



**ABOUT YOU<sup>®</sup>**  
**COMPANY PRESENTATION**

March 2024

It's ABOUT YOU | [aboutyou.com](https://aboutyou.com)

# AGENDA

01

INTRODUCTION AND VISION

02

COMPANY HIGHLIGHTS

03

PLANET | PEOPLE | PROGRESS

04

Q3 23/24 BUSINESS AND FINANCIAL UPDATE

05

OUTLOOK

06

APPENDIX





**INTRODUCTION AND VISION**



# WELCOME TO ABOUT YOU<sup>®</sup>



**HANNES WIESE**

Co-Founder & Co-CEO,  
Operations & Finance



**TAREK MÜLLER**

Co-Founder & Co-CEO,  
Marketing & Brand



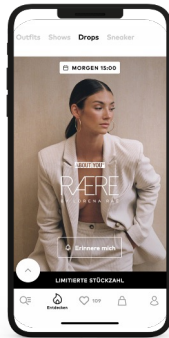
**SEBASTIAN BETZ**

Co-Founder & Co-CEO,  
Tech & Product

**WE MADE IT  
OUR MISSION TO  
DIGITIZE THE  
OFFLINE SHOPPING  
STROLL FOR GEN Y&Z**

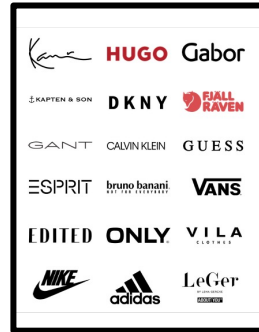


# OUR VISION: BECOME THE GLOBAL #1 FASHION PLATFORM



## DIGITAL SHOPPING STROLL

Personalization and inspiration as key engagement driver



## INCREMENTAL REVENUE

Brand partners gain new customers and revenue through us



## SOFTWARE AS A SERVICE BUSINESS

Retailers and brands become more successful digitally with our software

# HIGHLIGHTS OF FY 22/23



**1,904.6**

EUR M

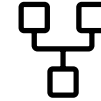
Group revenue



**>73%**

SINCE FY 14/15

CAGR



**46% | 45% | 10%**

DACH ROE TME

Revenue split<sup>1</sup>



**79% | 21%**

1P 3P

Revenue split



**>45M**

Monthly  
active users



**~3,800**

# of brands



**~80%**

Female customers



**~80%**

Of customers  
below 45



**1,283**

# of permanent  
FTEs

1. Based on sum of total segment revenues

A group of models in various outfits walking on a runway set with scaffolding. The models are wearing a variety of styles, including a black leather jacket and shorts, a long black dress, a light-colored coat, a grey suit, a black sequined dress, and a black dress with a white top. The background is a complex metal scaffolding structure.

# COMPANY HIGHLIGHTS

DATA AS OF MAY 2023



# COMPANY HIGHLIGHTS

**1** HUGE ONLINE FASHION MARKET

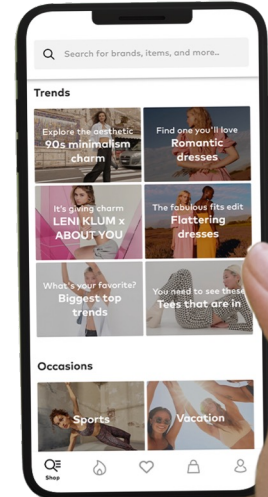
**2** INFLUENCER-LED DISCOVERY PROPOSITION

**3** OUTSTANDING COMPANY GROWTH

**4** EXCEPTIONAL CUSTOMER RETENTION

**5** UNIQUE SAAS/B2B BUSINESS

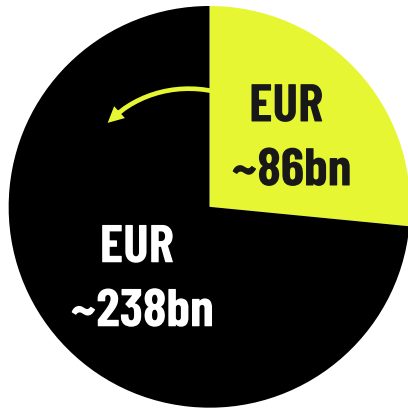
**6** MULTIPLE FUTURE GROWTH LEVERS



# STILL EARLY DAYS: ONLINE FASHION REMAINS A HUGE OPPORTUNITY

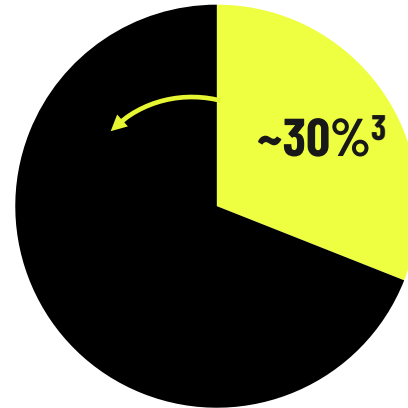
## LARGE AND GROWING MARKET<sup>1</sup>

- European online fashion
- European offline fashion



## STILL FRAGMENTED AND CONSOLIDATING

- Top 10<sup>2</sup> online fashion players



- ABOUT YOU<sup>®</sup>
- Alibaba.com
- amazon
- ASOS
- boohoo
- Boozt
- ebay
- SHEIN
- Veepee
- zalando

1. Euromonitor, volumes as of 2022, annual growth 2021-2022, excl. Russia; 2. Other players (~70%) include generalists that also sell fashion; calculated by taking into account companies' European sales divided by 2022A market size (excl. VAT) provided by Euromonitor; ABOUT YOU, Asos and Boohoo calendarized to December 2022A; ABOUT YOU excl. TME revenue; Zalando revenue defined as GMV excluding VAT and excluding ZFS and ZMS revenue for market share calculation purposes, given sole focus on B2C fashion offering; Amazon based on European apparel and footwear e-commerce sales as per Euromonitor (excl. VAT); 3. Based on European online fashion sales for online pure players, excl. Russia

# THE ABOUT YOU BRAND



## MOBILE BORN

**>85%**

Mobile revenue share<sup>1</sup>

**≥4.7**

App store rating<sup>2</sup>



## INFLUENCER-DRIVEN

**>1,000**

Collaborations / month<sup>3</sup>



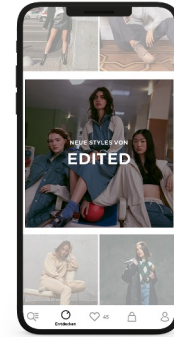
## VIBRANT COMMUNITY

**>74%**

Organic revenue<sup>4</sup>

**>45M**

Monthly users<sup>5</sup>



## UNIQUE ASSORTMENT

**~3,800**

Top brands<sup>6</sup> and exclusive Own Labels and celebrity COOPs

1. As of FY 22/23, based on revenue share of all markets for app, mobile web, and tablet. Based on Google Analytics and Adjust; 2. As of March 29, 2023; 3. Monthly average in FY 2022/2023; 4. Refers to revenue from non-paid traffic sources, i.e., direct traffic, organic search, and referrals and CRM, per FY 22/23 ( March 1, 2022 – February 28, 2023), all markets, based on Google Analytics and Adjust); 5. Refers to unique active users per month, accounting for cross-device usage, as per May 2022, all markets, all devices, based on Google Analytics & Adjust; 6. As of FY 22/23, excl. Second Love items



