



WESTWING

THE LEADER IN INSPIRATION-BASED
HOME & LIVING ECOMMERCE IN EUROPE

Company Presentation, June 2021

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 fulfillment centers, inaccurate personnel and capacity forecasts for fulfillment 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.

Our mission
“**To inspire and make every home a beautiful home.**”

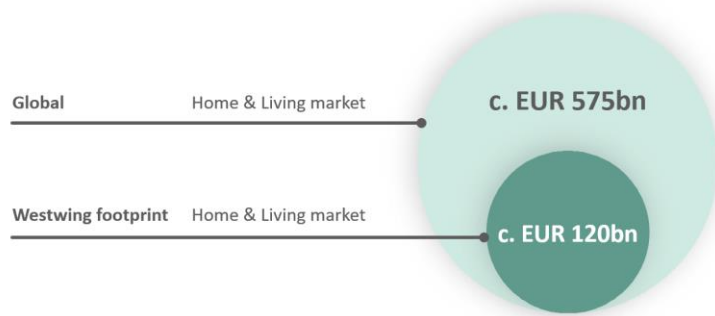


Westwing at a glance:

The European leader in inspiration-based Home & Living eCommerce

Basics

- **Industry:** Home & Living eCommerce
- **Founded:** 2011 (listed since 2018)
- **GMV:** EUR 502m in FY 2020
- **Active Customers:** 1.7m¹⁾
- **Employees:** c. 1,800²⁾
- **Headquarter:** Munich, Germany



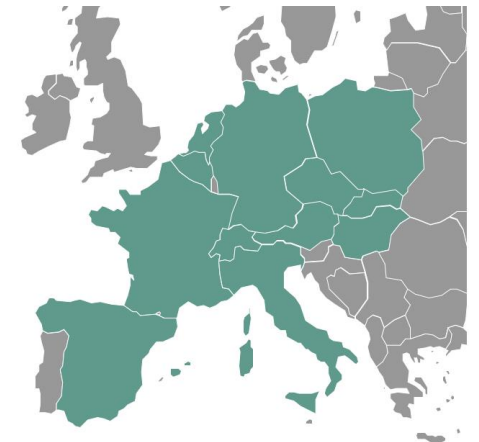
Business Model

- **Creativity and inspiration are at the very core** of Westwing - this is how we **differentiate**
- We sell **gorgeous products across all Home & Living categories**
- Our customer loyalty and love brand are based on our **unique Flywheel business model**



Operational presence

- We are active in **11 European countries** with **c. EUR 120bn³⁾ market volume**
- We are reporting in two segments, DACH and International
- **DACH at 56% and International at 44% sales share⁴⁾**



Note: (1) Per end of Q1 2021. 2) Per end of 2020. 3) Source Market Data: Source: Euromonitor International as of April 19, 2021. Scope: Home & Living is defined as "Homewares and Home Furnishings". All figures unaudited. 4) As of FY 2020.

Investment highlights

The opportunity is massive

Huge Home & Living **market of EUR 120bn** very early in eCommerce with **exiting growth momentum** based on a **dynamic online adoption**

Customer loyalty at the core

The **differentiating creative and inspirational core** of Westwing drives superior loyalty with **80% repeat order share**

Westwing Collection

Our Westwing Collection perfectly **leverages the loyalty to our love brand** at **+12 to +15%pts Adj. EBITDA margin upside**

Attractive target P&L

Based on our **highly profitable consumer love brand strategy** we target a **long-term profitability of 15% Adj. EBITDA**

Strong cash profile

Best-in-class cash conversion based on **negative Net Working Capital** and **low CAPEX ratio** – FY 2020 Free Cash Flow margin at 9%

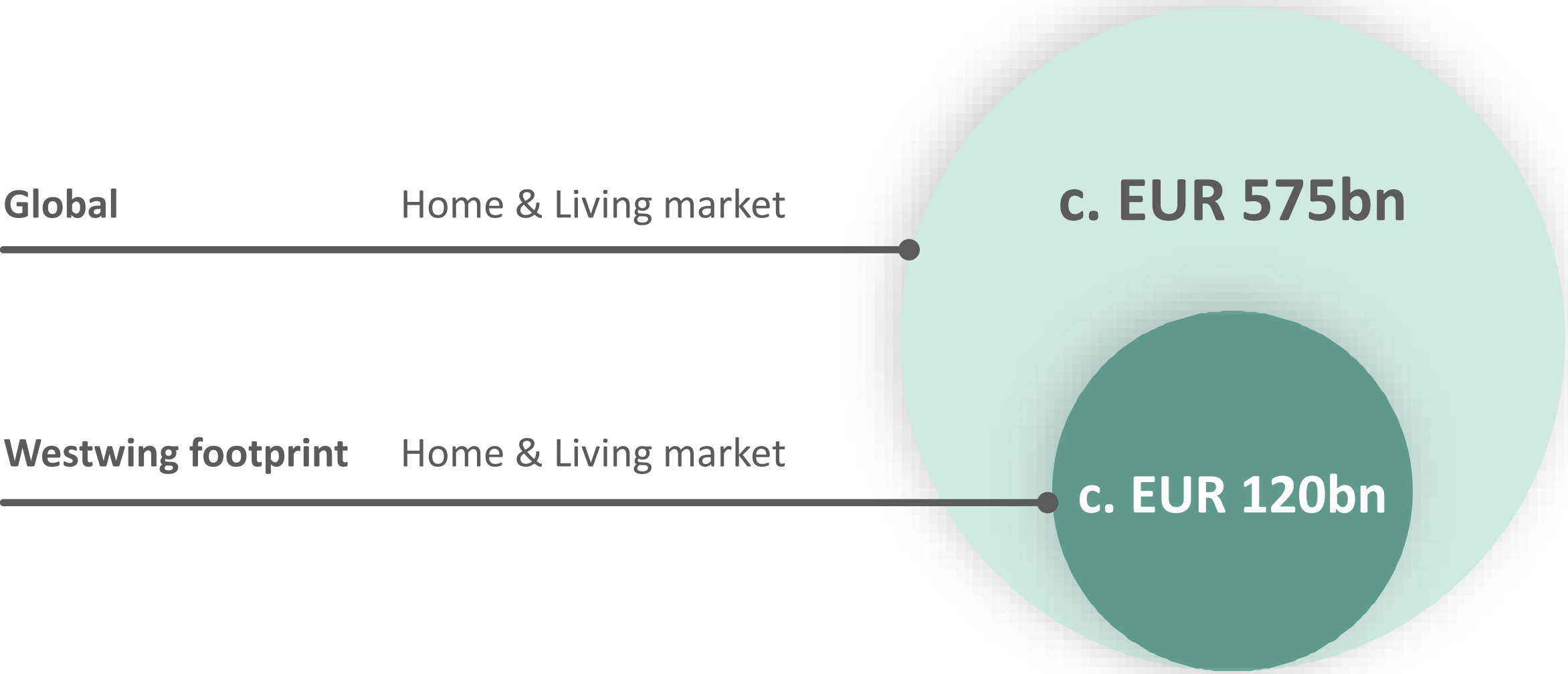
Westwing's market opportunity and unique business model



We are uniquely combining the profitability of a consumer love brand with the opportunity of a high-growth eCommerce business in a EUR 120 billion market



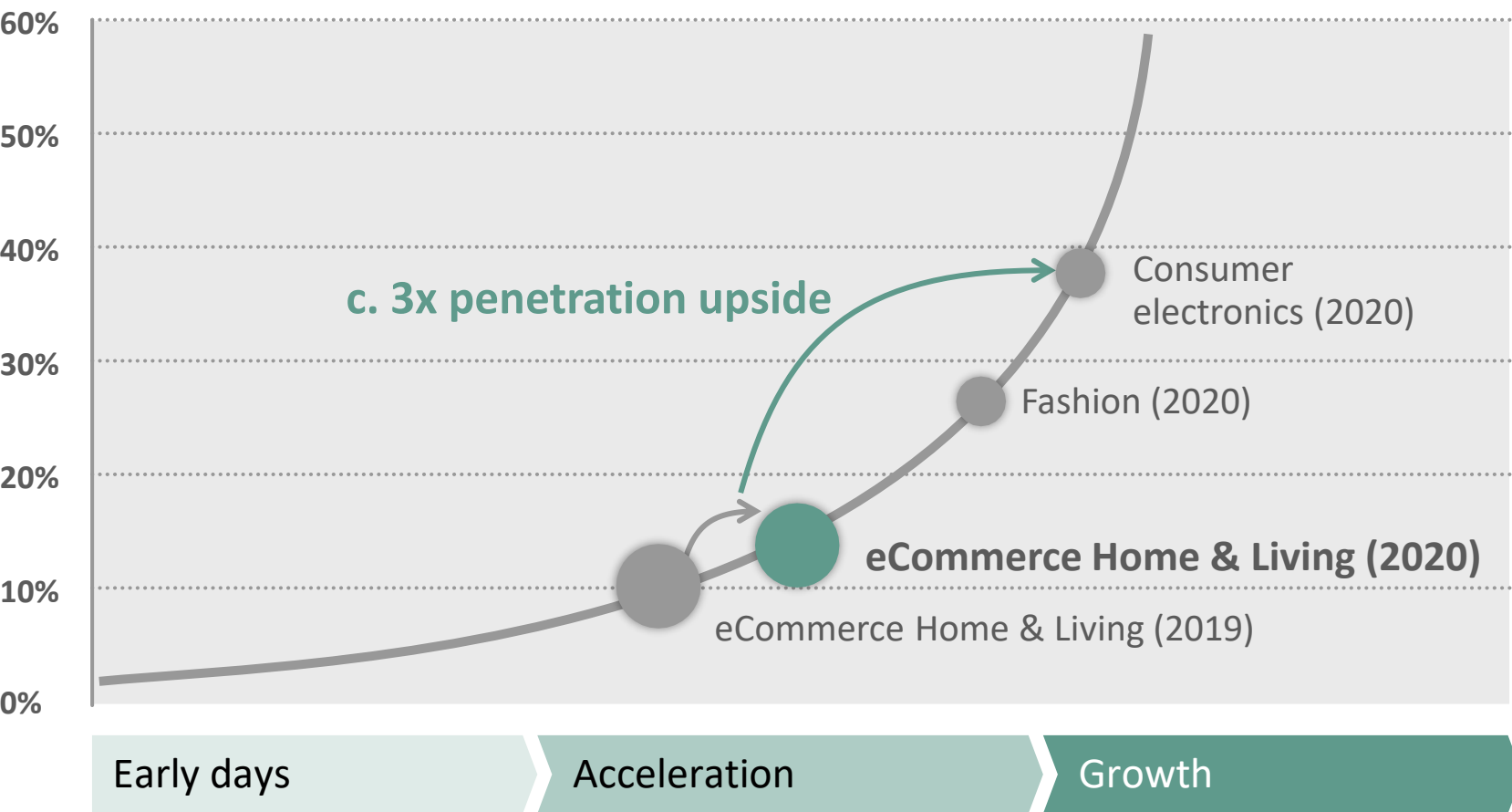
We are targeting a huge addressable market



Source: Euromonitor International as of April 19, 2021. Scope: Home & Living is defined as “Homewares and Home Furnishings”

Home & Living is very early in eCommerce and provides a massive growth opportunity

eCommerce market penetration of total market [%]



Source: Euromonitor International as of April 19, 2021. Scope: Home & Living is defined as “Homewares and Home Furnishings” within Westwing’s European footprint. Consumer electronics market defined as “Category Consumer Electronics” and Fashion market defined as “Category Apparel” for Western European markets.

Our target group are Home Enthusiasts: Home Enthusiasts are all those who ...

... have a deep passion to beautify their home



... make up the majority of spend in the Home & Living market



... make Home & Living part of their lifestyle

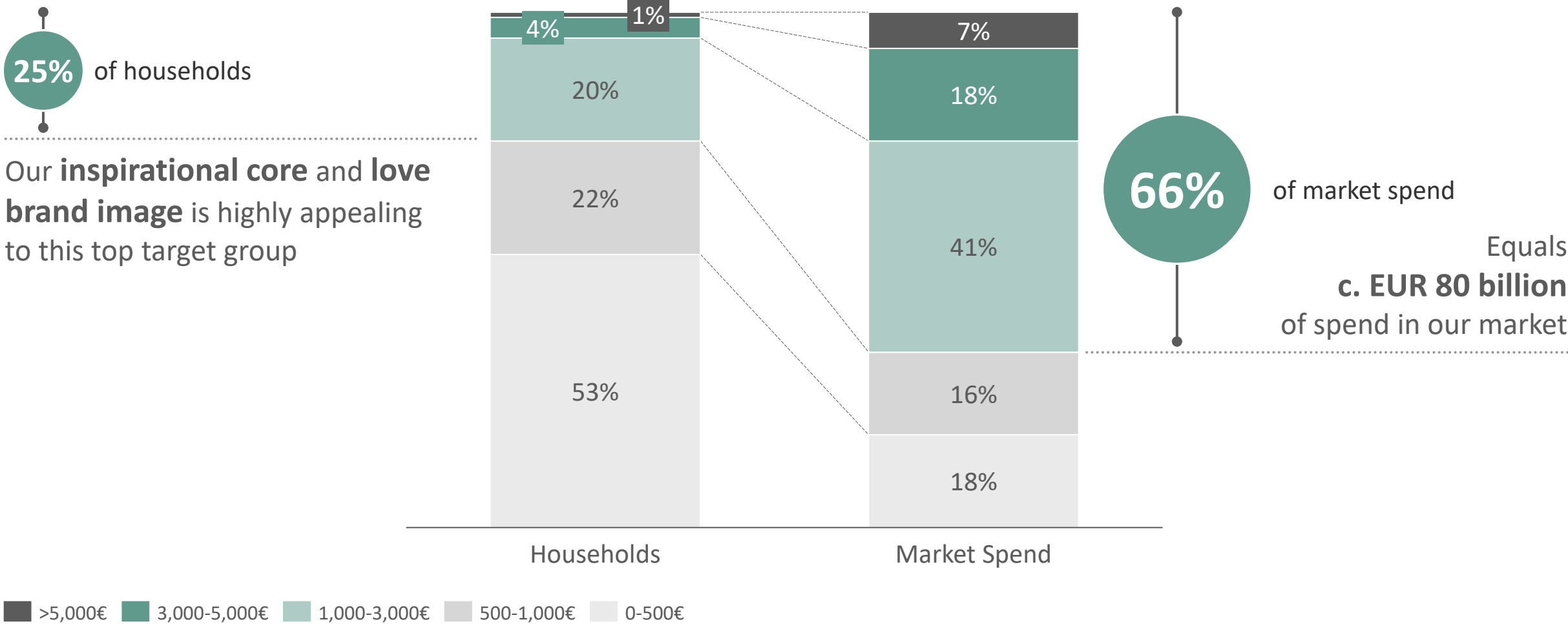


... are highly engaged and interested in daily content for Home & Living



We target c. 70% of market volume with Home Enthusiasts

Home & Living market spend by households [%]

