



ABOUT | YOU[©]

QUARTERLY STATEMENT

Q1 2021/2022

65.5%

GROUP REVENUE GROWTH YOY

-2.9%

GROUP ADJUSTED
EBITDA MARGIN

2.8 x

AVERAGE ORDER
FREQUENCY LTM^{1,2}

7.9%

ADJUSTED EBITDA
MARGIN OF SEGMENT
ABOUT YOU DACH

9.2 million

ACTIVE CUSTOMERS LTM^{1,3}

EUR 58.1

AVERAGE ORDER VALUE LTM^{1,4}

1 LTM: last twelve months

2 Average order frequency defined as the sum of all orders divided by the sum of all active customers

3 Active customers defined as customers who made at least one purchase through our apps and websites within the last twelve months

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

ABOUT YOU[®] AT A GLANCE

EUR 7.1 million

FREE CASH FLOW

- 1 User sessions defined as all sessions across all countries excluding sessions without interaction
- 2 Mobile sessions defined as all sessions conducted via a mobile device such as a smartphone
- 3 Active customers defined as customers who made at least one purchase through our apps and websites within the last twelve months
- 4 LTM: last twelve months
- 5 Total number of orders defined as the number of customer orders placed within the last twelve months
- 6 Average order frequency defined as the sum of all orders divided by the sum of all active customers
- 7 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
- 8 GMV: gross merchandising volume
- 9 EBITDA adjusted for (i) equity-settled share-based compensation expenses (Q1 2021/2022: EUR 1.6 million) (ii) restructuring costs and one-time effects (Q1 2021/2022: EUR 4.7 million)
- 10 Includes investments in loans granted to subsidiaries e.g. LeGer c. EUR 6.0 million and own work capitalised EUR 3.8 million – and payments for acquisition of companies EUR –0.6 million
- 11 Includes payments of lease liabilities EUR –1.3 million, and interest expenses EUR –0.1 million
- 12 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)
- 13 As of 22 July 2021, Norway launched in June 2021

Group key performance indicators

	Q1 2021/2022	Q1 2020/2021	Change
User sessions per month (in million) ¹	102.1	64.0	59.5%
Mobile sessions (in % of user sessions) ²	83.6%	82.9%	0.7pp
Active customers (LTM in million) ^{3,4}	9.2	6.5	41.3%
Total number of orders (LTM in million) ^{4,5}	25.9	17.2	50.6%
Average order frequency (LTM) ^{4,6}	2.8	2.6	6.6%
Average order value (LTM in EUR incl. VAT) ^{4,7}	58.1	55.8	4.1%
Average GMV per customer (LTM in EUR incl. VAT) ^{4,8}	162.5	146.5	10.9%

Group results of operation

Group revenue (in EUR million)	422.1	255.1	65.5%
Gross margin (in % of Group revenue)	41.8%	40.9%	0.9pp
EBITDA (in EUR million)	-18.6	-10.7	73.7%
EBITDA (as % of Group revenue)	-4.4%	-4.2%	-0.2pp
Adjusted EBITDA (in EUR million) ⁹	-12.3	-10.7	14.7%
Adjusted EBITDA (as % of Group revenue)	-2.9%	-4.2%	1.3pp
EBIT (in EUR million)	-22.4	-13.4	67.5%
EBIT (as % of Group revenue)	-5.3%	-5.2%	-0.1pp
Adjusted EBIT (in EUR million)	-16.1	-13.4	20.2%
Adjusted EBIT (as % of Group revenue)	-3.8%	-5.2%	1.4pp

Group net assets and financial position

Equity ratio (as % of total assets)	6.4%	28.0%	-21.6pp
Cash flows from operating activities (in EUR million)	18.1	26.9	-32.6%
Cash flows from investing activities (in EUR million) ¹⁰	-11.0	-2.2	400.6%
Cash flows from financing activities (in EUR million) ¹¹	-1.3	-1.0	31.6%
Free cash flow (in EUR million)	7.1	24.7	-71.1%
Cash and cash equivalents (in EUR million)	113.7	86.0	32.2%
Net working capital (in EUR million) ¹²	-48.1	-26.1	84.4%
Capital expenditure (in EUR million) ¹⁰	-11.0	-2.2	400.6%

Other key figures

Employees (as at the balance sheet date)	1,111	739	50.3%
Countries	26 ¹³	14	85.7%

COMPANY

1 As of 22 July 2021, Norway launched in June 2021

We achieve to digitise the offline shopping stroll by creating an inspiring and personalised shopping experience on the smartphone. At ABOUT YOU, the focus is on the customers, who are supported in expressing themselves individually through fashion. On the website aboutyou.com and in the multi-award-winning ABOUT YOU app, customers find versatile inspiration and more than 400,000 items from over 2,000 brands. With more than 30 million unique monthly active users, ABOUT YOU is one of the largest fashion and lifestyle platforms in Europe. It is currently active in 26 European markets¹. With the ABOUT YOU Commerce Suite, as part of the segment Tech, Media, and Enabling (TME), the fashion tech company also offers its e-commerce infrastructure as a licensed Software-as-a-Service (SaaS) product to help our partners grow their own online business.

OUR VISION

Our vision is to become the global #1 fashion platform. The vision is based on three cornerstones:

1. WE DIGITISE THE OFFLINE SHOPPING STROLL FOR GEN Y&Z.
2. WE CREATE INCREMENTAL REVENUES FOR FASHION BRANDS.
3. WE PROVIDE THE TECHNOLOGY TO HELP OUR PARTNERS GROW THEIR OWN ONLINE BUSINESS.

