)	(4.2)	(18.9)	(11.0)	(8.2)	(9.5)
Free cash flow	(116.8)	(57.6)	24.7	(14.6)	(6.3)	(25.4)	7.1	(30.7)	(52.5)
Proceeds from issue of share capital	250.0	0.0	0.0	0.0	(0.0)	0.0	0.0	637.3	0.0
Proceeds / payments from shareholder loans	(13.6)	0.0	0.0	0.0	0.0	75.0	0.0	(75.0)	0.0
Proceeds from shareholders	10.9	13.3	4.1	4.5	3.8	14.4	0.0	0.0	0.0
Payments to shareholders	(10.9)	(13.3)	(4.1)	(4.5)	(3.8)	(14.4)	0.0	0.0	0.0
Payment from leasing agreements	0.0	(3.3)	(1.0)	(0.9)	(1.0)	(3.9)	(1.3)	0.1	(4.9)
Interest paid	(2.0)	(0.2)	0.0	(0.1)	(0.1)	(0.2)	(0.1)	(5.0)	(0.6)
Cash flows from financing activities	234.4	(3.4)	(1.0)	(0.9)	(1.1)	70.9	(1.3)	557.5	(5.5)
Cash and cash equivalents at beginning of period	5.6	123.3	62.4	86.0	70.5	62.4	107.9	113.7	640.6
Net change in cash and cash equivalents	117.6	(61.0)	23.7	(15.6)	(7.3)	45.6	5.8	526.8	(58.0)
Effect of changes in ownership interests on cash held	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Cash and cash equivalents at end of period	123.3	62.4	86.0	70.5	63.1	107.9	113.7	640.6	582.5

GMV to revenue bridge

Q3 21/22 LTM (EUR million)



Q3 21/22 (EUR million)



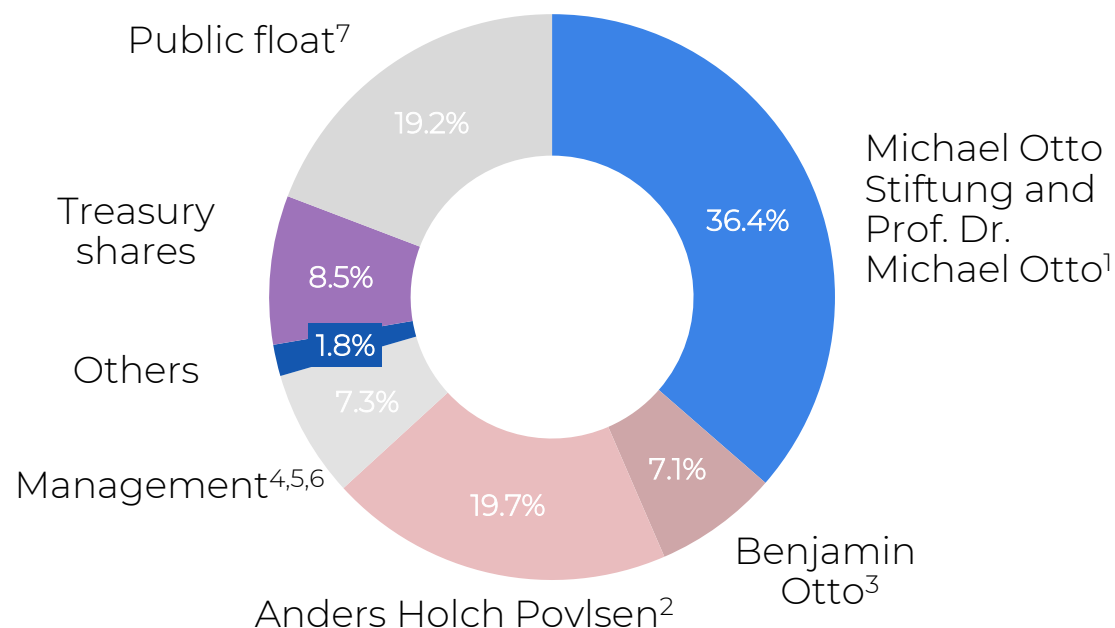
1. Due to rounding, calculation for GMV AY Commerce (incl. VAT) is not resulting in exact figure displayed
2. Active customers defined as customers who made at least one purchase through our apps and websites within the last 12 months
3. Average order frequency (AOF) defined as the sum of all orders 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

Upcoming events

Date	Event
18/1/2022	Uni Credit / Kepler Cheuvreux German Corporate Conference
9/2/2022	Montega Hamburg Investor Day
29/3/2022	FY 21/22 Preliminary Results
24/5/2022	FY 21/22 Annual Report
23/8/2022	21/22 Annual General Meeting

The ABOUT YOU share

Shareholder structure



Structure as of 15 June 2021

1. Otto (GmbH & Co KG)
2. Aktieselskabet af 12/6/2018
3. GFH Gesellschaft für Handelsbeteiligungen m.b.H
4. Tarek Müller Beteiligungsgesellschaft mbH – 3.0%
5. Sebastian Betz Beteiligungsgesellschaft mbH – 2.6%
6. Hannes Wiese Beteiligungsgesellschaft mbH – 1.7%
7. Free float as defined by Deutsche Börse AG amounts to 21%, upon expiry of lockup of other shareholders

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	€ 186,153,487
Type of Shares	Ordinary bearer shares
Paying Agent	Deutsche Bank

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