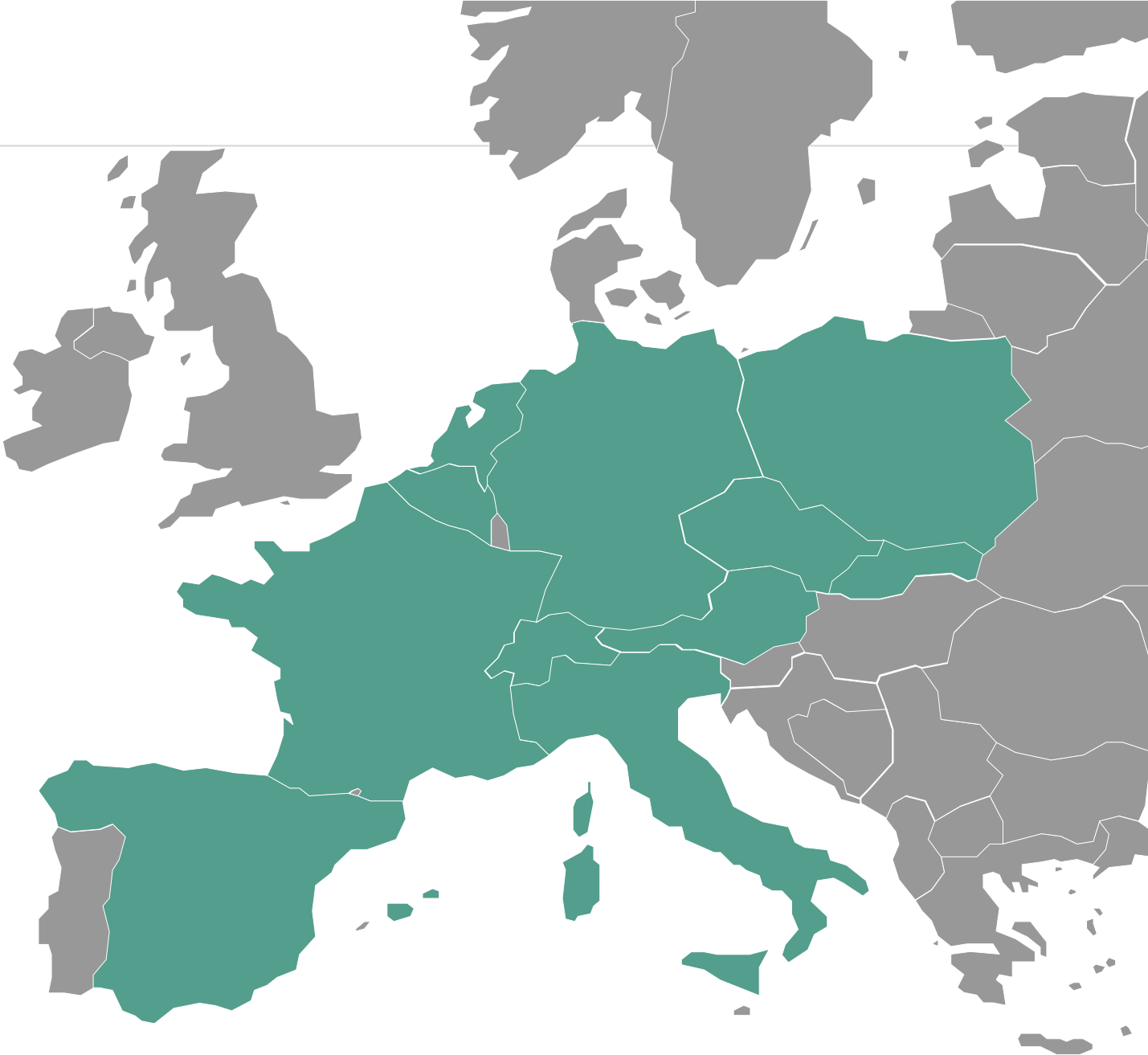


Source: Based on consumer surveys with GfK (2018) and YouGov (2020) for Germany

We are active in 11 countries in Europe

56%
DACH
SEGMENT
(3 countries)

44%
INTERNATIONAL
SEGMENT
(8 countries)

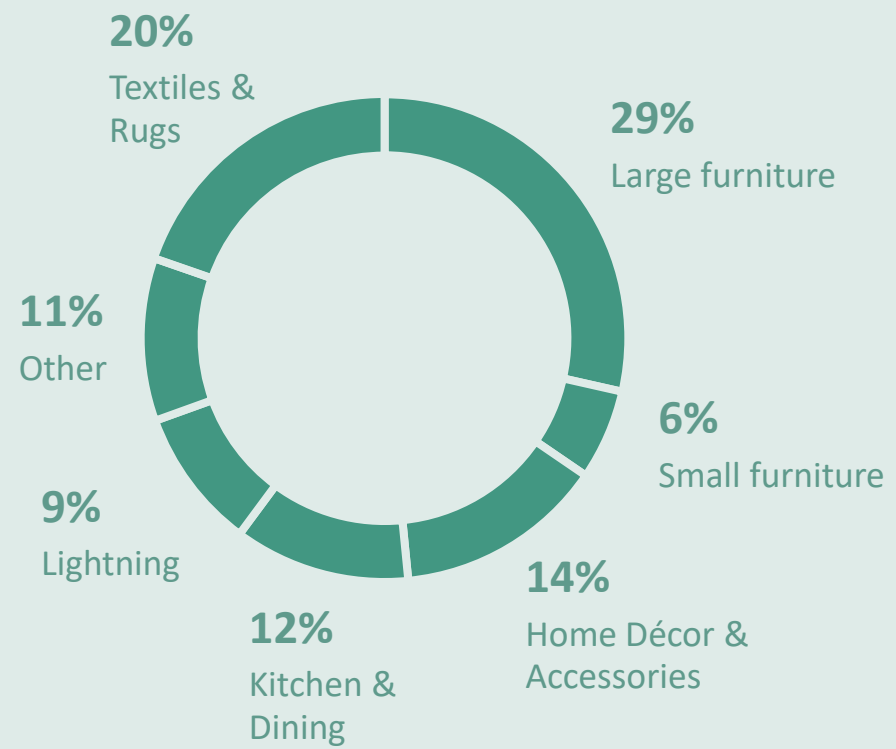


Note: Segment basis is FY 2020 Revenue

We sell gorgeous, inspirational products across the full range of the Home & Living category



Group GMV share by category [%]



Westwing: The Home & Living consumer love brand

“

Interior design is never just about what you see, it's about what you feel.

”

● Love brand



We have built a brand that customers love

● Much more than furniture



We sell gorgeous products across all Home & Living categories

● Inspiration, curation, editorial



We inspire our customers with the best products, styles, and rich editorial content

The Westwing love brand drives superior loyalty metrics

WESTWING

85%

of sales from
customers who visit
us on average



>100x
per year



WESTWING

The loyalty of our customers results in best-in-class repeat order shares of 80%



Best-in-class

80%

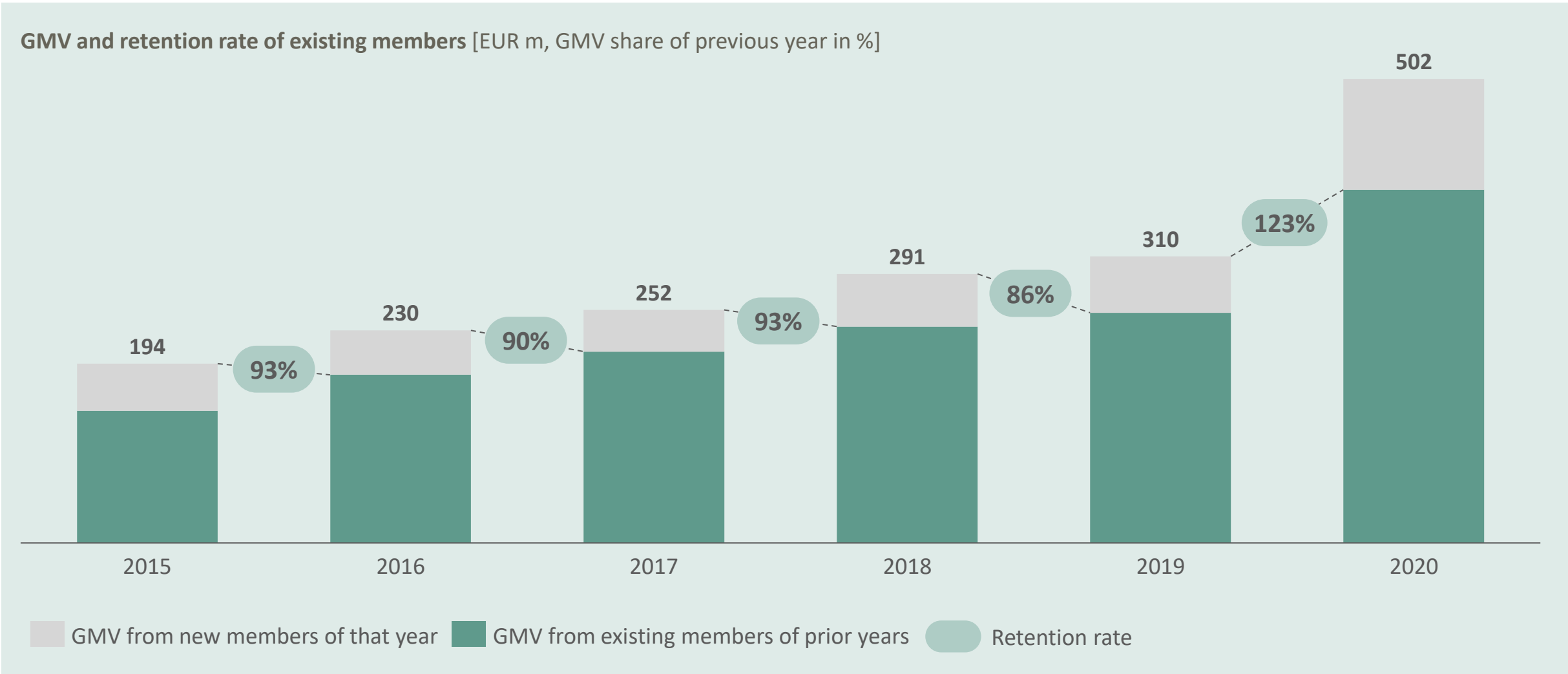
of orders are placed by

**loyal repeat
customers**

Note: Repeat order share calculated as average of 2019 and 2020

WESTWING

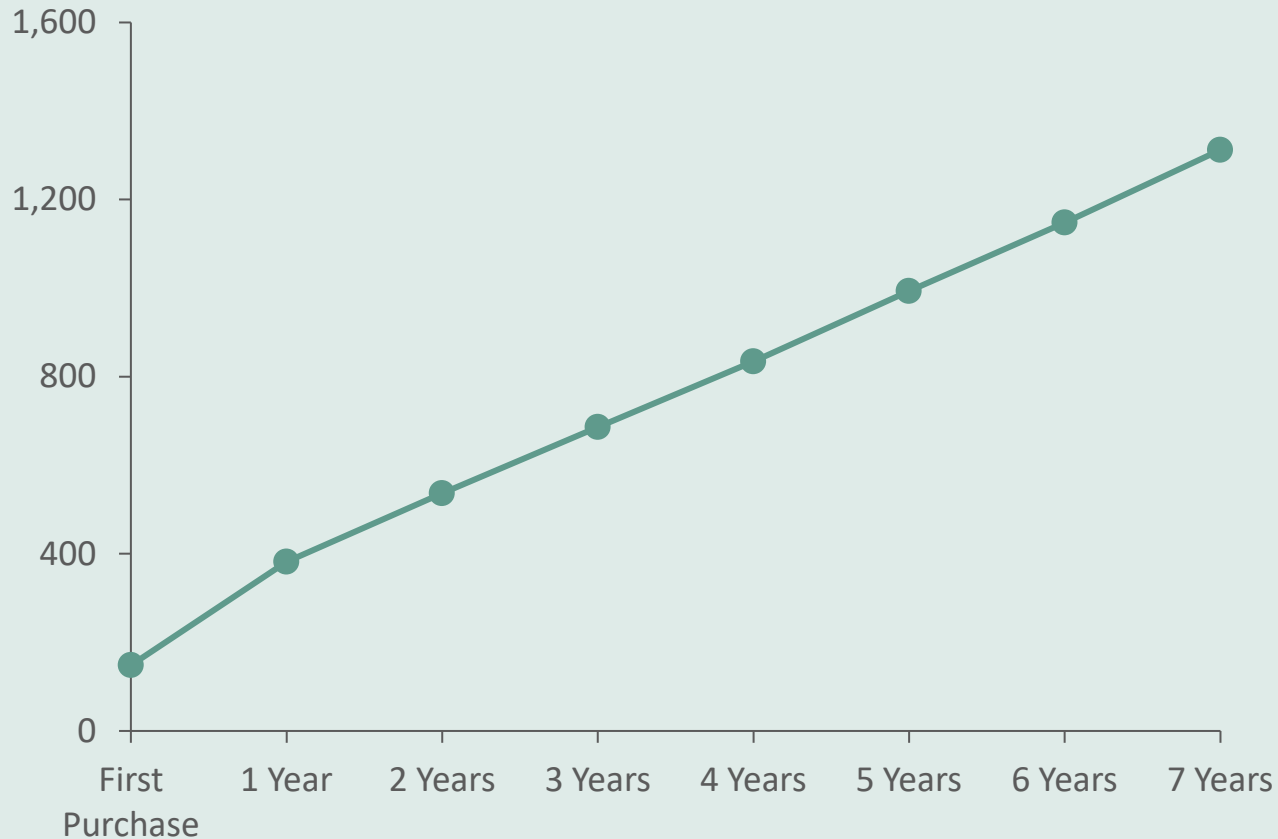
We have almost subscription-like GMV retention rates



Note: Members are defined as successful registrations (incl. mail address). Cohorts of new vs. existing members are based on registration date.