# OUR FOCUS IS ON ENABLING ONLINE DISCOVERY FASHION USE CASES



**"I NEED THE LEVI'S 501  
IN SIZE 27/30."**

Online retailer with wide  
range of products

**1st Gen E-Commerce**



**"I AM LOOKING FOR  
THE PERFECT PAIR OF JEANS."**

Traditional online  
fashion platform

**2nd Gen E-Commerce**



**"I WANT TO  
EXPERIENCE FASHION."**

**ABOUT YOU<sup>®</sup>**

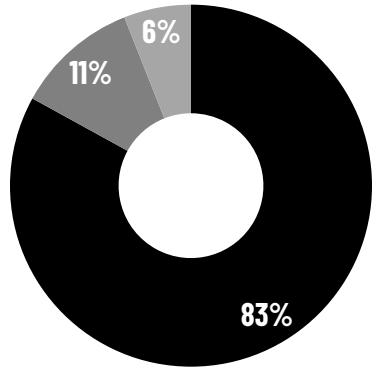
**3rd Gen E-Commerce**

TRANSACTIONAL

DISCOVERY

# OUR CUSTOMERS ARE PRIMARILY USING SMARTPHONES, FEMALE, AND YOUNG

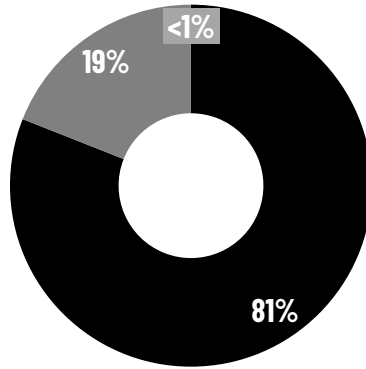
## CUSTOMER DEMOGRAPHICS<sup>1</sup>



■ App ■ Mobile ■ Desktop

### BY DEVICE

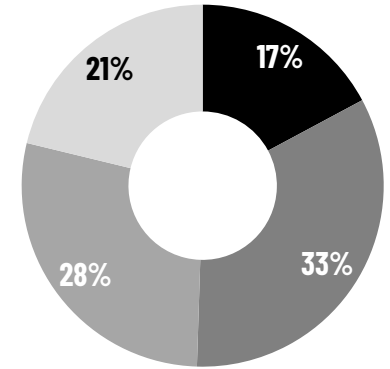
>90% portable devices



■ Female ■ Male ■ Diverse

### BY GENDER

~80% female customers



■ ≤24 ■ 25-34 ■ 35-44 ■ 45+

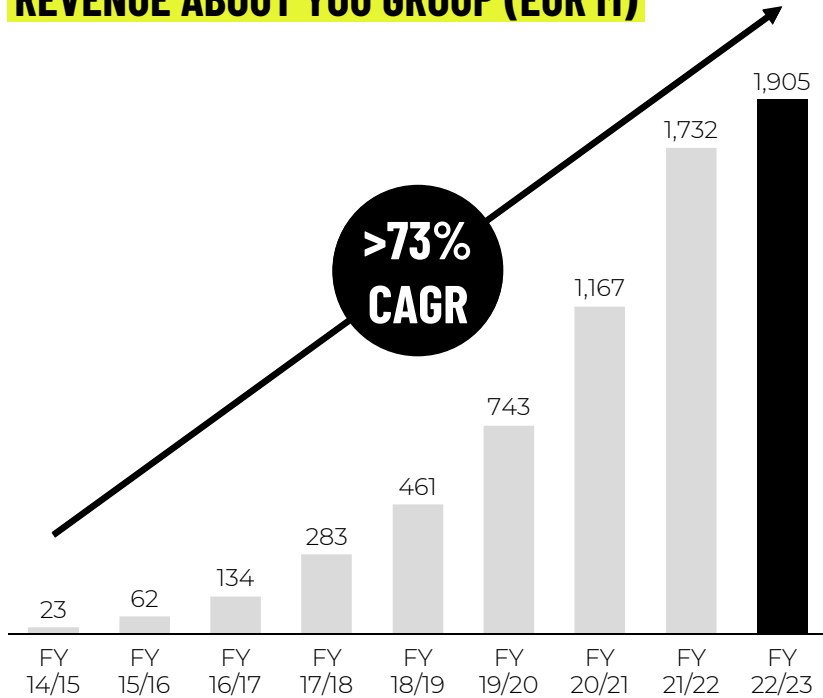
### BY AGE

~80% of customers<sup>2</sup>  
below 45 years old

1. Splits by number of sessions, defined as user sessions across all countries excluding sessions without interaction, without customers whose age and / or gender is not available, across all devices, period from March 1, 2022 to February 28, 2023, percentages may be subject to rounding differences; 2. Defined as customers whose age is available according to their ABOUT YOU accounts

# WE HAVE DELIVERED STRONG GROWTH SINCE LAUNCHING IN 2014

REVENUE ABOUT YOU GROUP (EUR M)