MANAGEMENT

"In Q1 we had a strong start to our financial year in line with our expectations, driven by our continued focus on providing the most inspiring and personalised shopping experience to our customers. Our successful listing in June has boosted both our visibility and our financial strength, allowing us to push ahead full steam with our mission to digitise the offline shopping stroll. Our results proved the power of our unique business model and show that ABOUT YOU continues to be the preferred fashion destination for the young and fashion-conscious consumer across Europe."

"In the run-up to our listing, we promised investors not only that ABOUT YOU will launch into additional markets to build a truly pan-European digital fashion offering, but also that we will be accelerating the roll-out of our SaaS business while growing our tech infrastructure and distribution centres. We are delivering on all of these points and we are looking forward to driving these even further in the upcoming months. With a strong start also to our second quarter we reiterate our guidance but now believe it is realistic to reach the upper half of the previously set full-year net revenue guidance range."

SEBASTIAN BETZ



**CO-FOUNDER AND CO-CEO,
TECH & PRODUCT**

Sebastian Betz is a multiple founder and expert for complex software applications and strategically challenging technology projects. Since the age of 15, he has been an entrepreneur and has successfully founded and scaled technology as well as SaaS businesses. As the company's Co-CEO, he is responsible for Tech and Product.

TAREK MÜLLER



**CO-FOUNDER AND CO-CEO,
MARKETING & BRAND**

Tarek Müller founded his first online store at the age of 15 years. As CEO and founder, the entrepreneur has built up numerous e-commerce models in various industries as well as B2B businesses. The company's Co-CEO is responsible for the departments Marketing and Brand.

HANNES WIESE



**CO-FOUNDER AND CO-CEO,
OPERATIONS & FINANCE**

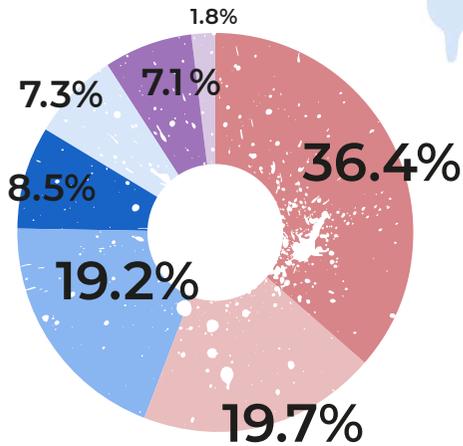
Hannes Wiese graduated in business management and worked as a senior consultant at Roland Berger Strategy Consultants. After joining the Otto Group as head of the group's strategy department, he developed ABOUT YOU with his co-founders, where the Co-CEO is responsible for the areas of Operations and Finance.

SHARE & IPO

EUR 842 million

IPO PROCEEDS, INCL. SECONDARY COMPONENT & GREENSHOE OPTION¹

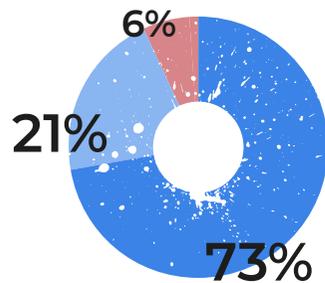
¹ Total proceeds are defined as gross proceeds including primary (EUR 657.1 million) and secondary (EUR 75.0 million) tranche as well as greenshoe (EUR 109.8 million)



Shareholder Structure¹

- Michael Otto Stiftung and Prof. Dr. Michael Otto²
- Anders Holch Povlsen³
- Public Float⁴
- Treasury Shares
- Management^{5,6,7}
- Benjamin Otto⁸
- Other Shareholders

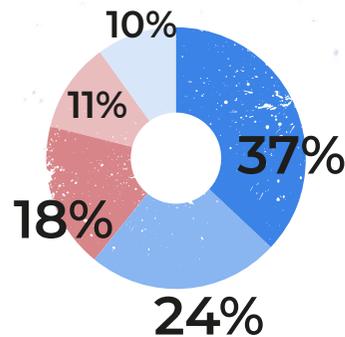
¹ Structure as of 15 June 2021
² Otto (GmbH & Co. KG)
³ Aktieselskabet af 12 June 2018
⁴ Free float as defined by Deutsche Börse AG amounts to 21%, upon expiry of lockup of other shareholders
⁵ Tarek Müller Beteiligungsgesellschaft mbH
⁶ Sebastian Betz Beteiligungsgesellschaft mbH
⁷ Hannes Wiese Beteiligungsgesellschaft mbH
⁸ GFH Gesellschaft für Handelsbeteiligungen mbH



Shareholder Structure by Type¹

- Long Only
- Hedge Fund
- Other

¹ Information by syndicate banks



Shareholder Structure by Region¹

- United Kingdom
- Germany
- USA
- Rest of World
- Rest of Europe

¹ Information by syndicate banks

Share information

First Day of Trading	16 June 2021
Listing Venue	Frankfurt Stock Exchange
Market Segment	Regulated Market (Prime Standard) of Frankfurt Stock Exchange
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
Designated Sponsor	Baader Bank and Hauck&Aufhäuser



MARKETS & EXPANSION

Evolving pan-European footprint:

- ABOUT YOU DACH
- ABOUT YOU RoE



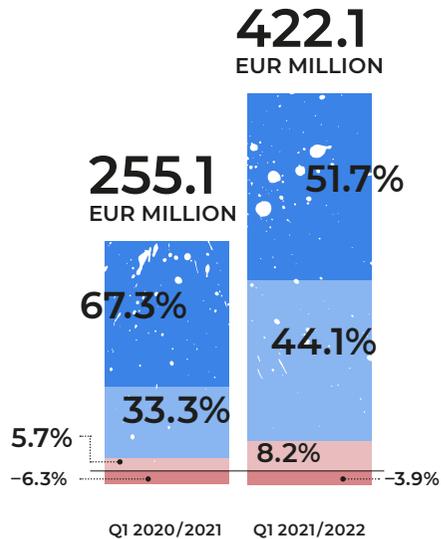
1 LTV: lifetime value
2 CAC: customer acquisition costs
3 Source: Ipsos market study, conducted on behalf of ABOUT YOU
4 As of 22 July 2021, Norway launched in June 2021

With a scalable platform built for geographic expansion, ABOUT YOU continuously assesses opportunities to expand into new geographic markets. To implement our expansion plans, we draw on our agile and efficient go-to-market playbook, which enables us to roll out new markets quickly and at low cost. Our adaptable and data-driven soft launch phase allows us to collect and analyse cohort data, such as LTV¹ and CAC², explore future potential, and build up a local influencer network before making a ramp-up decision based on our estimates to efficiently and quickly reach a market leading position. To capture a new market, we launch large-scale social media and performance marketing measures to generate initial brand awareness. After having achieved a certain level of brand awareness, we seek to drive conversion and increase the number and engagement of our active customers through further marketing measures, including discounts and vouchers on our product range. Subsequently, we rely on performance marketing, such as search

engine marketing or retargeting, to further increase our conversion rate. We believe that our approach proved to be highly successful in launching and scaling our CEE markets. Between 2018 and 2020, we were able to launch our offering in eleven different CEE markets and secured our leading market positions based on brand awareness in each of these geographies³. Currently, ABOUT YOU is available in 26 European markets⁴.

26
MARKETS⁴

SEGMENTS



Revenue by segment

- ABOUT YOU DACH
- ABOUT YOU RoE
- TME
- Reconciliation

1 Revenue of Commerce + TME, excl. reconciliation
 2 Reconciliation from segment to group net revenue of EUR -16.7 million for Q1 2021/2022 and EUR -16.1 million for Q1 2020/2021
 3 Source: Ipsos market study, conducted on behalf of ABOUT YOU

ABOUT YOU DACH

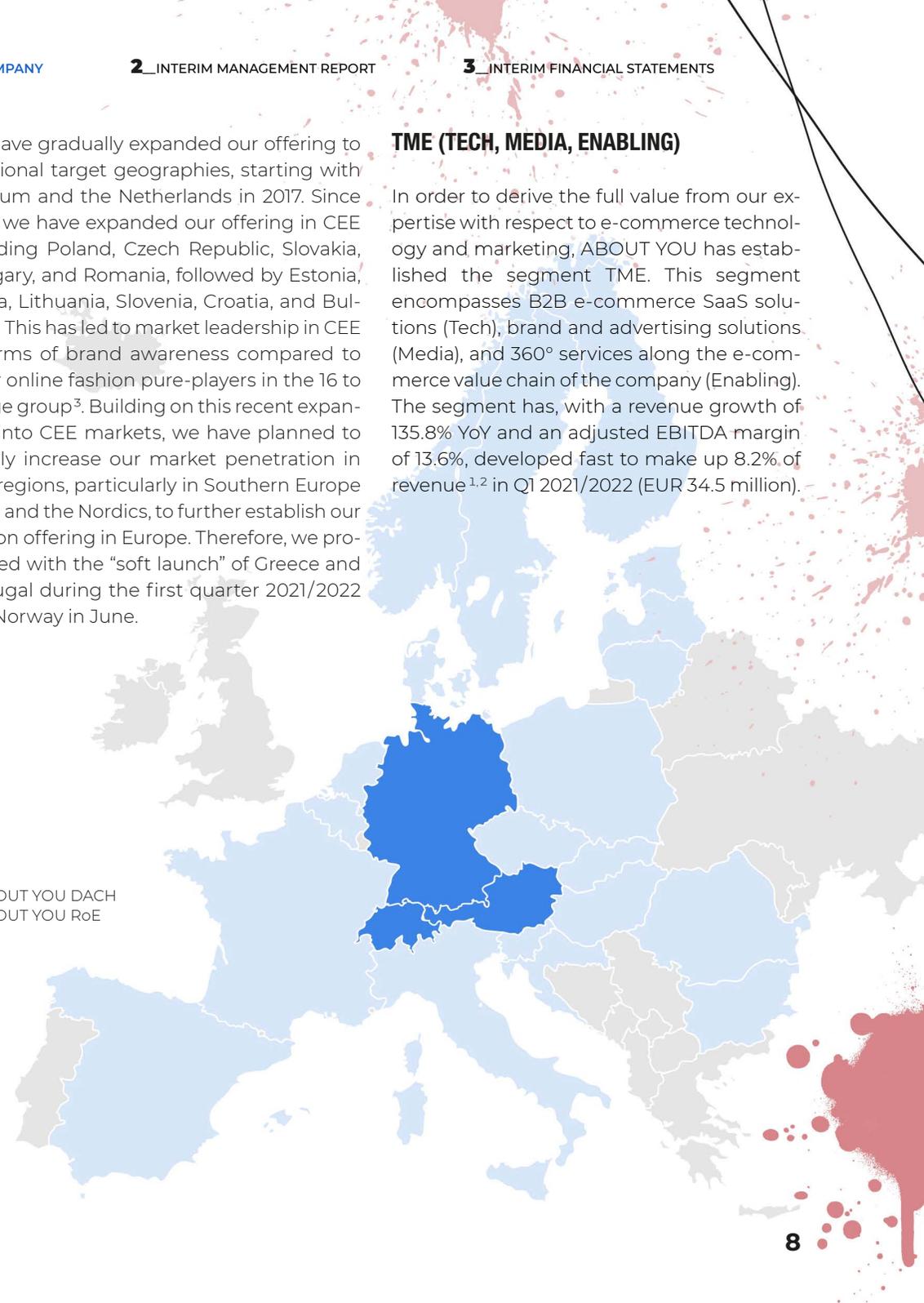
Our home region with the ABOUT YOU online shops in Germany, Austria, and Switzerland, which comprises our reportable segment ABOUT YOU DACH, accounted for 51.7% of our revenue^{1,2} in the first quarter 2021/2022 (EUR 218.2 million). In this segment, we achieved rapid revenue growth of 27.2% YoY and established, with an adjusted EBITDA margin of 7.9%, what we believe to be one of the largest e-commerce offerings for fashion in this region, ranking second in terms of brand awareness compared to other online fashion pure-players³.