Westwing customers have a very high lifetime spend: EUR 1,300 after 7 years (and counting)

Cumulative GMV per DACH customer over 7 years [EUR]



1,300 EUR GMV after 7 years

Loyal customer base results in a very high lifetime spend



7 years and counting

Customer lifetime spend continues to increase and increase, it doesn't stop

Business model: We build our customers' loyalty through our unique Flywheel

Organic Marketing

Daily Themes

Westwing Collection

Permanent Assortment



Daily Themes are the start and end of our business model Flywheel – as a curated shoppable magazine, we combine daily inspiration, freshness and unique content

Daily themes



Broad Home & Living assortment



Storytelling presentation



Rich editorial content



Sichtschutzwände für draußen

Neugierige Nachbarn? Mit den Sichtschutzwänden haben Sie einfach mal Ruhe. Jede Garten-Party, das Sonnen oder Daydrinking auf Ihrer Terrasse bleiben so herrlich privat

Endet So., 09.05. 23:59



Outdoor-Sichtschutzmatten



Attractive prices



In- & Outdoor-Stuhl Miriam

249.- ~~329.-~~

Unser Preis * Originalpreis

1

▼

In den Warenkorb

Lieferdatum: in 3 bis 4 Wochen

We uniquely combine inspiration and shopping in a “curated shoppable magazine”



Combining ‘best of both worlds’ in an online curated platform




Badezimmer einrichten
Unsere Interior Experten verraten Ihnen die besten Tipps & Tricks für die Badezimmer Einrichtung. Lassen Sie sich inspirieren!



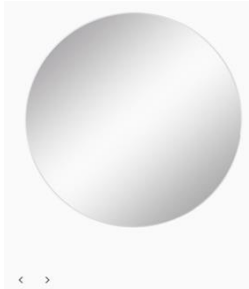
Balkon gestalten
Der Balkon ist ein schöner Rückzugsort an langen Sommertagen. Grund genug ihn etwas zu verschönern. Wir zeigen Ihnen die besten Tipps zum Balkon gestalten!









Westwing Collection
Wandobjekt-Set Ray aus Metall, 3-tlg.
79,99 € inkl. MwSt.
★★★★★ (204)



Westwing Collection
Rahmenloser Wandspiegel Erin
42,99 € inkl. MwSt.
★★★★★ (121)



Parks London
Duftkerze Parks Original (Vanille & Zitrus)
21,99 € inkl. MwSt.
★★★★★ (191)



Jacob Baden
Gerahmter Fotodruck Pier Angeli und James Dean
59,99 € inkl. MwSt.
★★★★★ (17)

The Daily Themes model provides urgency and playful fear-of-missing-out to customers, which helps in building loyalty and conversion

Products available for a limited time

1-300 SKUs per event

250,000¹⁾ SKUs per year

5,000 suppliers



Urgency and playful fear-of-missing-out translates into loyalty and conversion

Beautiful imagery triggers inspiration

Curated selection of products featured as part of the event

Limited stock triggers urgency

Best price, but not focused on discounts



Events centered around themes

Time limitation triggers urgency

Business model: We build our customers' loyalty through our unique Flywheel

Organic Marketing

Daily Themes

Westwing Collection

Permanent Assortment



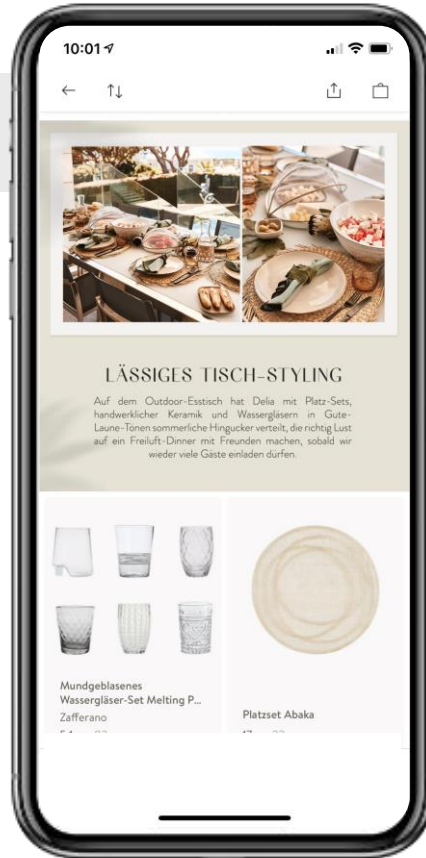
In our Permanent Assortment WestwingNow, we then monetize our loyal customers at very attractive margins through cross-selling and up-selling

WESTWING

DAILY THEMES

Acquire, retain, engage

- Efficient acquisition and retention
- Very high customer engagement and repeat purchases
- Rich data on customer preferences and supplies

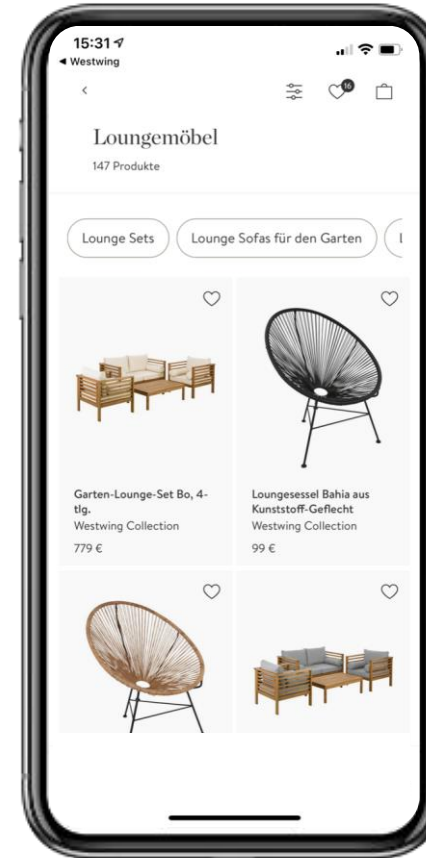


WESTWING**NOW**

PERMANENT ASSORTMENT

Cross-sell and up-sell

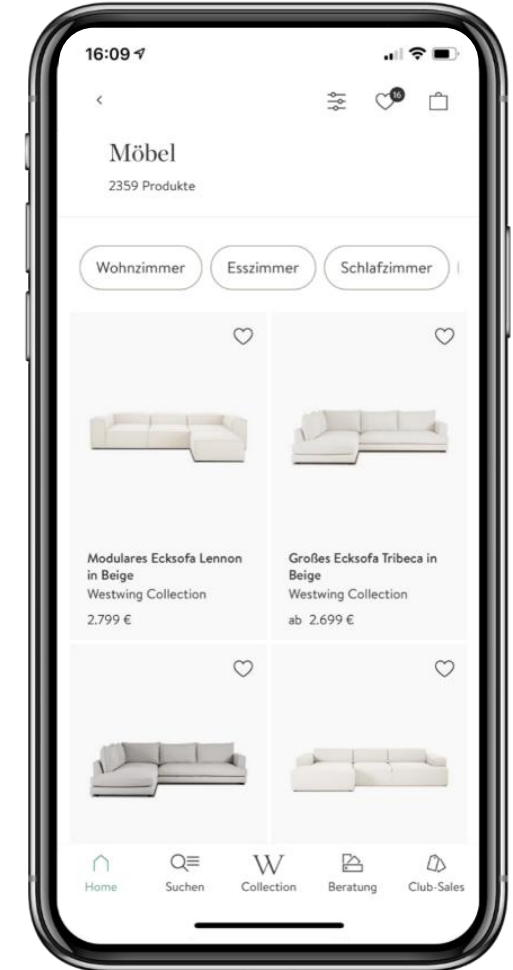
- Scalable supply at even higher margins (esp. Westwing Collection)
- High growth and profitability
- Leverage collected customer data to offer relevant assortment



Our Permanent Assortment serves our loyal Daily Themes customers for considered and planned purchasing decisions

WESTWING*now*

- ✓ **c. 15,000 products** always available
- ✓ **Search feature** to look for specific products
- ✓ **Filters** to drill down into specific categories
- ✓ **Shop the looks** with 400+ rooms furnished and shoppable
- ✓ **Wishlist** to save products for later



Business model: We build our customers' loyalty through our unique Flywheel

Organic Marketing

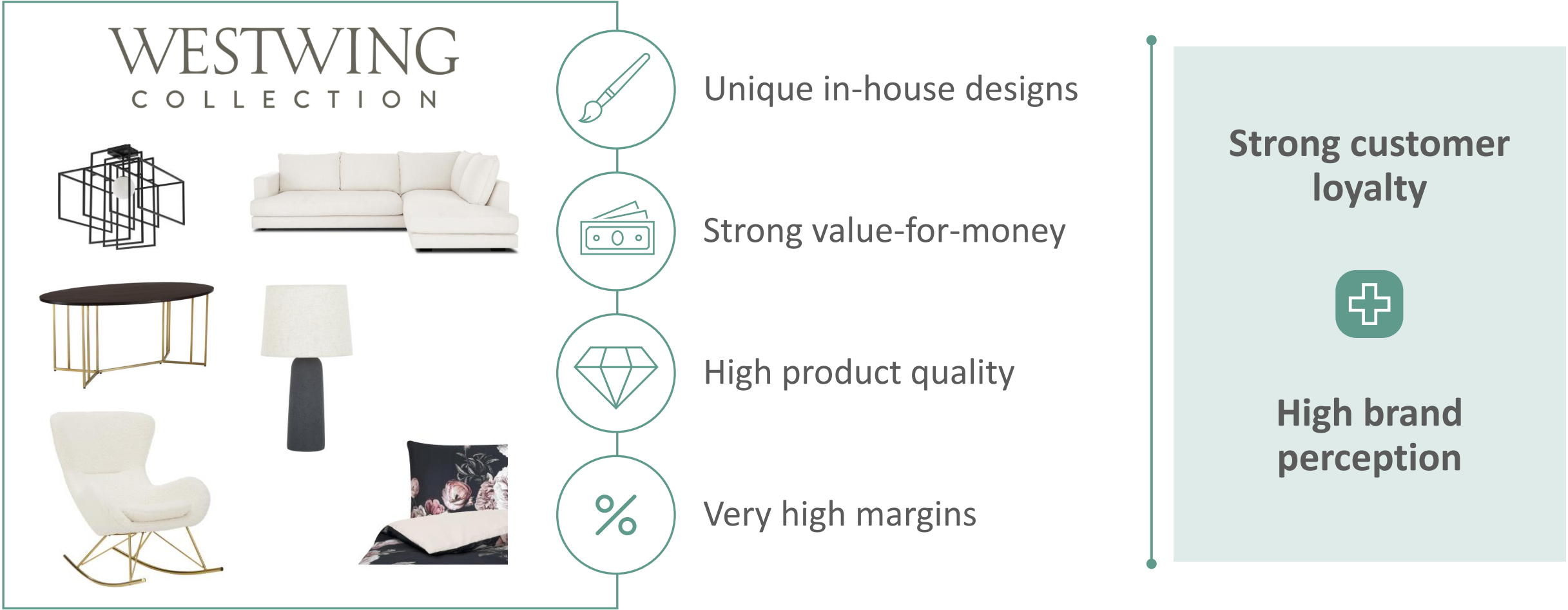
Daily Themes

Westwing Collection

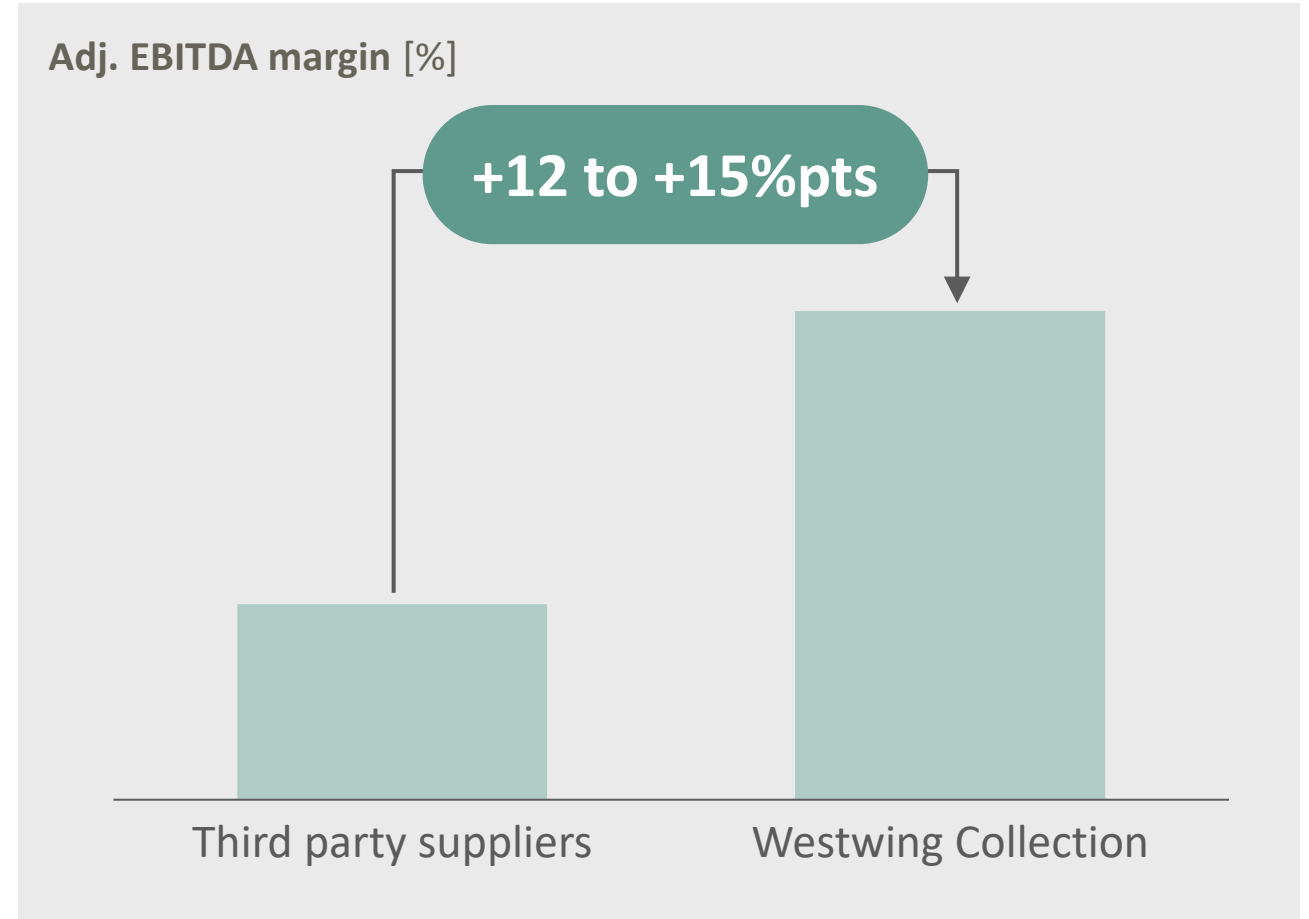
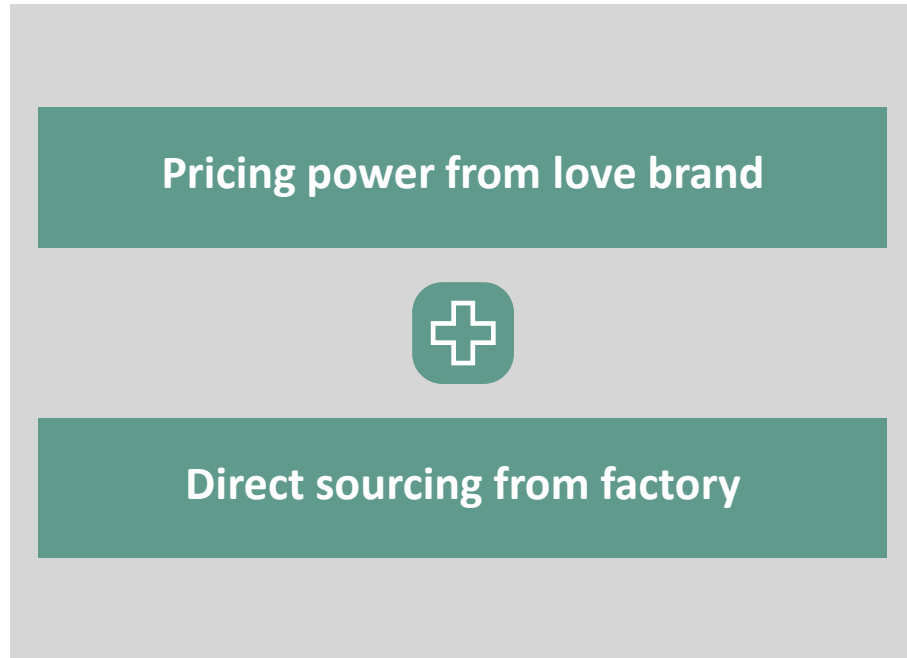
Permanent Assortment