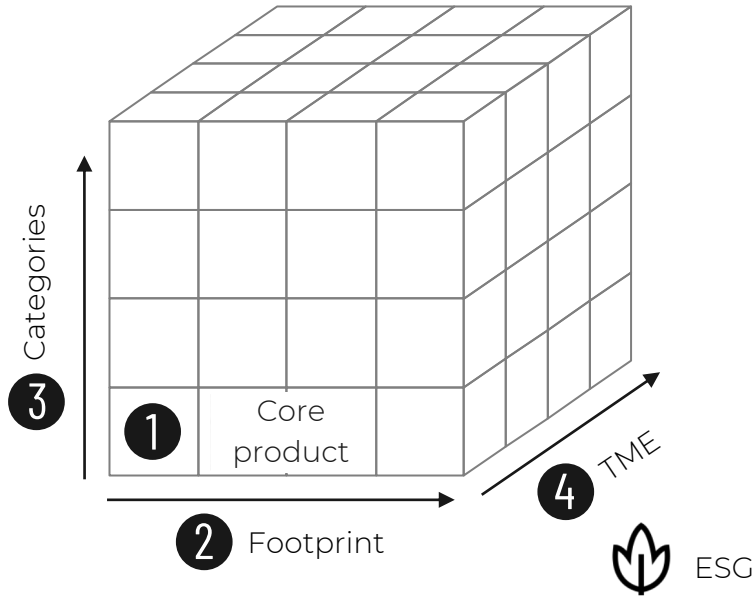


ABOUT YOU IS ACTIVE IN ALL KEY MARKETS IN CONTINENTAL EUROPE AND IN TOTAL SHIPS TO AROUND 100 COUNTRIES



# GROWTH STRATEGY TARGETS MASSIVE OPPORTUNITIES

## OUR GROWTH CUBE



## OUR GROWTH STRATEGY



Core product improvement



Footprint expansion



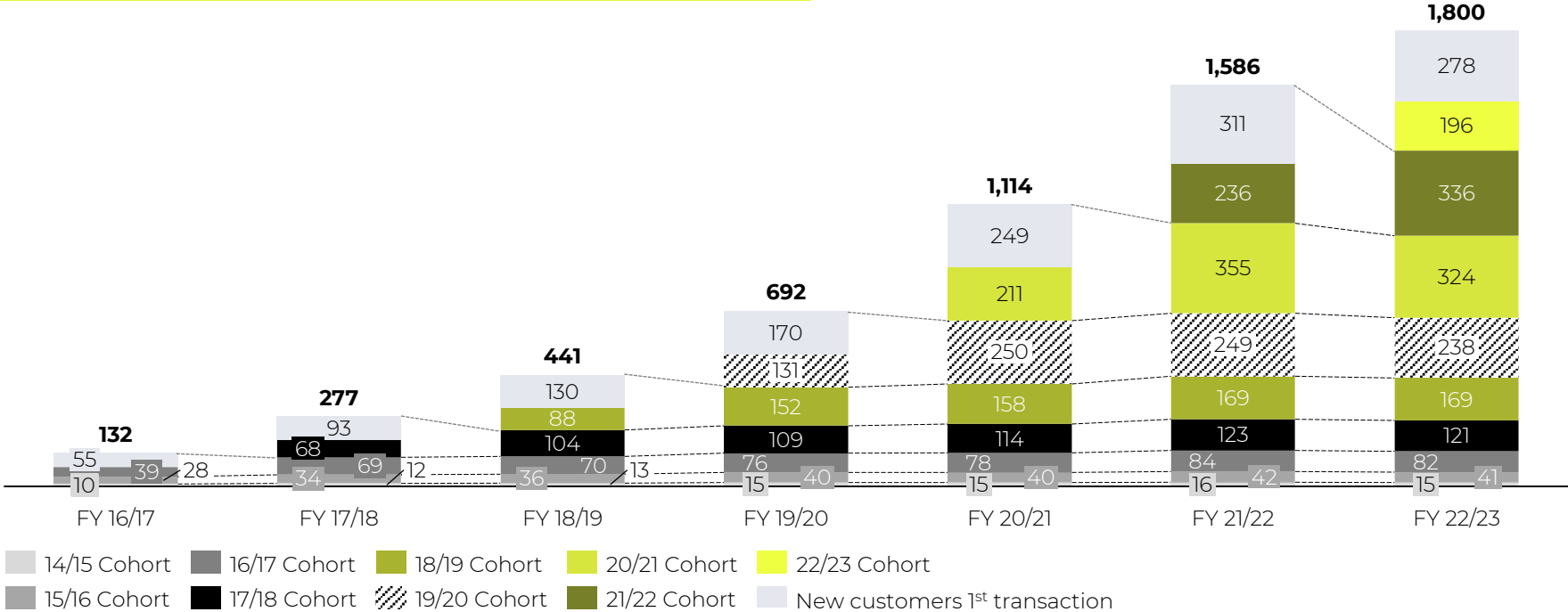
Category optimization



Scaling TME

# COHORT REVENUES REMAIN ABOVE PRE-PANDEMIC LEVELS

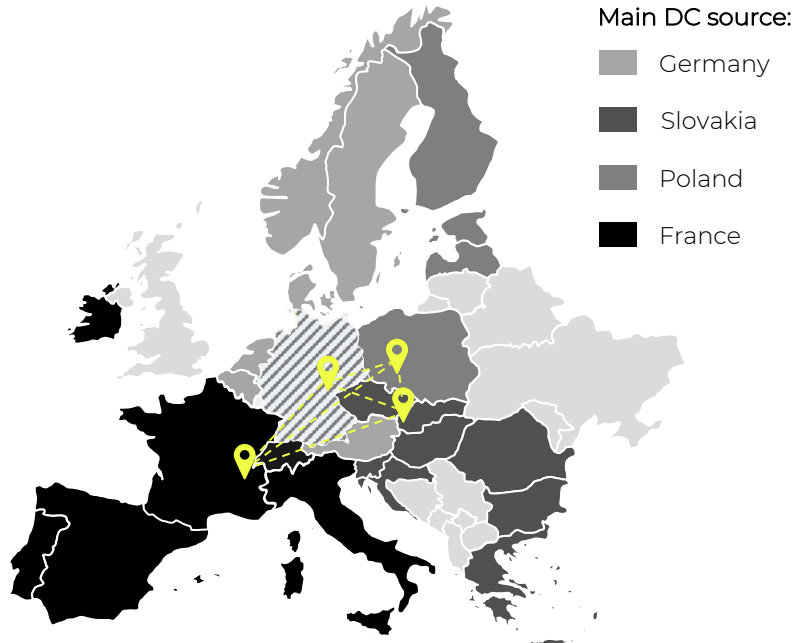
## ABOUT YOU COMMERCE REVENUE BY COHORT<sup>1</sup> (EUR M)



1. ABOUT YOU Commerce DACH and RoE countries, transactional revenue only, i.e., excluding internal and other revenue, including revenue from ABOUT YOU employee cohorts