ABOUT YOU ROE (REST OF EUROPE)

We report our fashion business outside of our home region separately under our ABOUT YOU RoE segment, which accounted for 44.1% of revenue^{1,2} in the first quarter 2021/2022 (EUR 186.1 million). Driven by market entry campaigns and growth investments, the segment records a revenue growth of 119.1% YoY and an adjusted EBITDA margin of -17.9%.

We have gradually expanded our offering to additional target geographies, starting with Belgium and the Netherlands in 2017. Since 2018, we have expanded our offering in CEE including Poland, Czech Republic, Slovakia, Hungary, and Romania, followed by Estonia, Latvia, Lithuania, Slovenia, Croatia, and Bulgaria. This has led to market leadership in CEE in terms of brand awareness compared to other online fashion pure-players in the 16 to 49 age group³. Building on this recent expansion into CEE markets, we have planned to rapidly increase our market penetration in new regions, particularly in Southern Europe (SEU) and the Nordics, to further establish our fashion offering in Europe. Therefore, we proceeded with the “soft launch” of Greece and Portugal during the first quarter 2021/2022 and Norway in June.

- ABOUT YOU DACH
- ABOUT YOU RoE



TME (TECH, MEDIA, ENABLING)

In order to derive the full value from our expertise with respect to e-commerce technology and marketing, ABOUT YOU has established the segment TME. This segment encompasses B2B e-commerce SaaS solutions (Tech), brand and advertising solutions (Media), and 360° services along the e-commerce value chain of the company (Enabling). The segment has, with a revenue growth of 135.8% YoY and an adjusted EBITDA margin of 13.6%, developed fast to make up 8.2% of revenue^{1,2} in Q1 2021/2022 (EUR 34.5 million).

INTERIM MANAGEMENT REPORT

1.1 GROUP RESULTS OF OPERATION

In the first quarter of 2021/2022, the Group generated strong revenue growth of 65.5% YoY as the markets recovered after the COVID-19 measures were lifted. More active customers, more frequent orders per customer, and higher order values paved the way for a successful start into the current 2021/2022 financial year. The TME segment, in particular, was able to utilise the post-COVID-19 momentum, achieving impressive revenue growth of 135.8% YoY. The international expansion into three new markets means ABOUT YOU is now available in 26 markets¹ in Europe. Overall, the adjusted EBITDA margin came to -2.9% with an increase to 7.9% in the ABOUT YOU DACH segment and 13.6% in the TME segment.

ABOUT YOU's key performance indicators focus on revenue and adjusted EBITDA (result for the period/total earnings after adjustments, and before taxes, financial result, depreciation and amortisation). Adjusted EBITDA is not a financial indicator recognised by IFRS. The chief decision makers at ABOUT YOU believe that adjusting EBITDA makes it possible

to compare performance on a consistent basis excluding extraordinary items. Adjusted EBITDA is defined as EBITDA (result for the period/total earnings before tax, financial result, depreciation and amortisation) not including expenses for equity-settled share-based compensation, restructuring costs and non-operating non-recurring items. The adjusted EBITDA margin is calculated as the ratio of adjusted EBITDA to revenue.

Consolidated income statement

in EUR million	Q1 2021/2022	Q1 2020/2021
Revenue	422.1	255.1
Growth in % YoY	65.5%	66.8%
Cost of sales ¹	245.8	150.9
Gross profit	176.3	104.2
(-) Fulfilment costs ¹	81.1	53.9
(-) Marketing costs ¹	83.7	44.5
(-) Administrative expenses ¹	23.8	16.6
Adjusted EBITDA	-12.3	-10.7

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

1.1.1 Revenue development

Revenue increased by 65.5% to EUR 422.1 million in the first quarter of 2021/2022 (Q1 2020/2021: EUR 255.1 million). At the end of the first quarter of 2021/2022, there was a total of 9.2 million active customers² compared with 6.5 million active customers as at 31 May 2020, representing an increase of 41.3%. The adjusted EBITDA³ came to EUR -12,3 million (Q1 2020/2021: EUR -10,7 million) with an adjusted EBITDA margin of -2,9% (Q1 2020/2021: -4.2%).