Our Westwing Collection leverages the loyalty to our love brand with bestsellers tailored to the taste of our customers at good prices, high quality, and very high margins



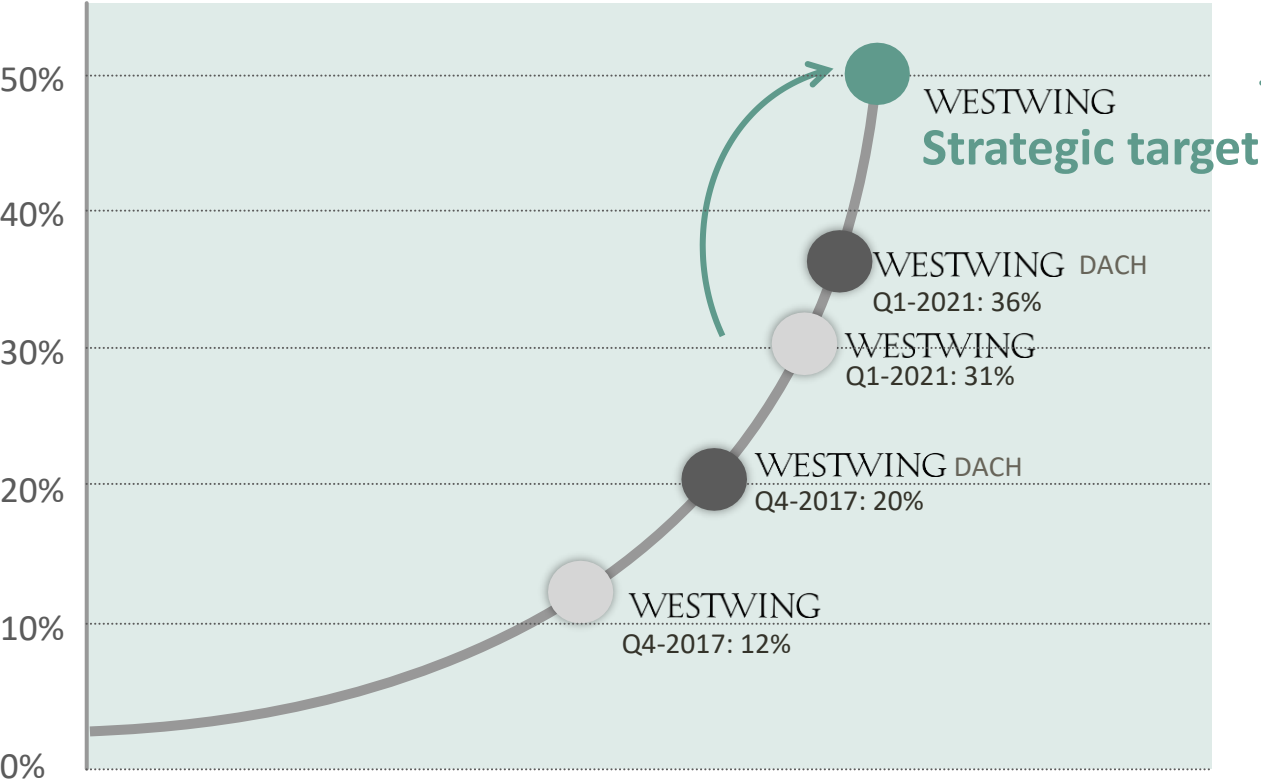
We generate extraordinary Westwing Collection margins because of our pricing and sourcing power: 12-15%pts higher Adj. EBITDA margin than from third party suppliers



Note: Westwing Collection Adj. EBITDA upside originates from its higher contribution margin.

Westwing Collection is our most powerful strategic initiative – we are growing our Westwing Collection share to 50% of GMV in the long term

Westwing Collection share of total GMV [%]



Drivers

1

Increase customer reach and awareness of Westwing Collection

2

Category expansion of Westwing Collection to cover the whole range of Home & Living categories

3

International growth of Westwing Collection

Business model: We build our customers' loyalty through our unique Flywheel

Organic Marketing

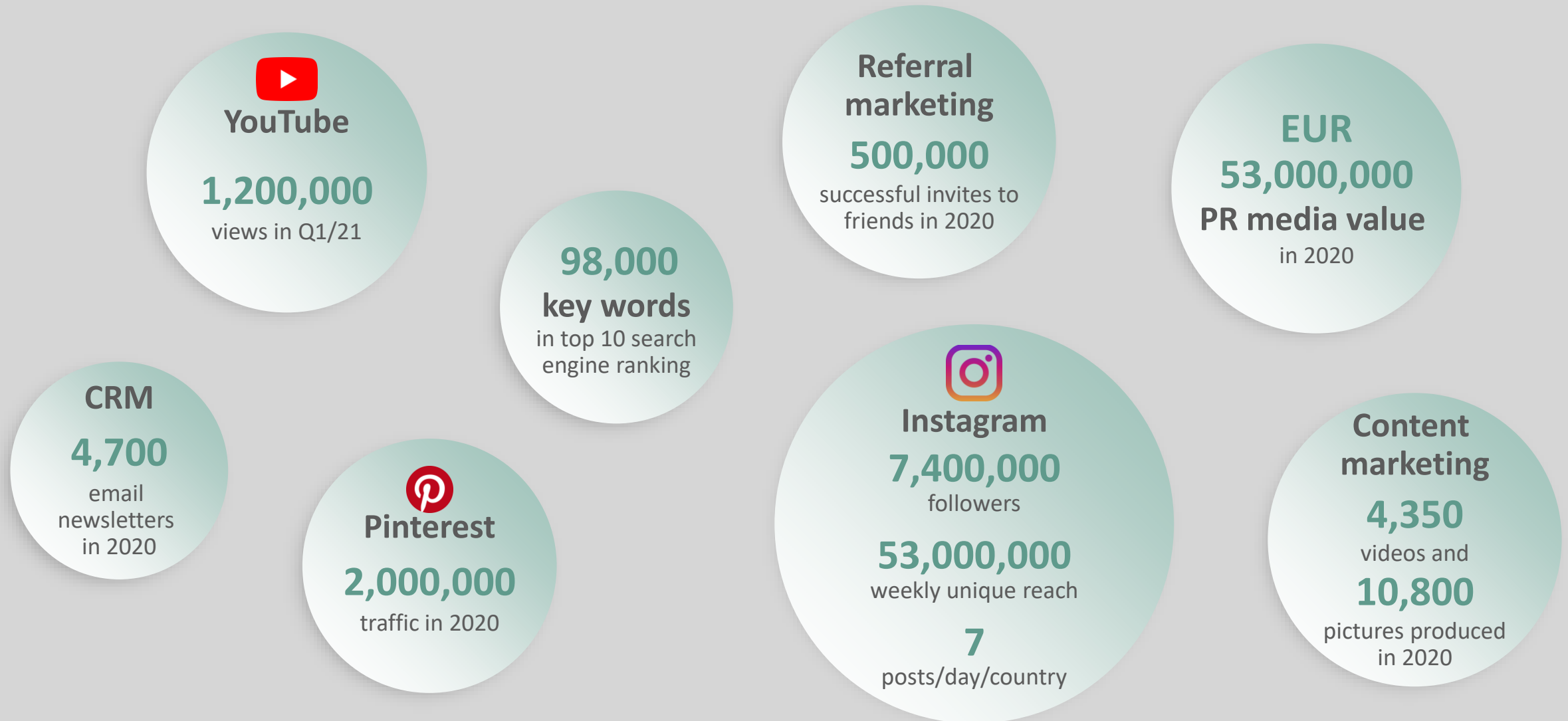
Daily Themes

Westwing Collection

Permanent Assortment

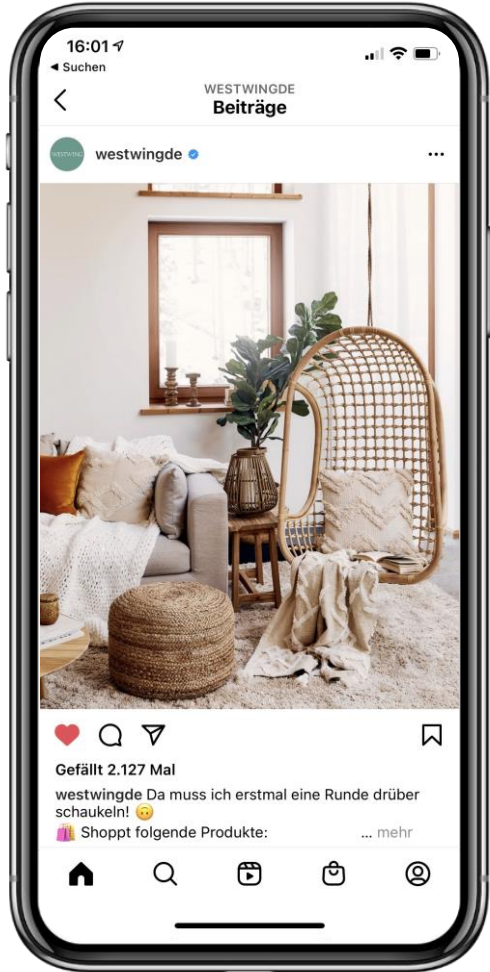
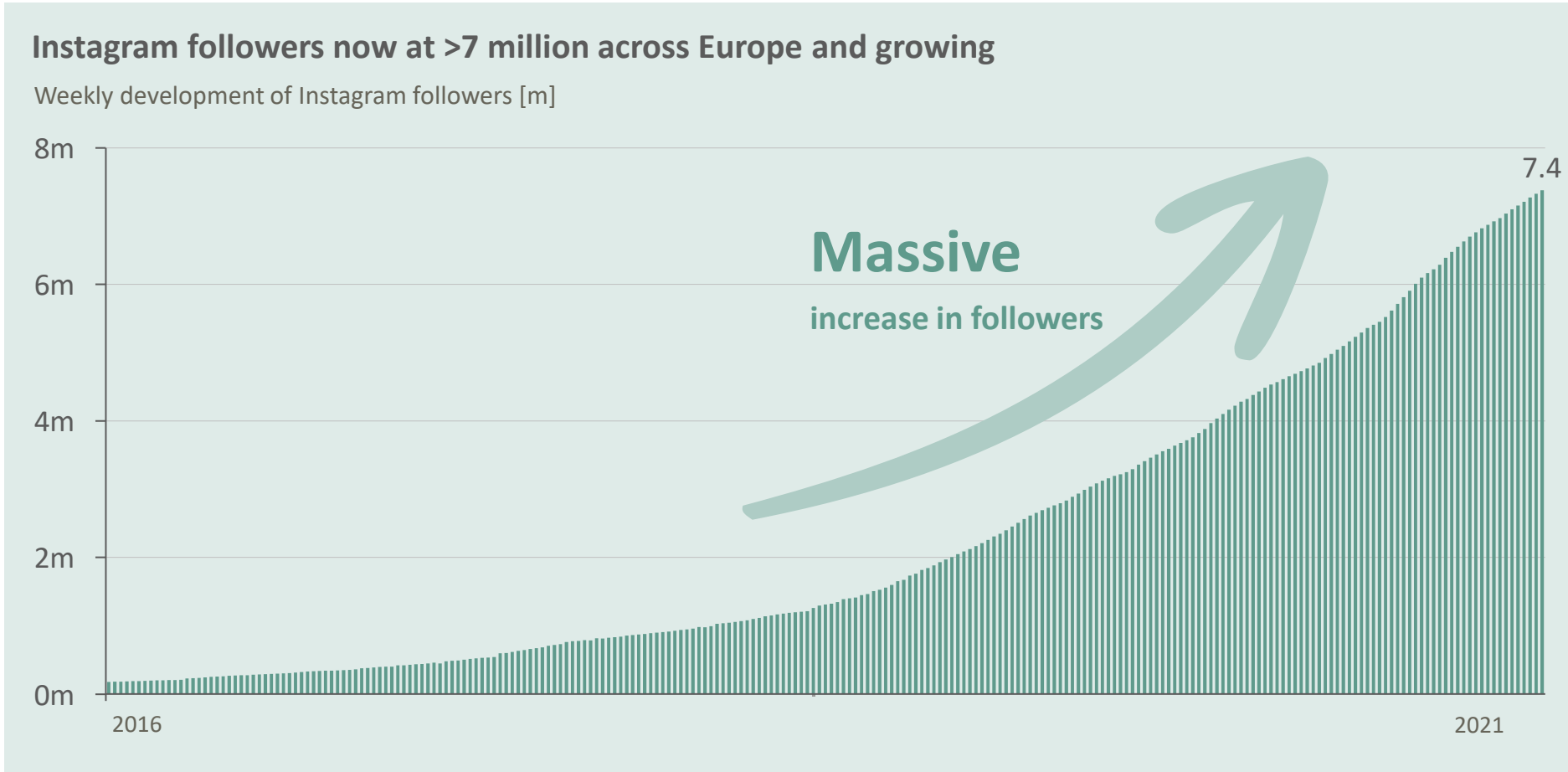