# BUILDING A EUROPEAN DC NETWORK TO ENABLE SCALING

## ABOUT YOU DC NETWORK FUTURE SETUP

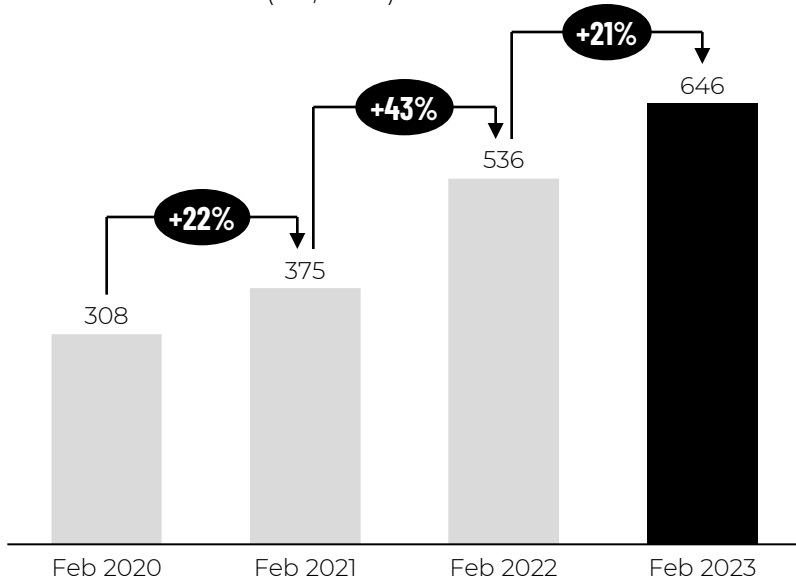


- **Integrated logistics network** run by proprietary technology
- **Four** main **distribution centers** and **two** main **returns centers**
- Cumulative capacity to serve **>EUR 3bn in revenue**
- Local carrier shipping to **all key markets in Continental Europe**
- **In total**, shipping to around **100 countries worldwide** with the help of ABOUT YOU Global Shipping

# CATEGORIES: OUR OFFERING CONTINUES TO GROW STRONGLY

## ITEM COUNT CONTINUES TO GROW STRONGLY

Total item count<sup>1</sup> (#k, BoP)



## GROWING AND DESIRABLE ASSORTMENT

~3,800 brands



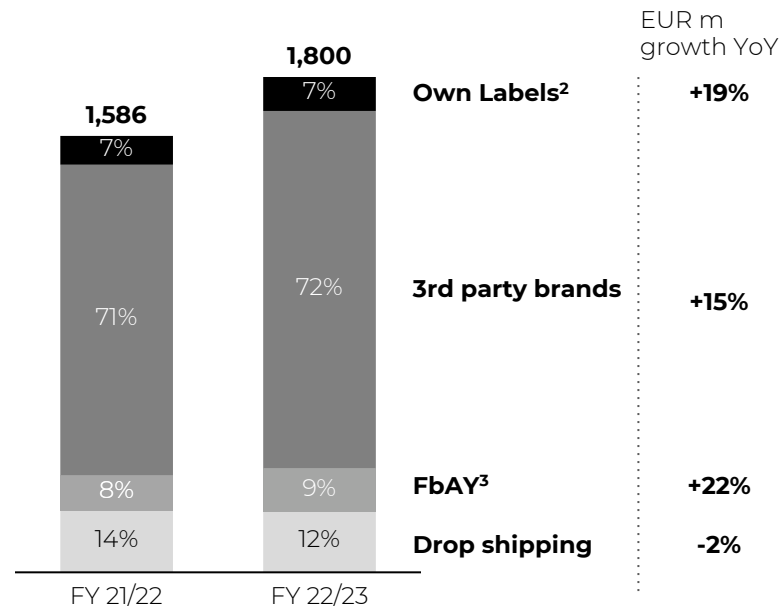
1. Total items online per end of February for the respective years, based on data from Germany, including 1P and 3P and excluding Second Love items

# HYBRID 1P/3P MODEL FOR OPTIMIZED UNIT ECONOMICS

## ABOUT YOU OPERATING MODELS

	OWN INVENTORY (1P)		THIRD-PARTY INVENTORY (3P)	
	Own Labels	3 <sup>rd</sup> party brands	FbAY <sup>2</sup>	Drop shipping
Sourcing	<b>ABOUT YOU<sup>®</sup></b>	Partner	Partner	Partner
Ownership	<b>ABOUT YOU<sup>®</sup></b>	<b>ABOUT YOU<sup>®</sup></b>	Partner	Partner
Fulfillment	<b>ABOUT YOU<sup>®</sup></b>	<b>ABOUT YOU<sup>®</sup></b>	<b>ABOUT YOU<sup>®</sup></b>	Partner
Selling	<b>ABOUT YOU<sup>®</sup></b>	<b>ABOUT YOU<sup>®</sup></b>	<b>ABOUT YOU<sup>®</sup></b>	<b>ABOUT YOU<sup>®</sup></b>

## OPERATING MODEL REVENUE<sup>1</sup> SHARE (EUR M, %)



1. ABOUT YOU Commerce DACH and RoE countries, transactional revenue only, i.e. excluding internal and other revenue; 2. From FY 22/23 onward, carved-out brands that run through the FbAY model (e.g. LeGer) are no longer included in Own Labels; 3. FbAY: fulfilment by ABOUT YOU; includes consignment and other operating models where ABOUT YOU assumes responsibility for logistics








# OUR TME SEGMENT GENERATES HIGH-MARGIN B2B REVENUE

## B2B RATIONALE TRANSLATING INTO TME SEGMENT

- **ABOUT YOU Commerce** business creates **unique assets** (software, reach, infrastructure)
- Assets can be **monetized in B2B** with Tech, Media and Enabling (TME) products
- Resulting revenue streams are **high-margin, incremental, and defensible**
- Supplier-services from ABOUT YOU Commerce ecosystem (commerce-adjacent)
- Stand-alone SaaS/B2B products to external enterprise customers (SCAYLE branded)

## TME REVENUE BY STREAM AND BRAND

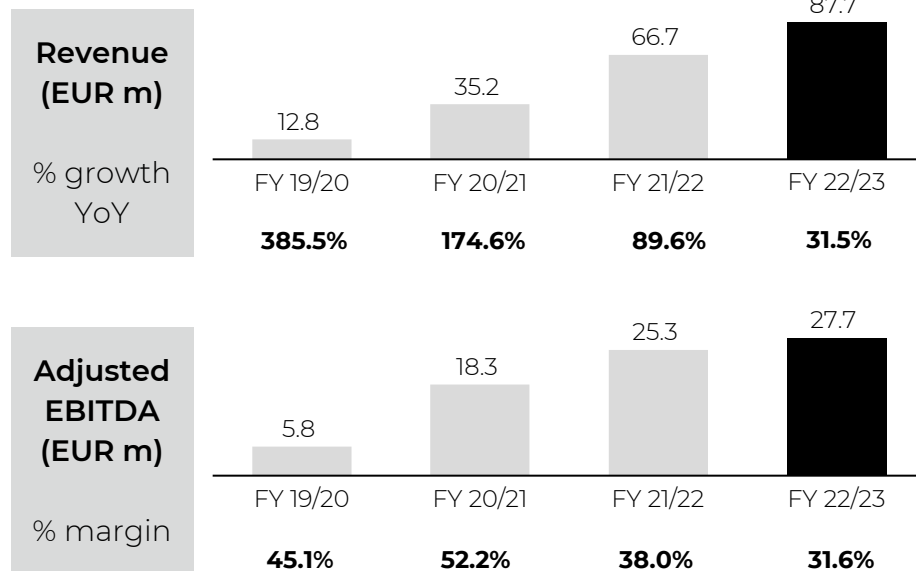
(LTM, illustrative)