1.1.2 Development of cost items⁴

Gross income rose to 41.8% of revenue in the first quarter of the 2021/2022 financial year (Q1 2020/2021: 40.9%). This trend is attributable to the higher share of heavy-margin B2B sales in the TME segment and the private labels. Compared to first quarter 2020/2021, there was lower price elasticity of demand and a reduced number of market entry campaigns with an aggressive pricing policy. Furthermore, the conditions granted by suppliers and operational changes led to economies of scales.

Fulfilment costs rose by 50.6% to EUR 81.1 million in the first quarter of 2021/2022, whereas the percentage in relation to revenue decreased to 19.2% (Q1 2020/2021: 21.1%). The decrease over the prior-year quarter is attributable to the slightly higher share of third party dropshipping and B2B sales that have lower fulfilment costs. Capacity utilisation at the

1 As of 22 July 2021, Norway launched in June 2021
 2 Active customers defined as customers who made at least one purchase through our apps and websites within the last twelve months
 3 EBITDA adjusted for (i) equity-settled share-based compensation expenses (Q1 2021/2022: EUR 1.6 million) (ii) restructuring costs and one-time effects (Q1 2021/2022: EUR 4.7 million)
 4 Defined as Alternative Performance Measure (APM) and not recognised under IFRS

Distribution and Return Centre units was very high. The higher average net value of customer orders and a rise in product prices had a positive effect, as had economies of scale through increases in operating efficiency and the fact that some carriers improved their conditions.

Marketing costs rose by EUR 39.2 million to EUR 83.7 million. The ratio of costs to revenue also increased to 19.8% (Q1 2020/2021: 17.4%), driven first and foremost by the ABOUT YOU RoE segment. This trend was caused by the growth campaigns in existing markets, like for instance the Czech Republic, and market entry campaigns in new markets, such as the Big Bang in Spain.

Although administrative expenses climbed 43.2% from EUR 16.6 million in the first quarter of the previous year to EUR 23.8 million in the first quarter of 2021/2022, their percentage share in revenue dropped to just 5.6% (Q1 2020/2021: 6.5%). This is due to economies of scale and cost discipline within the entire Group.

Key margin and cost lines as % of revenue¹

in % of net revenue	Q1 2021/2022	Q1 2020/2021	Change
Gross income	41.8%	40.9%	0.9pp
(-) Fulfilment costs	19.2%	21.1%	-1.9pp
(-) Marketing costs	19.8%	17.4%	2.4pp
(-) Administrative expenses	5.6%	6.5%	-0.9pp
Adjusted EBITDA margin	-2.9%	-4.2%	1.3pp

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

1.1.3 Reconciliation from adjusted EBITDA

The first quarter of the 2021/2022 financial year ended with an adjusted EBITDA of EUR -12.3 million (Q1 2020/2021: EUR -10.7 million), equating to an adjusted EBITDA margin of -2.9% (Q1 2020/2021: -4.2%). EBITDA in the first quarter of 2021/2022 included adjustments of EUR 6.3 million (Q1 2020/2021: EUR 0.0 million), which relate to a non-recurring item incurred in connection with work to prepare equity-raising measures, i.e. for the IPO, of EUR 4.7 million (Q1 2020/2021: EUR 0.0 million) and to expenses for equity-settled share-based compensation of EUR 1.6 million (Q1 2020/2021: EUR 0.0 million). These costs are not included in the calculation of adjusted EBITDA.

Reconciliation from adjusted to reported EBITDA

in EUR million	Q1 2021/2022	Q1 2020/2021
Adjusted EBITDA	-12.3	-10.7
Equity-settled share-based compensation	1.6	0.0
Restructuring costs and one-time effects	4.7	0.0
Reported EBITDA	-18.6	-10.7

- 1 EBITDA adjusted for (i) equity-settled share-based compensation expenses (Q1 2021/2022: EUR 1.6 million) (ii) restructuring costs and one-time effects (Q1 2021/2022: EUR 4.7 million); reconciliation from segment to group adj. EBITDA of EUR -1.0 million for Q1 2021/2022 and EUR -1.1 million for Q1 2020/2021
- 2 As of 22 July 2021, Norway launched in June 2021

For table:

- 1 Reconciliation from segment to group net revenue of EUR -16.7 million for Q1 2021/2022 and EUR -16.1 million for Q1 2020/2021
- 2 EBITDA adjusted for (i) equity-settled share-based compensation expenses (Q1 2021/2022: EUR 1.6 million) (ii) restructuring costs and one-time effects (Q1 2021/2022: EUR 4.7 million); reconciliation from segment to group adj. EBITDA of EUR -1.0 million for Q1 2021/2022 and EUR -1.1 million for Q1 2020/2021

1.2 SEGMENT RESULTS OF OPERATION

The Group's condensed statement of segment results for the first quarter of 2021/2022 clearly illustrates the strong performance of the ABOUT YOU DACH, ABOUT YOU RoE, and TME segments:

Statement of the Group's segment results^{1,2}

Q1 2021/2022 in EUR million	ABOUT YOU Group	ABOUT YOU DACH	ABOUT YOU RoE	TME	Reconciliation
Revenue	422.1	218.2	186.1	34.5	-16.7
Growth in % YoY	65.5%	27.2%	119.1%	135.8%	3.8%
Adjusted EBITDA	-12.3	17.3	-33.3	4.7	-1.0
Adjusted EBITDA margin (%)	-2.9%	7.9%	-17.9%	13.6%	n/a

In accordance with IFRS 8, the revenue and adjusted EBITDA reported for each of our segments include revenue and costs from transactions with external business partners and from transactions with ABOUT YOU Group's other operating segments. Inter-segment transactions relate to the exchange of goods and services between segments.