Our Organic Marketing model is the ultimate love brand builder – we provide inspiration and content to our target group through a magnitude of engaging channels



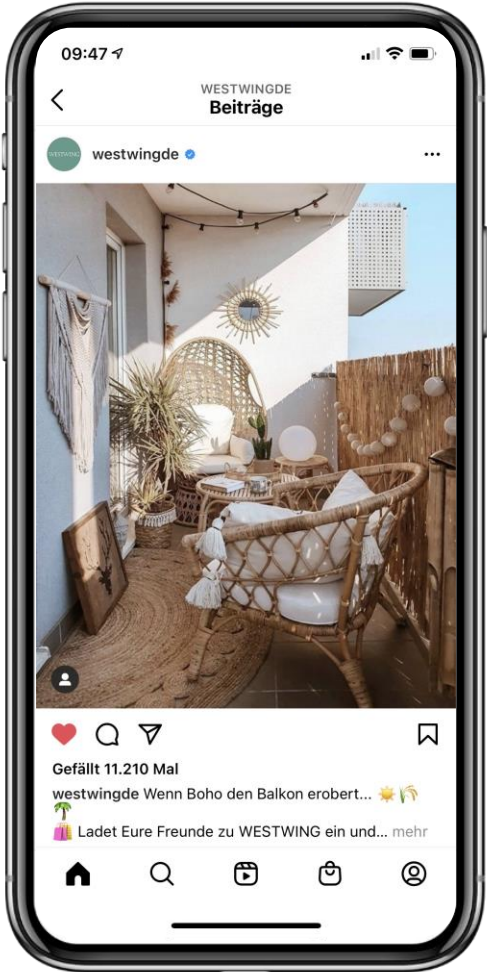
Note: Numbers per 28th March 2021

Our biggest Organic Marketing channel is Instagram with massive increase in followers








Note: Instagram followers based on the sum of all Instagram accounts of each country Westwing is active in





Our customers' engagement on social media is best-in-class



We trail only Mercedes-Benz in social media engagement in Germany

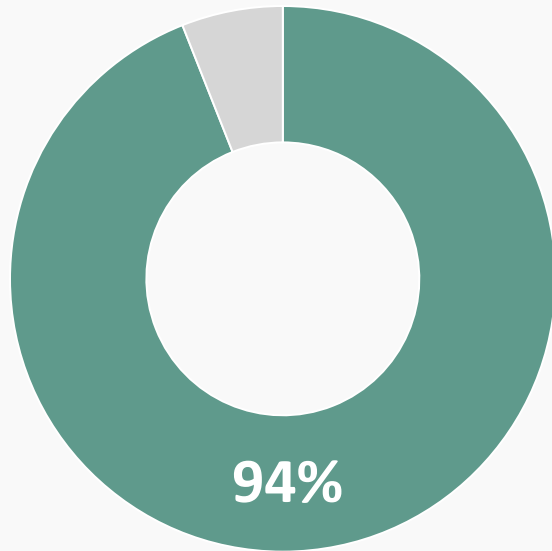


of interactions

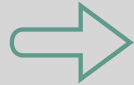
Brand analysis for December 2020			
1		Mercedes-Benz	2.5m
2	WESTWING	Westwing DE	2.2m
3		Netflix	2.1m
4		Audi	1.2m
5		Disney	0.9m

We generate 94% of our traffic through our own channels

Traffic share Organic vs. Paid Marketing in 2020 [%]



■ Paid ■ Organic



Offering our customers a **vast amount of relevant content and inspiration** is the basis to our organic success








Traffic focused on **engagement** not conversion



Strong organic visits driven by daily **newsletter** and **social media**

Our Organic Marketing model is highly differentiated vs. typical Paid Marketing models

	Westwing Organic Marketing model	Typical Paid Marketing model
 Asset-building	High	Low
 Operating leverage	High	Low
 Inspiration and engagement	High	Low
 Entry barrier for competitors	High	Low
 Competitive advantage	Expertise Creative talent	Budget Algorithms

The Westwing Flywheel is the perfect business model to serve our customers



We attract and serve our customers through ...



Daily inspiration



Great content



Attractive prices



Bestsellers from Westwing Collection



Effective and efficient communication

The Flywheel is supported by a state-of-the-art platform of Creative experts, leading-edge inhouse Technology, scalable customized Operations, a passionate and diverse Team

Creative



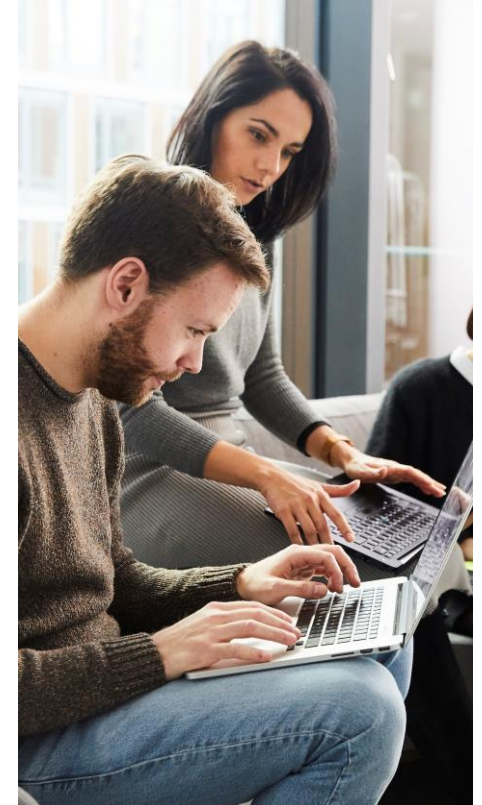
Technology



Operations



Team



200+ Creatives are the foundation of our love brand



Delia Lachance
Founder & Chief
Creative Officer



Sebastian Freitag
Creative Director
Daily Themes Global



Alexandra Tobler
Creative Director
Westwing Collection



Giorgia d'Amico
Head of Content
Production



Marta Suchodolska
Creative Director
Poland/CEE



Alice Etro
Creative Director
Italy



Ana de Olazábal
Creative Director
Spain



Sarah Bachmair
Creative Director
DACH

Creative Team 200+ world-class experts



Creatives cover all business areas



Creatives scout and define new styles and trends



Creatives curate from a vast ocean of brands and products



Creatives take the final decision in product offering



We are a Technology company through and through



Westwing's purpose-built Technology platform

Inspirational and state-of the art front-end on sites and apps



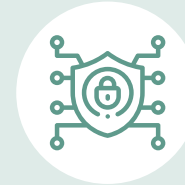
Scalable Operations platform for order fulfillment



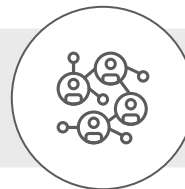
Big data analytics capabilities



Cloud based and highest data security standards

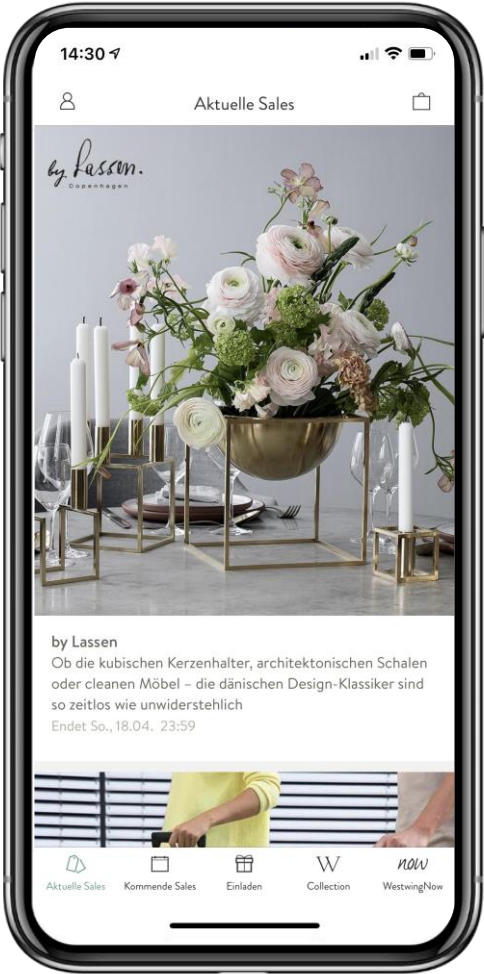


In-house Technology team



of 180+ engineers

We are mobile-first



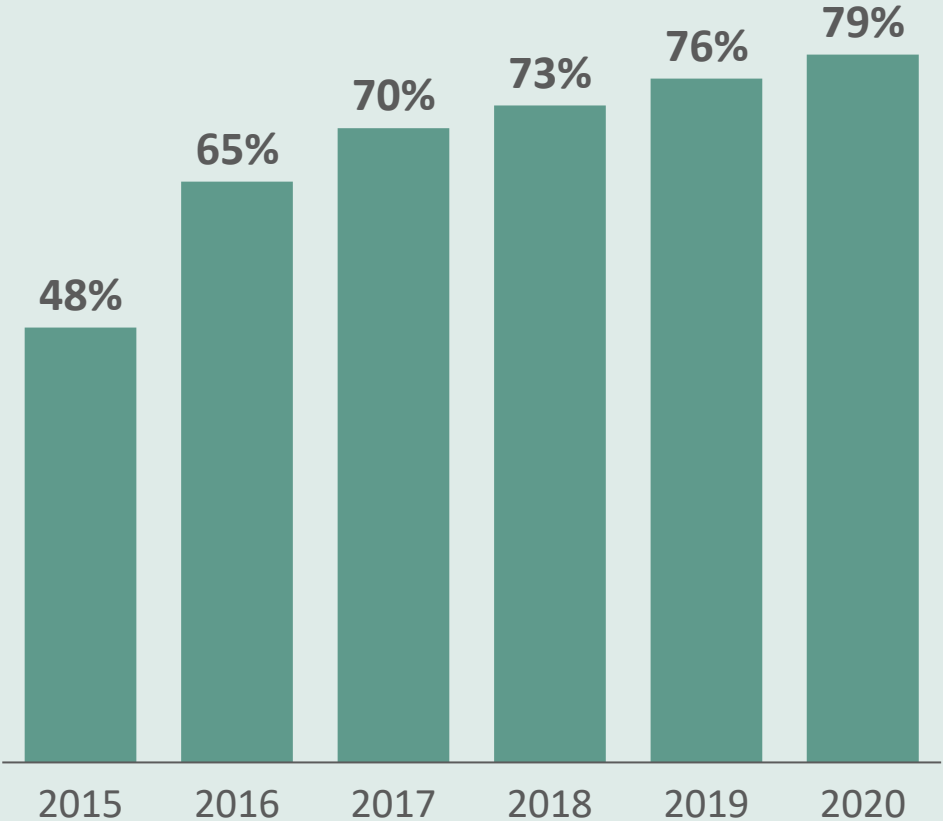
Focus on mobile leads to constantly **improving customer experience** and subsequent **conversion uplifts**



(5/5 Westwing app rating)

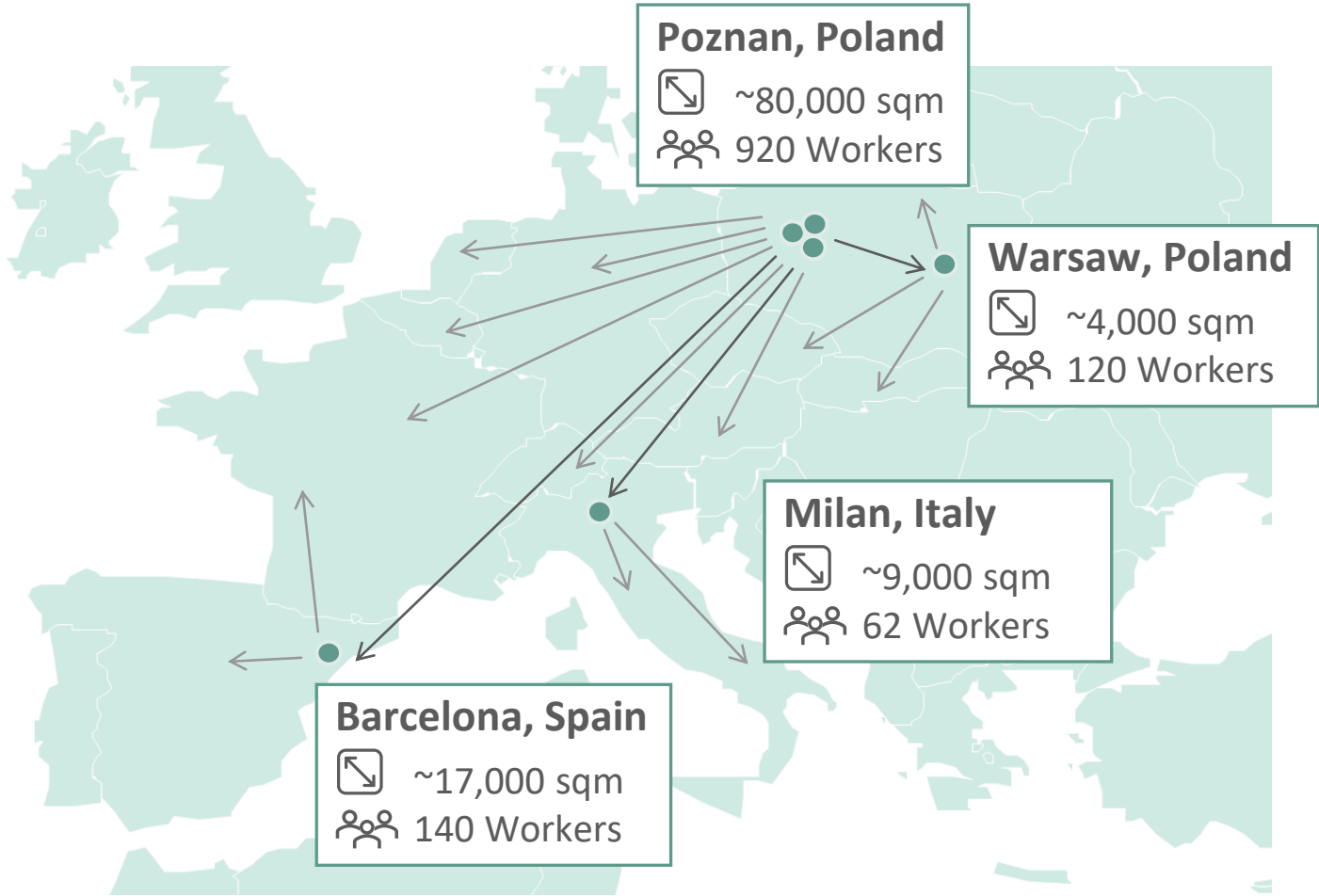
Based on c. 70,000 ratings

Mobile visit share of total visits [%]