	 Commerce-related revenues	 Independent B2B revenues
TECH		
MEDIA		
ENABLING		

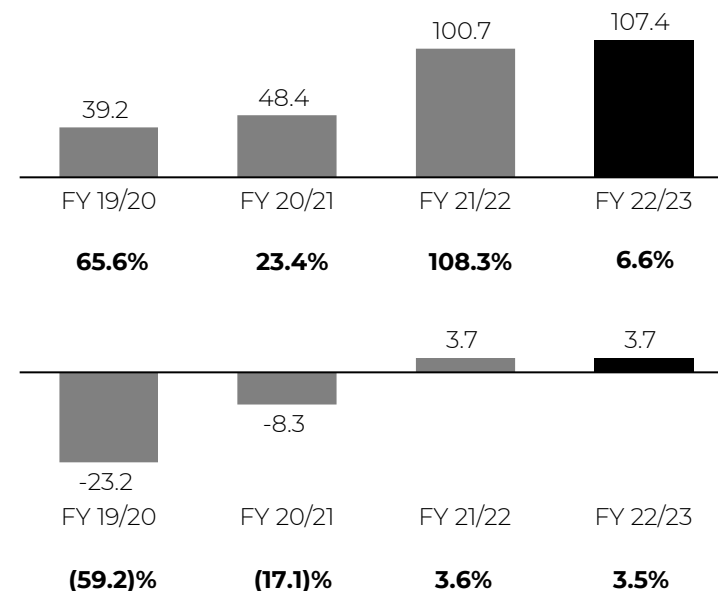


# TME GROWTH FUELED BY PROFITABLE SCAYLE BUSINESS

## SCAYLE<sup>1</sup>



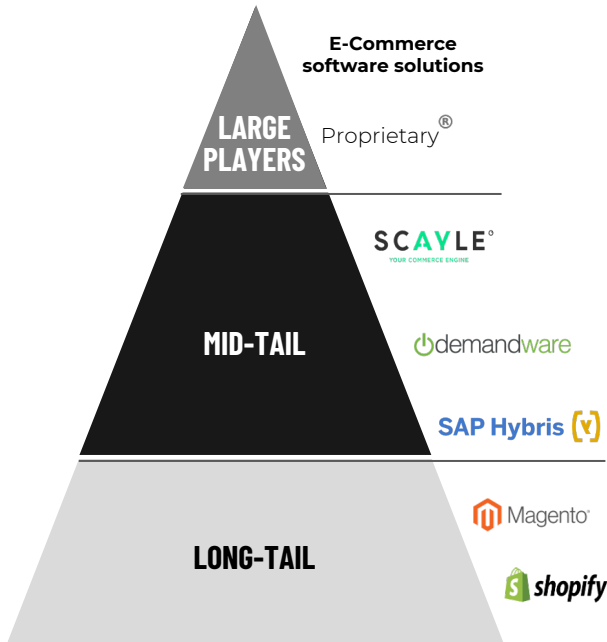
## COMMERCE-ADJACENT<sup>2</sup>



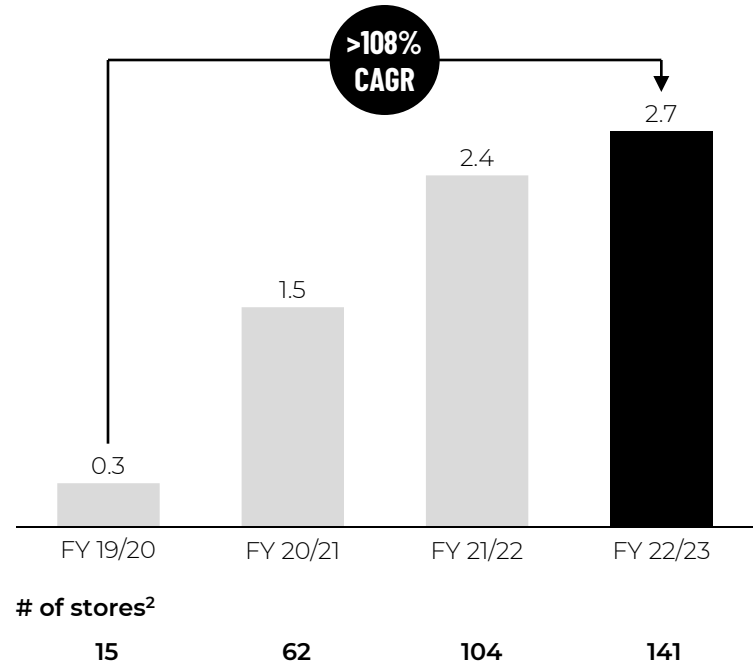
1. Tech and operations services for external and internal enterprise customers (rendered independent of ABOUT YOU Commerce); 2. Media and fulfillment services for external and internal enterprise customers (rendered as part of ABOUT YOU Commerce)

# SCAYLE EXPLOITS A HUGE SAAS/B2B OPPORTUNITY

## SCAYLE ONLINE MARKET STRUCTURE



## EXT. TRANSACTION VOLUME<sup>1</sup> POWERED BY SCAYLE (EUR BN)



1. SCAYLE enterprise customer gross transaction volume, i.e., before returns and including VAT; 2. Domains powered by SCAYLE live per end of the respective period

# SCAYLE ENTERPRISE CUSTOMERS<sup>1</sup> BY VERTICAL (SELECTION)

## FASHION D2C

s.Oliver

Marc O'Polo<sup>®</sup>

TOM TAILOR

LASCANA  
IT'S A WOMAN'S WORLD

LIEBESKIND  
BERLIN

comma,

van Tilburg

LeGer  
BY LENA GERCKE

## FASHION MULTI BRAND

D  
DEICHMANN

snipes<sup>®</sup>

DEFSHOP.

WITT  
weiden

vanHaren

wäsche pur

ambria

Your  
Look  
...for less!

## MULTI CATEGORY

baur.