Accordingly, the reconciliation of segment revenue and adjusted EBITDA to IFRS Group revenue and adjusted EBITDA is explained, on the one hand, by the presentation of end-customer transactions at the time of ordering, which can be positive or negative depending on the reporting date, and, on the other hand, by the elimination of intra-group transactions.

1.2.1 ABOUT YOU DACH

The ABOUT YOU DACH segment saw its revenue grow by 27.2% to EUR 218.2 million in the first quarter of 2021/2022. This surge is owed to new customer groups that, for instance, increasingly turn to premium products in the online shop and to the higher average order value per customer. The trend was supported by adding new and exclusive brands, such as 'a lot less' by Lena Meyer-Landrut. Furthermore, the ABOUT YOU Awards 2021 in May also increased brand awareness with a total reach of 346 million in the DACH region and created incentives to buy. In Q1 2021/2022, the segment achieved an adjusted EBITDA margin of 7.9% (Q1

2020/2021: 4.3%). The adjusted EBITDA surged by 132.8% to EUR 17.3 million¹ (Q1 2020/2021: EUR 7.4 million), generating profitable growth for the segment.

1.2.2 ABOUT YOU RoE (Rest of Europe)

The ABOUT YOU RoE segment comprised 23 countries² as of Q1 2021/2022, with 12 additional countries (Croatia, Bulgaria, Denmark, Sweden, Finland, France, Italy, Spain, Portugal, Greece, Ireland, and Norway²) being included compared to Q1 2020/2021. Revenue in the ABOUT YOU RoE segment increased by 119.1% to EUR 186.1 million. The ABOUT YOU RoE segment had a negative adjusted EBITDA¹ of EUR -33.3 million (Q1 2020/2021: EUR -17.7 million), driven by high costs for market entry campaigns and growth investments in the existing ABOUT YOU RoE markets.

1.2.3 TME (Tech, Media, Enabling)

The TME segment essentially comprises the following services: B2B e-commerce SaaS solutions (Tech), brand and advertising solutions (Media), and 360° services along the e-commerce value chain of the company (Enabling). In Q1 2021/2022, this segment, which had been hit hard by the economic effects of the COVID-19 pandemic, particularly in its Media and Enabling businesses, was able to recover considerably. All three areas generated significant revenue growth, taking segment revenue up by 135.8%. This change is attributable both to the pleasing development of revenues with existing B2B customers and to the onboarding of new customers, such as the fashion brand MARC O'POLO in

1 EBITDA adjusted for (i) equity-settled share-based compensation expenses (Q1 2021/2022: EUR 1.6 million) (ii) restructuring costs and one-time effects (Q1 2021/2022: EUR 4.7 million)

the Technology business or VF Corporation with brands such as Vans or The North Face in the Enabling business.

The segment generated an adjusted EBITDA margin of 13.6% (Q1 2020/2021: 4.3%) with an adjusted EBITDA¹ of EUR 4.7 million (Q1 2020/2021: EUR 0.6 million).

1.3 FINANCIAL POSITION

The liquidity position and financial performance of ABOUT YOU are shown in the condensed statement of cash flows below:

Condensed statement of cash flows

in EUR million	Q1 2021/2022	Q1 2020/2021
Cash flows from operating activities	18.1	26.9
Cash flows from investing activities¹	-11.0	-2.2
Free cash flow	7.1	24.7
Cash flows from financing activities²	-1.3	-1.0
Cash and cash equivalents at beginning of the period	107.9	62.4
Cash and cash equivalents at end of period	113.7	86.0

1 Includes investments in loans granted to subsidiaries e.g. LeGer c. EUR 6.0 million and own work capitalised EUR 3.8 million – and payments for acquisition of companies EUR -0.6 million

2 Includes payments of lease liabilities EUR -1.3 million, and interest expenses EUR -0.1 million

ABOUT YOU generated positive cash flows from operating activities of EUR 18.1 million in the first quarter of the 2021/2022 financial year (Q1 2020/2021: EUR 26.9 million). The cash flows from investing activities is EUR -11.0 million (Q1 2020/2021: EUR -2.2 million) and is attributable to investments in loans for subsidiaries (c. EUR 6.0 million), self-developed software (EUR 3.8 million), and payments for the acquisition of companies amounting to EUR -0.6 million (Q1 2020/2021: EUR 0.0 million). This means that the free cash flow in the first quarter came to EUR 7.1 million (Q1 2020/2021: EUR 24.7 million). In accordance with the provisions of IFRS 16 “Leases”, cash flows from financing activities includes EUR -1.3 million for the repayment of leases excluding interest (Q1 2020/2021: EUR -1.0 million) and interest payments related to lease liabilities amounting to EUR -0.1 million (Q1 2020/2021: EUR 0.0 million). The cash flows from financing activities was EUR -1.3 million in the first quarter of the 2021/2022 financial year (Q1 2020/2021: EUR -1.0 million). ABOUT YOU had cash and cash equivalents of EUR 113.7 million as at 31 May 2021 (31 May 2020: EUR 86.0 million). ABOUT YOU was able to meet its payment obligations at all times in the current 2021/2022 financial year.