Note: App rating based on German Apple App Store as of April 15, 2021

We have built a European logistics and warehouse network that masters the complex logistics in the Home & Living market



European logistics network of **6 warehouses**

110,000 sqm warehouse space provides capacity for c. **EUR 650m** of revenue

European wide management of **>30** international and local freight partners

Highly scalable and **CAPEX-light** expansion options

In-house developed fulfilment Technology platform

Capacity Workers Delivery areas Cross-Warehouse

Note: Number of workers are based on seasonal peak times and include temporary workforces, which are not considered own Westwing employees in our official employee reporting



Key to our success is our team and their passion

**We are proud to have built
a truly diverse team...**



1,775 employees



60+ nationalities



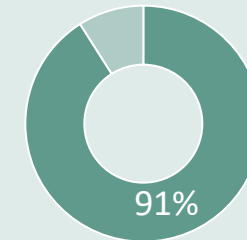
**Employees
62% female
38% male**

**Senior leaders
53% female
47% male**

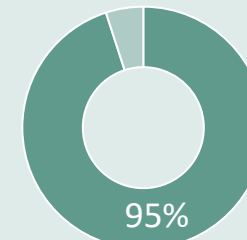
**...and our very own
and positive culture at Westwing**



Employee satisfaction survey¹⁾



**Satisfaction with
working at
Westwing**



**Feeling of
belonging to
team**

Note: Group data per end of 2020, employees based on headcount, Senior leaders defined as executives and their direct reports

1) Employee satisfaction survey in March 2021 for HQ in Munich

Westwing is managed by our experienced Executive team



Stefan Smalla
Founder &
Chief Executive Officer
10 years at Westwing



Sebastian Säuberlich
Chief Financial Officer
7 years at Westwing



Delia Lachance
Founder &
Chief Creative Officer
10 years at Westwing



Andreas Hoerning
Managing Director
Permanent Assortment &
Westwing Collection
6 years at Westwing



Matthias Siepe
Founder &
Managing Director Daily
Themes
10 years at Westwing



Steffani Busch
Chief Operating Officer
5 years at Westwing



Tobias Seitz
Chief Marketing Officer
8 years at Westwing



Miriam Rabung
Director HR & Organization
5 years at Westwing



Adam Maschek
Chief Technology Officer
10 years at Westwing



Sebastian Freitag
Global Creative Director
9 years at Westwing








Alessa Vogler
Interim Head of Corporate
Development
2 years at Westwing



Jutta Rumpel
Head of Corporate
Development
(on maternity leave)
0.5 years at Westwing

Based on the consumer love brand strategy and focus on inspirational eCommerce, the Westwing business model is superior to standard eCommerce retail models

		Westwing	Standard eCommerce
	Customer loyalty	High	Low
	Pricing power	High	Low
	Own collection share	High	Low
	Marketing model	Mainly Organic	Mainly Paid
	Marketing ratio	Moderate	High
	Profitability	High	Low

Strategy and Targets 2024/25



Targets 2024/25:

European Home & Living eCommerce consumer love brand at EUR 1 billion revenue



Westwing Customer Experience 2.0 will guide our path to 2024/25

Westwing Customer Experience 2.0

Double down on our **Creative & inspirational core**

- Westwing Collection
- Creative team
- Organic marketing
- Video & Live shopping
- AR/3D/CGI



Set the next level of **Order & post-order experience**

- Westwing Delivery Service
- Westwing Interior Design Service
- Personalization



Scale up **Business model & platform**

- Supplier partnerships
- Technology scale-up
- International profitability
- Warehouse capacity



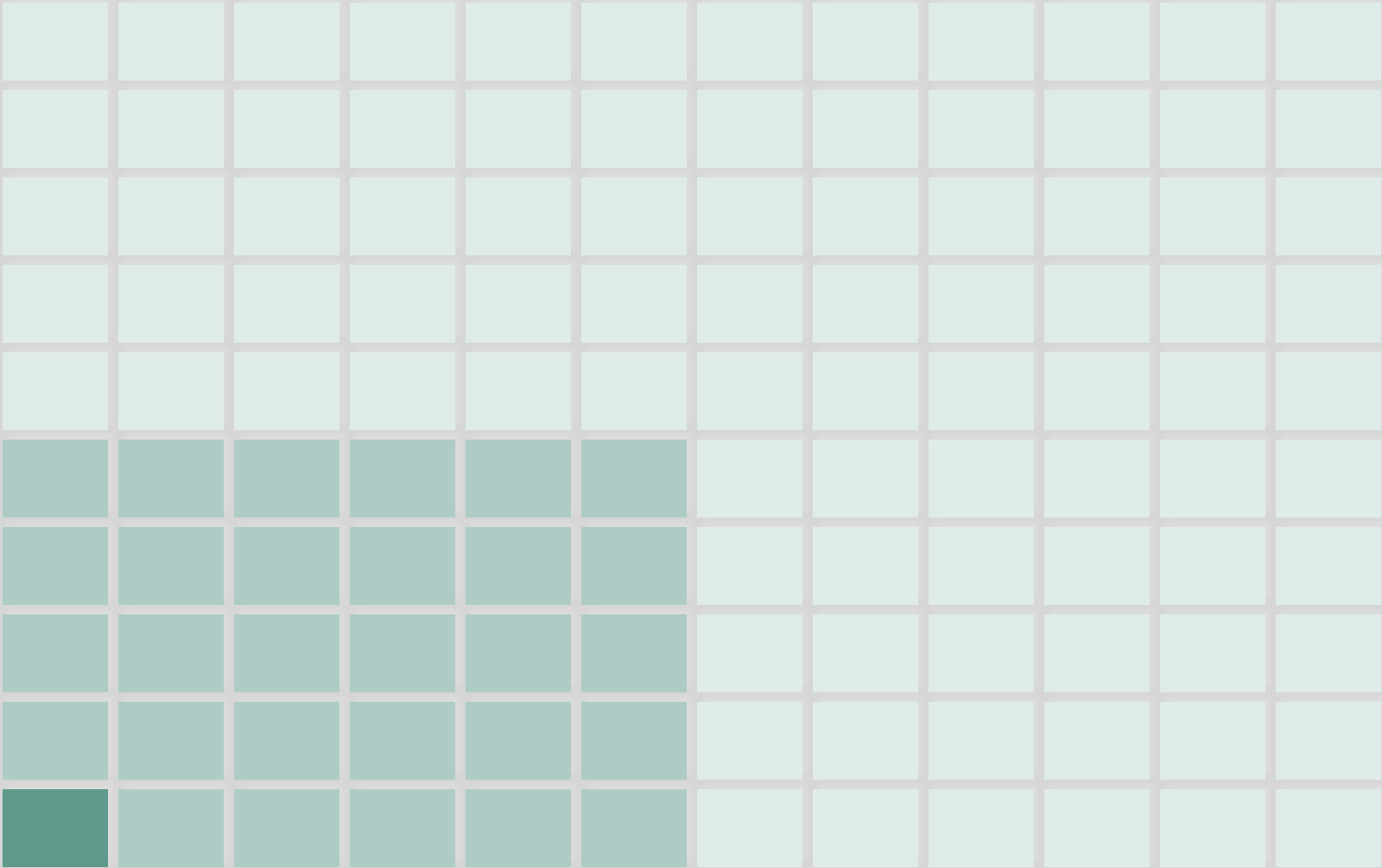
Deeply embed **Sustainability** into our operating model

The long-term opportunity is massive in our EUR 120 billion market – at EUR 1 billion we will have a market share of less than 1%

Total Home & Living
market EUR 120 billion

eCommerce
Home & Living market

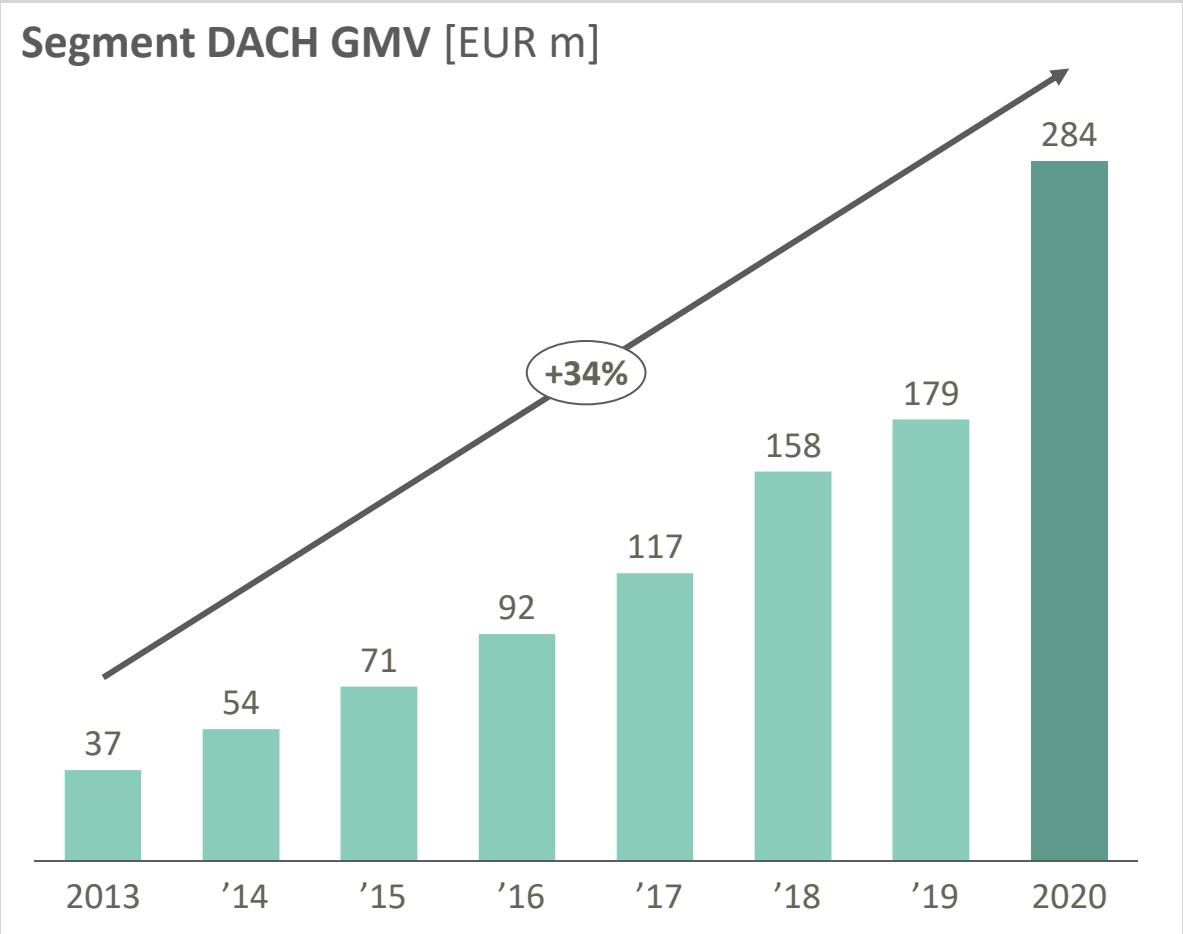
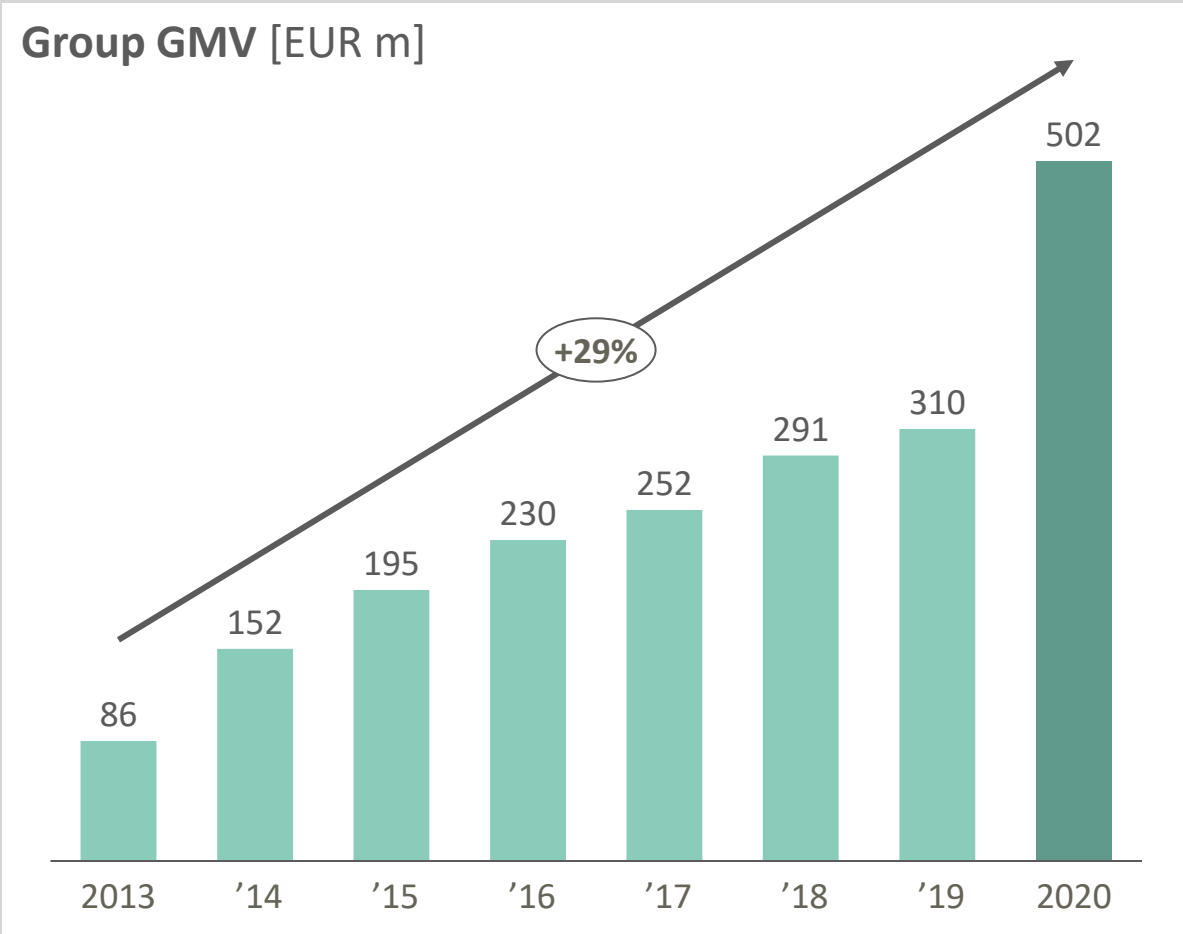
Westwing EUR 1 billion