Quelle

UNITO

heine

creation

Ackermann

universal

Jelmoli

## LIFESTYLE BRANDS

fielmann



DEPOT

babywalz

babymarkt

KAPTEN & SON

OCHSNER  
SPORT



1. As of October 2023, incl. signed SCAYLE enterprise customers still in implementation stage

# DACH AND TME SEGMENTS CROSS-FINANCE GROWTH INVESTMENTS

**FY 22/23**

	Group	COMMERCE		B2B
		DACH	RoE	TME
Revenue <sup>1</sup> (EUR m)	1,905	916	900	195
% growth YoY	10%	9%	17%	17%
Adjusted EBITDA <sup>2</sup> (EUR m)	-137	14	-169	31
Adjusted EBITDA margin	-7%	2%	-19%	16%

Note: FY 22/23 ending on February 28, 2023; financials based on IFRS accounting with reconciliation from segment to Group

1. Reconciliation from segment to Group revenue of EUR -107.1m for FY 22/23; 2. Reconciliation from segment to Group adjusted EBITDA of EUR -13.2m for FY 22/23; EBITDA adjusted for (i) equity-settled share-based compensation expenses (FY 22/23: EUR -12.4m) (ii) one-time effects (FY 22/23: EUR -2.1m)

# PLANET | PEOPLE | PROGRESS

DATA AS OF MAY 2023



# COMMITTED TO AMBITIOUS ESG GOALS

## PLANET



- Delivering on science-based targets by FY 25/26
- Increasing our more sustainable product revenue to >25% by FY 23/24
- Growing our more sustainable Own Label apparel products to >75% by FY 25/26
- Scaling our Second Love assortment to >1m products by FY 25/26

## PEOPLE



- Improving our ESG due diligence processes to reduce social and environmental risks
- Increasing our supply chain transparency to 100% of our Own Label tier 1 & 2 factories by FY 23/24
- Bringing the proportion of women employees at all lead levels into a 40-60% target corridor by FY 25/26 while embracing DE&I inside and outside the company

## PROGRESS



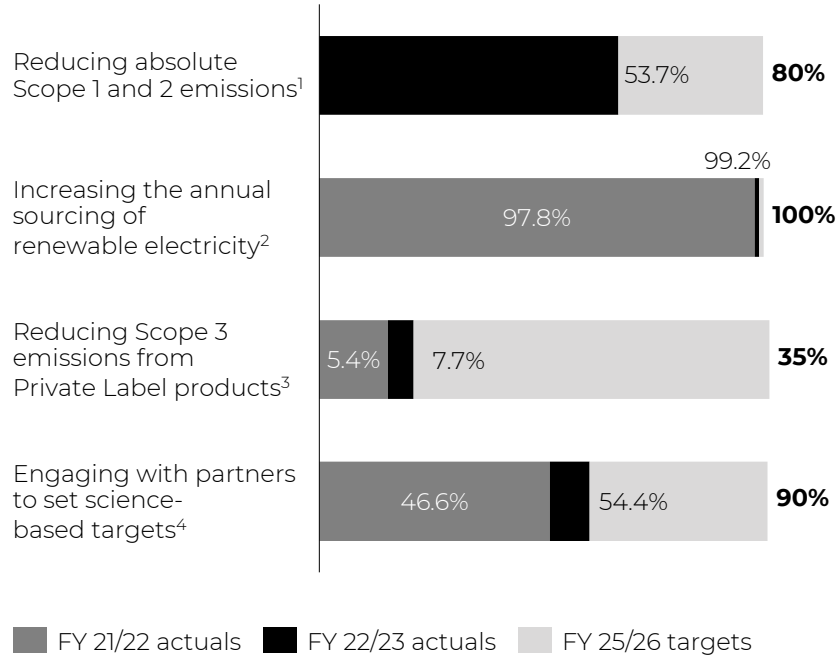
- Maintaining a consistent and continuous ESG strategy, whilst remaining flexible enough to recalibrate when needed
- Establishing effective governance structures to manage increasing complexity efficiently
- Measuring progress by utilizing ESG frameworks
- Building worthwhile partnerships to multiply our impact



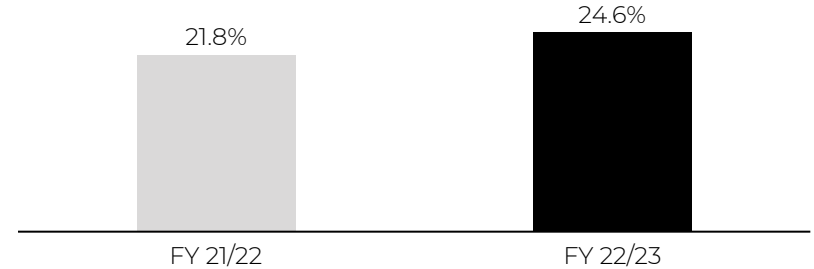


# PLANET: PROGRESS IN MANAGING ENVIRONMENTAL IMPACT

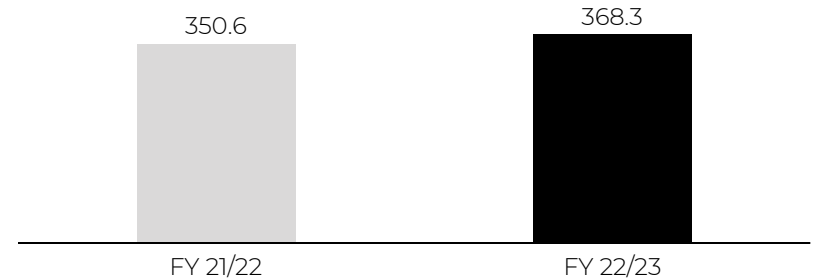
## ADVANCES IN OUR SCIENCE-BASED TARGETS



## MORE SUSTAINABLE PRODUCT REVENUE<sup>5</sup> (%)



## SECOND-HAND ITEMS AVAILABLE ONLINE (#K)



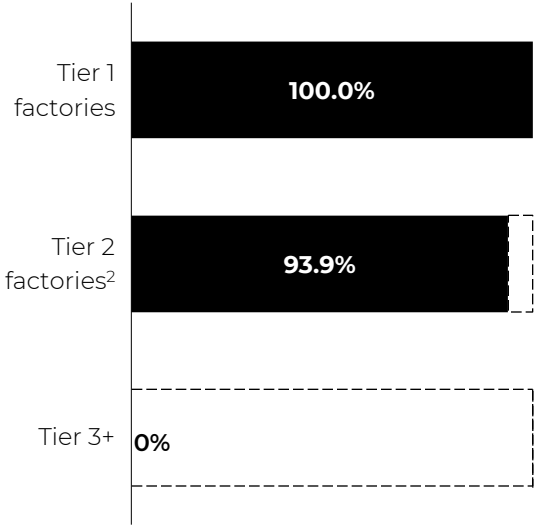
1. From a FY 19/20 base year, FY 21/22 values have been restated in FY 22/23, FY 22/23 showed an increase vs. FY 21/22; 2. As a percentage of total electricity sourced, FY 21/22 values have been restated in FY 22/23; 3. Per unit of value-added from a FY 19/20 base year; 4. In % by GHG emissions, covering purchased goods & services and transportation & distribution; 5. In core assortment which excludes home, living, accessories, and beauty.