1.4 NET ASSETS

The company’s net assets are presented in the condensed balance sheet below:

Assets

in EUR million	31/5/2021	28/2/2021
Non-current assets	63.0	48.3
Current assets	461.9	408.9
Total assets	524.9	457.2

Equity and Liabilities

in EUR million	31/5/2021	28/2/2021
Equity and Liabilities	33.8	55.4
Non-current provisions and liabilities	94.8	87.6
Current provisions and liabilities	396.2	314.1
Total equity and liabilities	524.9	457.2

Non-current assets are mainly composed of intangible assets, right-of-use assets as per IFRS 16, property, plant and equipment, and loans granted. Depreciation and amortisation for intangible assets and property, plant and equipment came in at EUR 2.6 million in the first quarter of the 2021/2022 financial year (Q1 2020/2021: EUR 1.7 million). Current assets primarily consist of inventories of merchandise, trade receivables and other receivables, other assets, and cash and cash equivalents. This rise compared with 28 February 2021 stems from the EUR 22.2 million increase in trade and other receivables on the one hand, and the increase of EUR 30.2 million in other

EUR 113.7 million
CASH AND CASH EQUIVALENTS AS OF 31 MAY 2021

1 IPO proceeds: EUR 842 million, including primary (EUR 657.1 million) and secondary (EUR 75.0 million) tranche as well as greenshoe (EUR 109.8 million)

For table:

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)

non-financial assets on the other. Equity decreased by EUR 21.6 million in the first quarter of the 2021/2022 financial year compared with 28 February 2021¹. Non-current provisions and liabilities are, for example, composed of lease liabilities totalling EUR 12.9 million on the one hand, and non-current liabilities to related parties of EUR 78.6 million on the other. Current provisions and liabilities are largely made up of trade payables, payables to related parties and other liabilities, with their increase over 28 February 2021 being mostly attributable to an increase in trade payables of EUR 77.1 million.

Net working capital in first quarter 2021/2022 amounted to EUR -48.1 million (Q1 2020/2021: EUR -26.1 million). The change in net working capital compared to the prior-year quarter of EUR 22.0 million was driven by the larger increase in current provisions and liabilities in Q1 2021/2022 to EUR 396.2 million (Q1 2020/2021: EUR 219.8 million) in relation to the rise in current assets less cash and cash equivalents of EUR 348.2 million as at 31 May 2021 (Q1 2020/2021: EUR 193.7 million). In addition to operating growth, the change in net working capital is also due to improved working capital management.

Net working capital¹

in EUR million	Q1 2021/2022	Q1 2020/2021	Change
(+) Current assets	348.2	193.7	79.7%
Inventories	192.1	75.1	155.6%
Trade and other receivables	73.1	57.9	26.3%
Receivables from related parties	8.1	4.9	65.2%
Other financial assets	0.0	0.0	-5.9%
Other non-financial assets	74.9	55.8	34.2%
(-) Current provisions and liabilities	396.2	219.8	80.3%
Other provisions	4.2	0.0	>999.9%
Trade payables	220.0	94.4	133.0%
Payables to related parties	46.8	37.5	24.7%
Lease liabilities	4.2	3.1	35.1%
Other financial liabilities	72.9	53.0	37.6%
Other non-financial liabilities	48.2	31.8	51.6%
(=) Net working capital	-48.1	-26.1	84.4%

1.5 OUTLOOK

Against the backdrop of ABOUT YOU's rapid international expansion, further penetration of its domestic market, and the success of TME solutions on the one hand and continuing uncertainties regarding the impact of the COVID situation on the other hand, the company reiterated its guidance and continues to expect group revenues to grow by 40–50% (to EUR 1,630–1,750 million) in the 2021/2022 financial year. Given a strong start to Q2 2021/2022 trading, ABOUT YOU now believes it is realistic to reach the upper half of its net revenue guidance range. The adjusted EBITDA guidance remains unchanged at c. EUR -70 million.

For the fiscal year ending 28 February 2022, we estimate a total capital expenditure of approximately EUR 34 million and continue to expect our net working capital to remain negative in a low single digit area as a percentage of revenue.

Hamburg, 22 July 2021

TAREK MÜLLER HANNES WIESE SEBASTIAN BETZ

CONSOLIDATED INCOME STATEMENT

FROM 1 MARCH TO 31 MAY 2021

Consolidated Income Statement

in EUR million	Q1 2021/2022	Q1 2020/2021
Revenue	422.1	255.1
Cost of materials	-244.3	-150.3
Personnel expenses	-17.0	-10.5
Other operating expenses	-184.0	-107.5
Other operating income	0.7	0.2
Own work capitalized	3.8	2.2
Earnings before interest, taxes, depreciation and amortization (EBITDA)	-18.6	-10.7
Amortization of intangible assets and depreciation of property, plant and equipment	-2.6	-1.7
Depreciation of right-of-use assets	-1.2	-0.9
Earnings before interest and taxes (EBIT)	-22.4	-13.4
Net interest result	-2.0	0.0
Other financial result	0.9	-0.6
Earnings before taxes (EBT)	-23.5	-14.0
Income taxes	-0.0	-0.1
Profit/(loss) for the period	-23.5	-14.1