Financials



Westwing has a record of strong growth

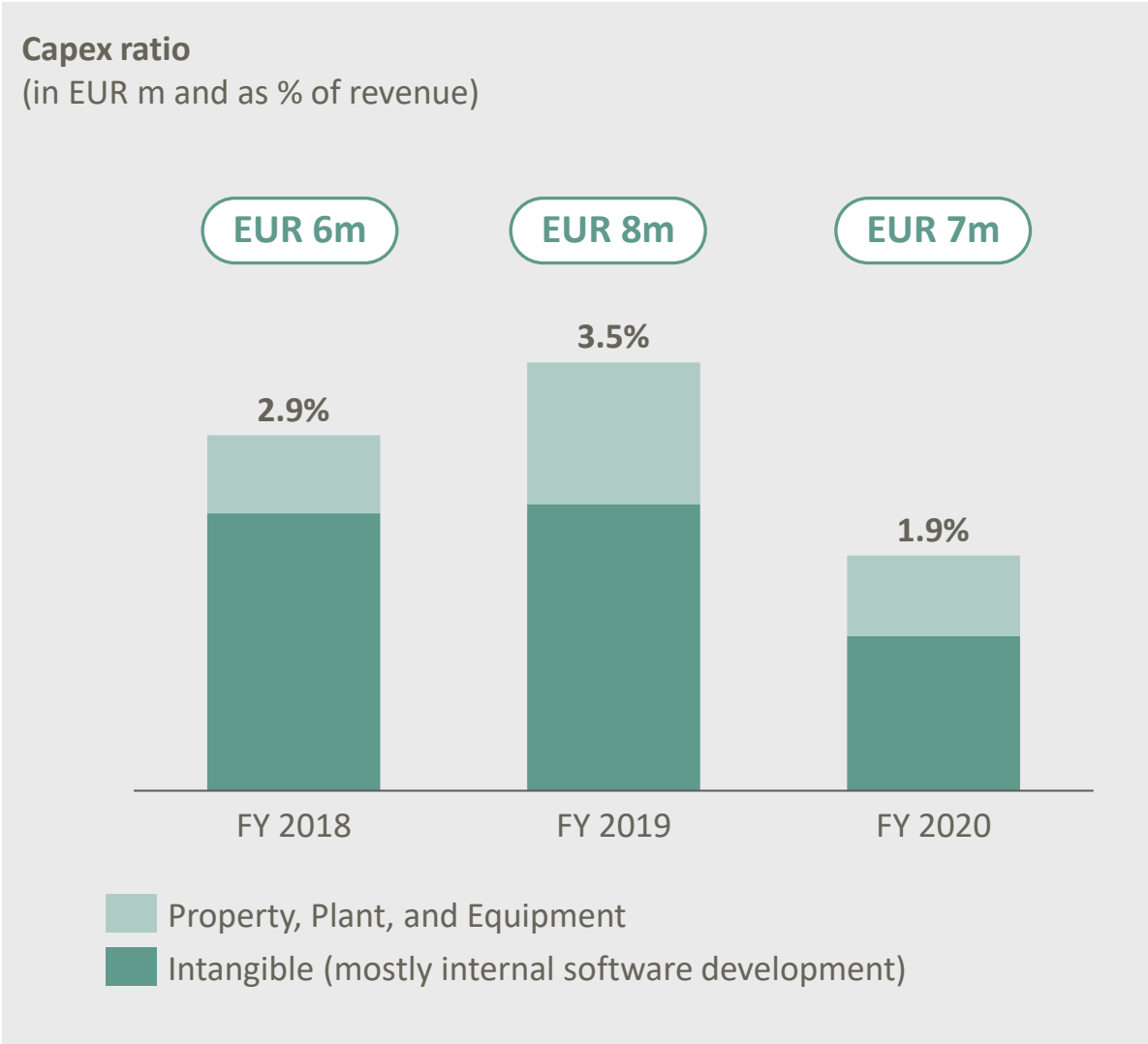
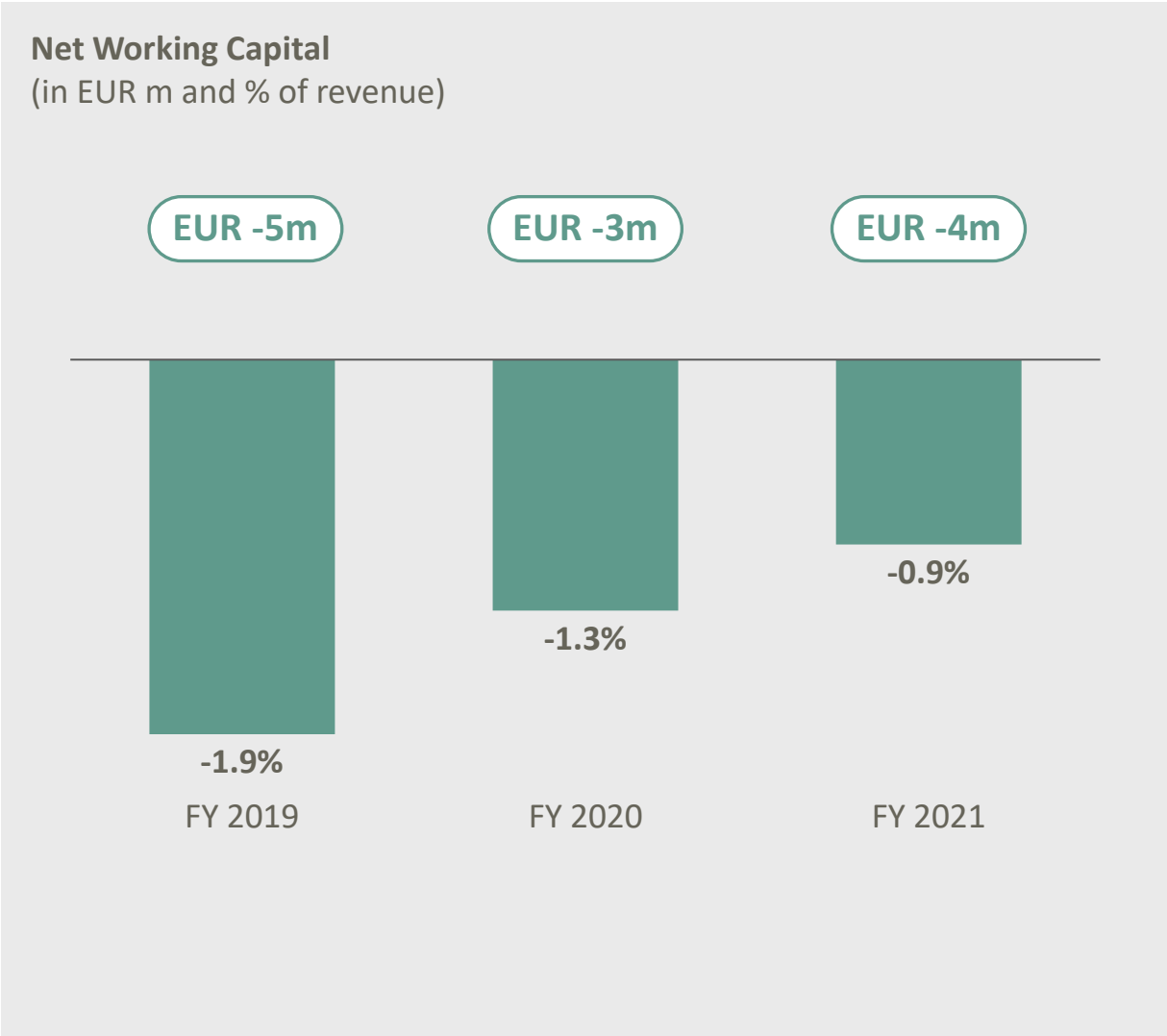


We are very profitable at an early stage, showing the power of our consumer love brand

[% of revenue]				
	FY 2019	FY 2020	Delta	
Contribution margin	21.4%	29.5%	+8.1%pts	Mostly structural improvements, driven by Westwing Collection combined with scale and efficiency gains in fulfillment
Marketing ratio	-8.6%	-7.1%	+1.5%pts	Consumer love brand results in attractive marketing ratio
G&A ratio ¹⁾	-20.0%	-13.3%	+6.7%pts	Operating leverage
D&A	3.4%	2.5%	-1.0%pts	
Adj. EBITDA	-3.8%	11.5%	+15.4%pts	
	EUR -10m	EUR 50m	EUR +60m	
Free Cash Flow	-8.3%	9.1%	+17.4%pts	Strong cash conversion based on low CAPEX and negative NWC
	EUR -22m	EUR 40m	EUR +62m	

Note: 1) Including other income and expenses; Adj. EBITDA is excluding (i) share-based compensation expenses, (ii) expenses for the restructuring of the Italian and French business.

Westwing's business model provides a very strong cash conversion based on negative net working capital and low CAPEX ratios



Note: All figures unaudited

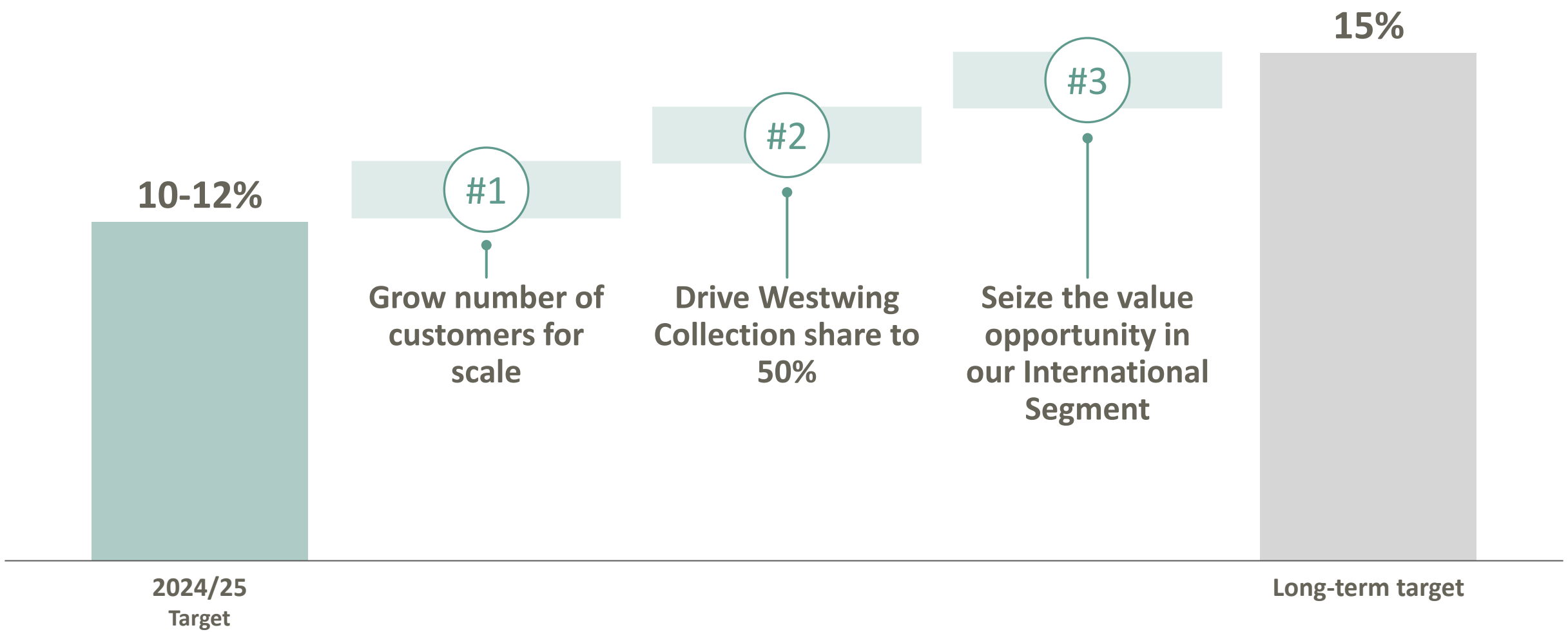
Financial outlook: The long-term target profitability is at 15% Adj. EBITDA

	FY 2021 <i>guidance</i> <i>As of March 29, 2021</i>	Targets 2024/25		NEW long-term target
Revenue	EUR 510-550m	EUR 1bn	➡	Outgrow eCommerce Home & Living market
Adj. EBITDA	8-10%	10-12%	➡	15%
CASH	NWC: Negative CAPEX: 2-3%	NWC: Negative CAPEX: 2-3%	➡	NWC: Negative CAPEX: 2-3%

Note: Adj. EBITDA is excluding (i) share-based compensation expenses, (ii) restructuring costs and (iii) other non-recurring effects.