# PEOPLE: DUE DILIGENCE, TRANSPARENCY, AND DE&I<sup>1</sup>

## ESG DUE DILIGENCE FRAMEWORK OFFERS A **STRUCTURED APPROACH**

## ADVANCES IN **OWN LABEL SUPPLY CHAIN TRANSPARENCY**

## **STRONG DE&I METRICS** FOR ABOUT YOU EMPLOYEES



**51.1%** Women in leadership positions

**30.3%** Women in tech roles

**29.6%** International representation

1. DE&I stands for diversity, equity and inclusion; 2. Our internal tier 2 factory transparency is 93.9% by total procurement costs via the respective direct supplier. We published 87.2% of tier 2 factories on the Open Supply Hub. Some of our direct suppliers vetoed our publishing of their upstream factories.

# PROGRESS: OUR ESG STRATEGY IS BUILD ON GOVERNANCE STRUCTURES AND COLLABORATION

## ESG STRATEGY TO TRANSITION CORE AREAS OF OUR BUSINESS AND INCREASING IMPACT



## EFFECTIVE GOVERNANCE STRUCTURE WITH C-LEVEL REPORTING

- Co-CEO Operations and Finance oversees execution of ESG strategy
- Sustainability capacities are integrated into process-owning business units in our matrix organization
- A Corporate Sustainability team is responsible for topics spanning multiple teams as well as guidance and structure

## PARTNERSHIPS WITH LEADING INSTITUTIONS ARE ESSENTIAL FOR US TO MULTIPLY OUR IMPACT

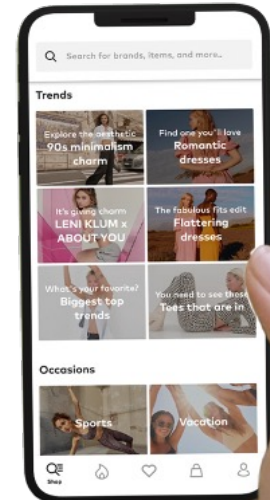


# Q3 23/24 BUSINESS AND FINANCIAL UPDATE

DATA AS OF JANUARY 2024

# Q3 23/24 KEY TAKEAWAYS

- 01** Strong increase in profitability with an adjusted EBITDA<sup>1</sup> of EUR 19.8m in Q3 23/24 (Q3 22/23: EUR -43.1m), while revenue remained broadly flat at EUR 551.9m (Q3 22/23: EUR 554.9m) despite a challenging market environment
- 02** Gross margin increase of 490bp to 40.3% (Q3 2022/2023: 35.4%) supported by self-help profitability measures and an improved inventory composition
- 03** Profitability improvements across all segments: DACH delivers a 4.3% adjusted EBITDA margin (Q3 22/23: -1.6%), Rest of Europe (RoE) at -4.5% (Q3 22/23: -17.6%), and Tech, Media, and Enabling (TME) at 38.3% (Q3 22/23: 15.6%)
- 04** High free cash flow generation of EUR 93.1m (Q3 22/23: EUR -32.8m) driven by improved EBITDA and working capital dynamics
- 05** Reiterating guidance for reaching adjusted EBITDA break-even in FY 23/24, narrowing the guided range for revenue growth to around the lower end of +1% to +11% YoY due to a persistently volatile market environment

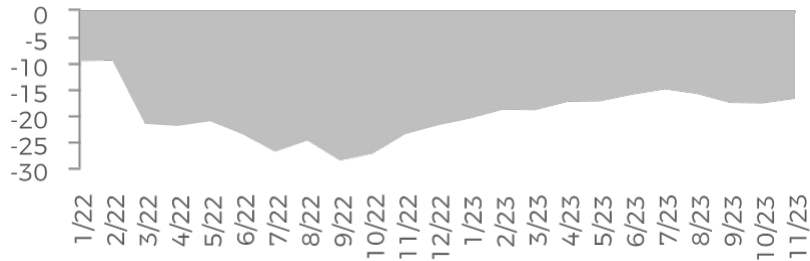


1. EBITDA adjusted for (i) equity-settled share-based compensation expenses, (ii) restructuring costs, and (iii) one-time effects; 2. LTM: last twelve months

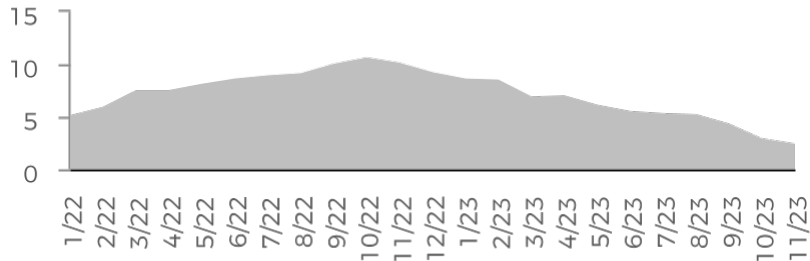
# STRONG JUMP IN PROFITABILITY DESPITE MARKET HEADWINDS IN Q3 23/24

## CONSUMER CONFIDENCE REMAINS LOW

Consumer Confidence Index in eurozone<sup>1</sup>



Inflation in % in eurozone<sup>2</sup>



1. Bloomberg (2023) – Consumer Confidence Index eurozone; 2. Bloomberg (2023) – Inflation data eurozone

## PROFITABILITY MEASURES ARE EFFECTIVE

Q3 23/24 revenue (EUR m – % growth YoY)



Q3 23/24 adjusted EBITDA (EUR m – % margin)