CONSOLIDATED BALANCE SHEET

AS OF 31 MAY 2021

Assets

in EUR million	31/5/2021	28/2/2021
Non-current assets	63.0	48.3
Intangible assets	34.2	32.6
Right-of-use assets	16.6	10.3
Property, plant and equipment	3.7	3.5
Financial assets	2.5	1.9
Other non-current financial assets	6.0	0.1
Current assets	461.9	408.9
Inventories	192.1	199.6
Trade and other receivables	73.1	50.9
Receivables from related parties	8.1	5.7
Other financial assets	0.0	0.0
Other non-financial assets	74.9	44.7
Cash and cash equivalents	113.7	107.9
Total assets	524.9	457.2

Equity and Liabilities

in EUR million	31/5/2021	28/2/2021
Equity	33.8	55.4
Subscribed capital	157.6	4.3
Share premium	311.6	463.0
Retained deficit	-435.3	-411.8
Non-current provisions and liabilities	94.8	87.6
Non-current lease liabilities	12.9	7.6
Non-current liabilities to related parties	78.6	76.7
Deferred tax liabilities	3.4	3.4
Current provisions and liabilities	396.2	314.1
Other provisions	4.2	2.5
Trade payables	220.0	142.9
Payables to related parties	46.8	66.9
Lease liabilities	4.2	3.2
Other financial liabilities	72.9	52.7
Other non-financial liabilities	48.2	46.0
Total equity and liabilities	524.9	457.2

CONSOLIDATED STATEMENT OF CASH FLOWS

FROM 1 MARCH TO 31 MAY 2021

Consolidated Statement of Cash Flows

in EUR million	Q1 2021/2022	Q1 2020/2021
Profit/(loss) for the period	-23.5	-14.1
+ Depreciation, amortization and write-downs	3.8	2.7
+ Income taxes	0.0	0.1
+ Net interest result	2.0	0.0
- Taxes paid	-0.0	-0.1
-/+ Increase/decrease in inventories	7.6	19.0
-/+ Increase/decrease in trade and other receivables	-24.5	11.5
-/+ Increase/decrease in other assets	-30.2	-18.9
+/- Increase/decrease in refund liabilities	20.1	15.3
+/- Increase/decrease in trade payables	57.1	5.9
+/- Increase/decrease in other liabilities	3.9	4.3
+ Non-cash expenses	1.9	1.2
= Cash flows from operating activities	18.1	26.9
= Cash flows from investing activities	-11.0	-2.2
= Free cash flow	7.1	24.7
+ Proceeds from issue of share capital	0.0	0.0
+ Proceeds from shareholder loans	0.0	0.0
+ Proceeds from shareholders	0.0	4.1
- Payments to shareholders	0.0	-4.1
- Payment of lease liabilities	-1.3	-1.0
+/- Interest paid	-0.1	0.0
= Cash flows from financing activities	-1.3	-1.0
+ Cash and cash equivalents at beginning of the period	107.9	62.4
+ Net change in cash and cash equivalents	5.8	23.7
= Cash and cash equivalents at end of period	113.7	86.0

IMPRINT

CONTACT

ABOUT YOU Holding AG
Domstraße 10
20095 Hamburg
Germany
Phone: 040/638 569 – 0
E-mail: info@aboutyou.de
<https://corporate.aboutyou.de/de/>

INVESTOR RELATIONS

Julia Stötzel,
Head of Investor Relations
Phone: +49 40 638 569 – 359
E-mail: ir@aboutyou.com

DESIGN AND TYPESETTING

IR-ONE AG & Co., Hamburg
www.ir-one.de

FINANCIAL CALENDAR

Date	Event
22/7/2021	Q1 2021/2022 Quarterly Statement
28/9/2021	Q2 2021/2022 Trading Update
9/11/2021	H1 2021/2022 Interim Financial Report
11/1/2022	Q3 2021/2022 Quarterly Statement
29/3/2022	Q4 2021/2022 Trading Update
24/5/2022	FY 2021/2022 Annual Report

DISCLAIMER

This publication constitutes neither an offer to sell nor a solicitation to buy securities. The securities placed in connection with the IPO of ABOUT YOU Holding AG have already been sold as part of a private placement.

Certain statements contained in this release may constitute “forward-looking statements” that involve a number of risks and uncertainties. Forward-looking statements are generally identifiable by the use of the words “may”, “will”, “should”, “plan”, “expect”, “anticipate”, “estimate”, “believe”, “intend”, “project”, “goal” or “target” or the negative of these words or other variations on these words or comparable terminology.

Forward-looking statements are based on assumptions, forecasts, estimates, projections, opinions or plans that are inherently subject to significant risks, as well as uncertainties and contingencies that are subject to change. No representation is made or will be made by ABOUT YOU Holding AG that any forward-looking statement will be achieved or will prove to be correct. The actual future business, financial position, results of operations and prospects may differ materially from those projected or forecast in the forward-looking statements. Neither ABOUT YOU Holding AG nor any of their

respective affiliates assume any obligation to update, and do not expect to publicly update, or publicly revise, any forward-looking statements or other information contained in this release, whether as a result of new information, future events or otherwise, except as otherwise required by law.



ABOUT YOU[®]

ABOUT YOU HOLDING AG
DOMSTRASSE 10
20095 HAMBURG, GERMANY