There are three strategic drivers to realize our long-term target P&L

Adj. EBITDA [% of revenue, drivers illustrative]



Note: Adj. EBITDA is excluding (i) share-based compensation expenses, (ii) restructuring costs and (iii) other non-recurring effects.



Contact:

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Appendix



KPI overview

Group KPIs	Unit	Q1 2018	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021
Westwing Collection share	in % of GMV	13%	15%	18%	18%	21%	22%	27%	25%	25%	22%	26%	28%	31%
Active customers	in k	881	907	921	934	927	909	926	949	986	1,178	1,284	1,529	1,720
Number of orders	in k	611	555	507	726	591	492	539	805	675	1,051	874	1,474	1,268
Average basket size	in EUR	119	120	124	122	129	132	132	121	127	122	129	119	129
Average orders LTM per active customer	in #	2.6	2.6	2.6	2.6	2.6	2.6	2.6	2.6	2.5	2.6	2.7	2.7	2.7
Average GMV LTM per active customer	in EUR	302	305	307	312	318	322	326	327	324	325	330	328	337
GMV	in EUR m	72	67	63	89	76	65	71	98	85	128	113	175	164
Mobile visit share	in %	72%	73%	74%	74%	75%	76%	77%	76%	76%	79%	80%	79%	79%

KPI definitions

Westwing Collection share	GMV share of Westwing Collection (formerly “Own & Private Label”): GMV of Westwing Collection business as % of GMV Group in the same reporting period
Active customers	A customer who has made a valid order within the last 12 months
Number of orders	Total number of valid orders (excluding failed and cancelled orders) of a reporting period
Average basket size	Weighted average value of an order: GMV divided by total number of orders of the same reporting period
Average orders LTM per active customer	Total number of orders of the last 12 months divided by active customers of a reporting period
Average GMV LTM per active customer	GMV of the last 12 month divided by active customers
GMV	Gross Merchandise Volume: Value of all valid customer orders placed of a reporting period (i.e. excluding cancelation and VAT, but including returns).
Mobile visit share	Share of daily unique visits per platform via mobile devices (tablets and smartphones) as % of all daily unique visits per platform of a reporting period

Note: All figures unaudited.

Consolidated income statement

EUR m, in % of revenue, unaudited	FY 2019	FY 2020	Q1 2020	Q1 2021
Revenue	267	433	68	138
Cost of Sales	-148	-219	-36	-68
Gross profit	119	214	32	70
Fulfilment expenses	-63	-86	-15	-27
Marketing expenses	-23	-31	-6	-10
General and administrative expenses	-65	-65	-15	-19
Other operating expenses	-2	-4	-1	-0
Other operating income	1	3	1	0
Operating result	-33	31	-5	14
Financial result	-4	-4	-1	-1
Result before income tax	-37	28	-6	13
Income tax expense	-1	2	-0	-2
Result for the period	-38	30	-6	11
Reconciliation to Adj EBITDA				
Operating result (EBIT)	-33	31	-5	14
Share-based compensation expenses	11	8	2	3
Restructuring France and Italy	2	-0	-0	-0
D&A	9	11	2	3
Adj. EBITDA	-10	50	-1	20
Adj EBITDA margin (%)	-3.8%	11.5%	-1.8%	14.2%

Note: All figures unaudited. Adj EBITDA is excluding (i) share-based compensation expenses, (ii) expenses for the restructuring of the Italian and French business. Previous-year figures for share-based compensation restated according to IAS 8.

Adjusted income statement

EUR m, in % of revenue, unaudited	FY 2019	FY 2020	Q1 2020	Q1 2021
Revenue	267	433	68	138
<i>Revenue Growth YoY</i>	5.3%	62.0%	10.0%	104.9%
Cost of Sales	-148	-219	-36	-68
Gross Profit	119	214	32	70
Gross Margin	44.6%	49.4%	46.7%	50.6%
Fulfillment expenses	-62	-86	-15	-27
Contribution profit	57	128	16	43
Contribution margin	21.4%	29.5%	24.3%	31.2%
Marketing expenses	-23	-31	-6	-10
General and administrative expenses	-52	-57	-13	-17
Other operating expenses	-2	-4	-1	-0
Other operating income	1	3	1	0
Depreciation and Amortization	9	11	2	3
Adj EBITDA	-10	50	-1	20
Adj EBITDA Margin	-3.8%	11.5%	-1.8%	14.2%

Note: All figures unaudited. Adj EBITDA is excluding (i) share-based compensation expenses, (ii) expenses for the restructuring of the Italian and French business.

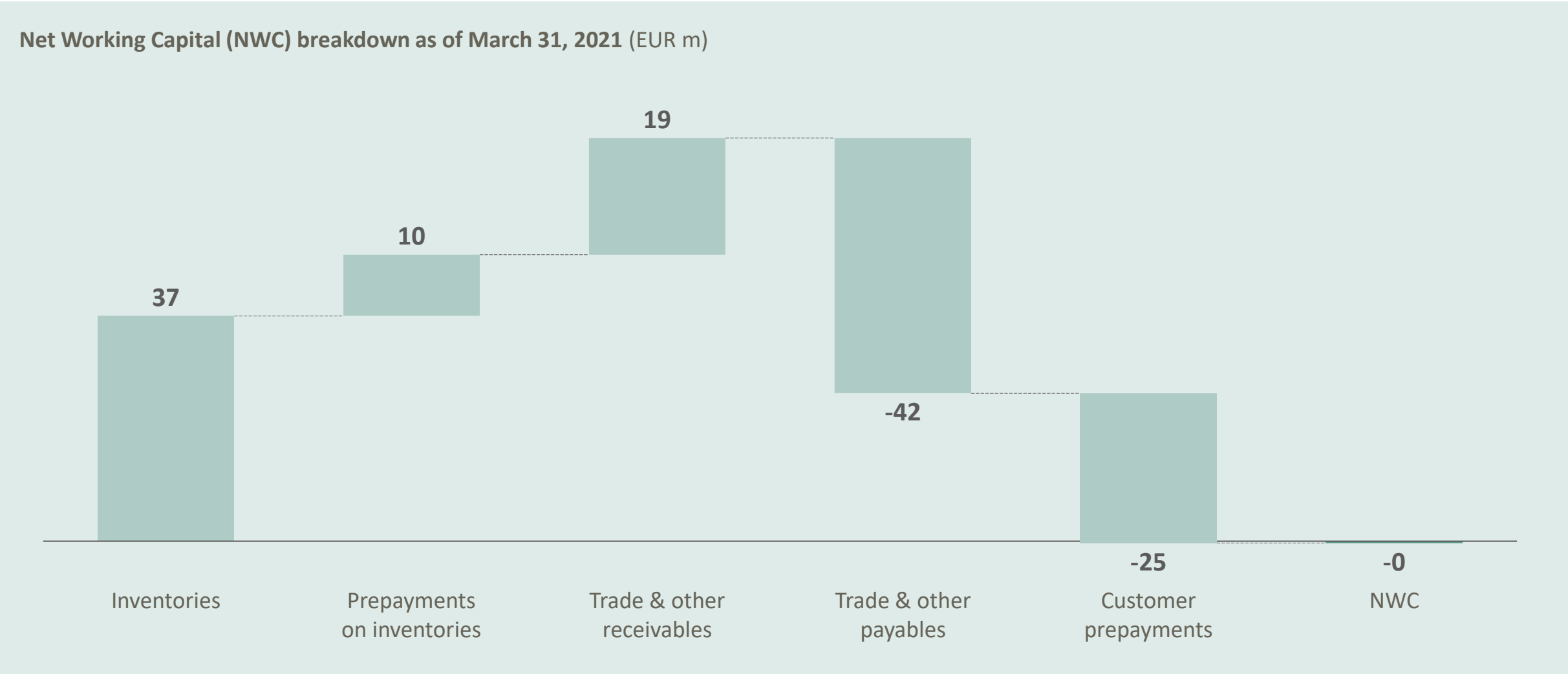
Segment reporting

DACH in EUR m, unaudited	FY 2019	FY 2020	Q1 2020	Q1 2021
Revenue	151	243	38	79
YOY Growth (in %)	14%	60%	12%	110%
Adj. EBITDA	0	41	1	16
Adj. EBITDA Margin (in %)	-0.3%	16.9%	2.4%	19.9%

International in EUR m, unaudited	FY 2019	FY 2020	Q1 2020	Q1 2021
Revenue	116	190	30	59
YOY Growth (in %)	-4%	64%	7%	98%
Adj. EBITDA	-9	9	-2	4
Adj. EBITDA Margin (in %)	-8.1%	4.8%	-6.7%	6.7%

Note: All figures unaudited. Adj EBITDA is excluding (i) share-based compensation expenses, (ii) expenses for the restructuring of the Italian and French business.

Net Working Capital Bridge



Note: All figures unaudited.

Issued share capital

Share Information *as of March 31, 2021*

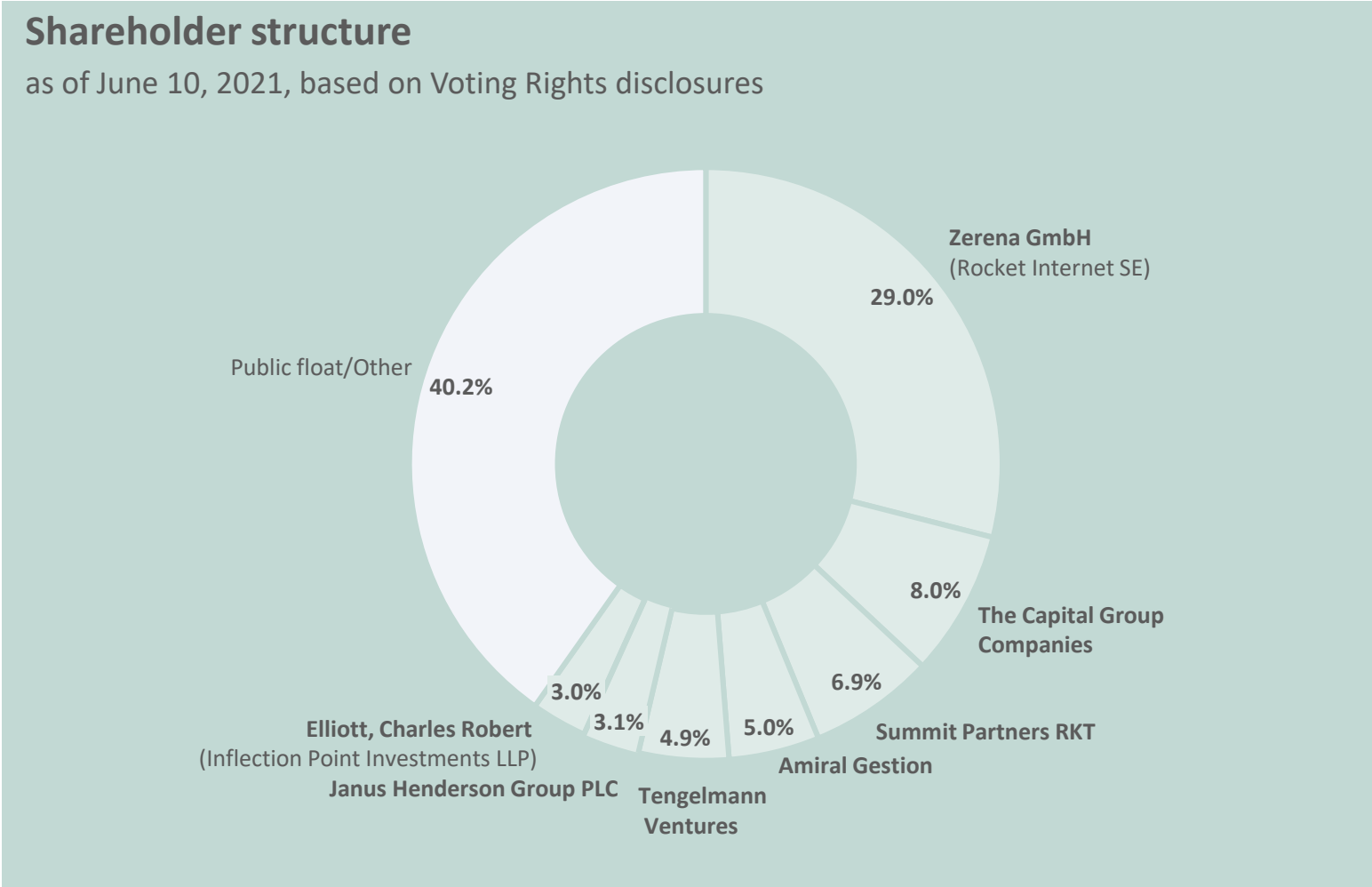
Type of Shares	Ordinary bearer shares with no-par value (Stückaktien)
Stock Exchange	Frankfurt Stock Exchange
Market Segment	Regulated Market (Prime Standard)
Number of Shares issued	20,903,968
Issued Share Capital	EUR 20,903,968
Treasury Shares	538,250

Stock Option Programs *as of March 31, 2021*

Program	# of options outstanding	Weighted average exercise price (EUR)
VSOP 2019 ⁽¹⁾	818,000	1.00 ⁽¹⁾
LTIP 2019 ⁽²⁾	1,948,200	19.30 ⁽²⁾
LTIP 2016	150,600	0.01
Other	950,500	9.38
Total	3,867,300	12.24

Note: All figures unaudited. (1) VSOP 2019 is a virtual, cash-settled option program which is capped at EUR 19.00, vesting end of 2022. (2) LTIP 2019 vesting end of 2022.

Westwing Shareholder structure



Upcoming Events

Date	Event
August 5, 2021	Annual General Meeting
August 12, 2021	Publication of Q2 2021 results
September 17, 2021	Citi: Mid-Cap & Growth Conference 2021
September 20, 2021	Berenberg: German Corporate Conference
September 22, 2021	Baader: Investment Conference Small Cap Day
November 11, 2021	Publication of Q3 2021 results

Our mission
“To inspire and make every home a beautiful home.”