# HIGHLY SUCCESSFUL BLACK WEEKS CAMPAIGNS

**~120M**  
USER SESSIONS

**~2M** ORDERS

ALL-TIME HIGH IN REVENUE AND PROFITABILITY

**>50M**  
REACHED SOCIAL  
MEDIA USERS<sup>1</sup>

**~750M** PAGE VIEWS

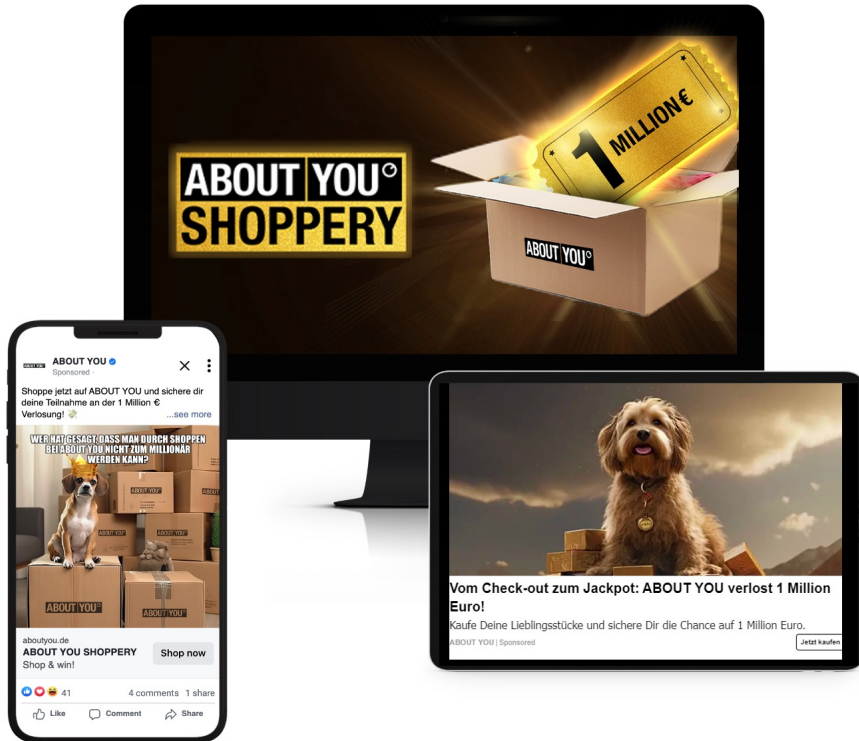


Note: All data refers to the timeframe of October 31, 2023 to November 27, 2023

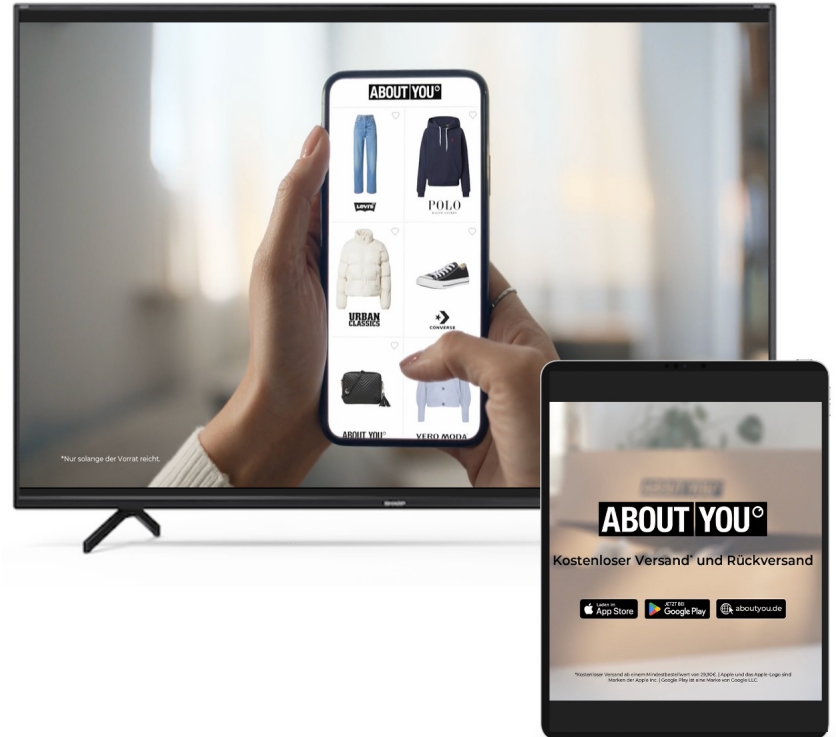
1. Unique reach generated through performance marketing ads, i.e. Facebook and Instagram

# CONTINUED INVESTMENTS IN BRAND BUILDING

## ABOUT YOU SHOPPERY

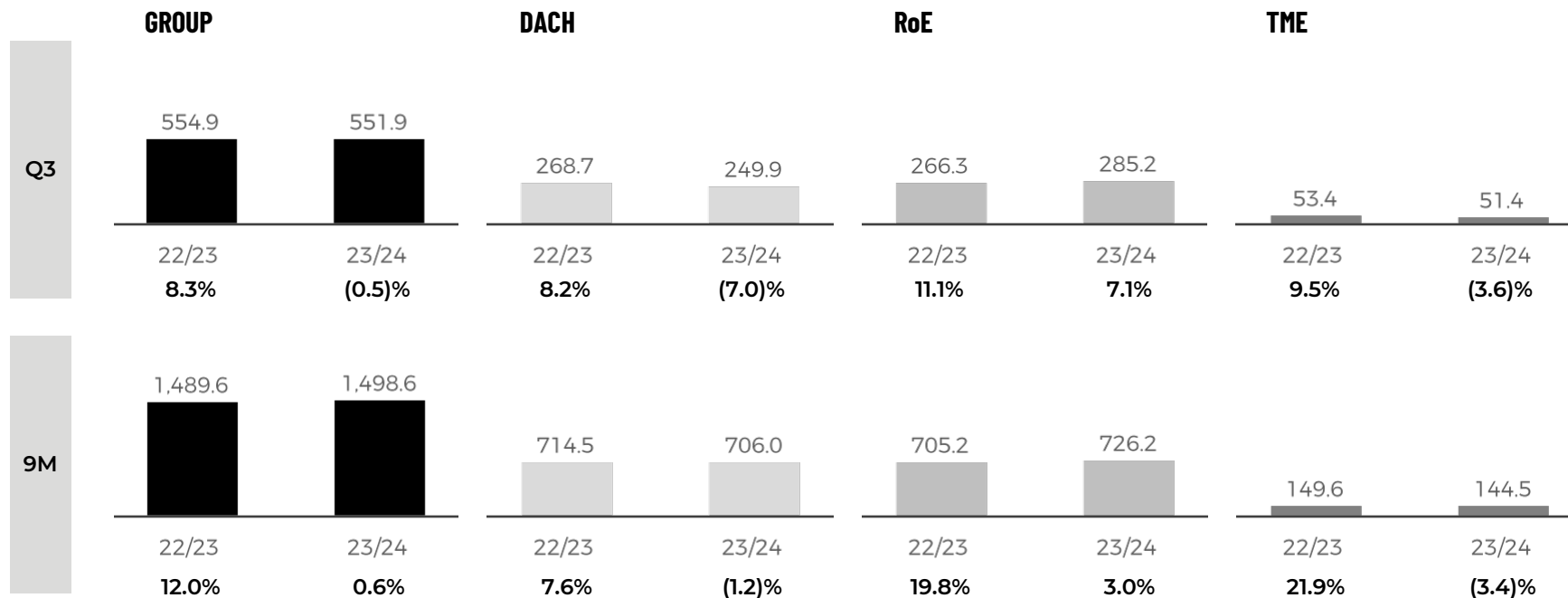


## TV CAMPAIGNS



# REVENUE GROWTH IN ROE OFFSETS DECLINE IN DACH

## REVENUE<sup>1</sup> (EUR M) - % GROWTH YOY



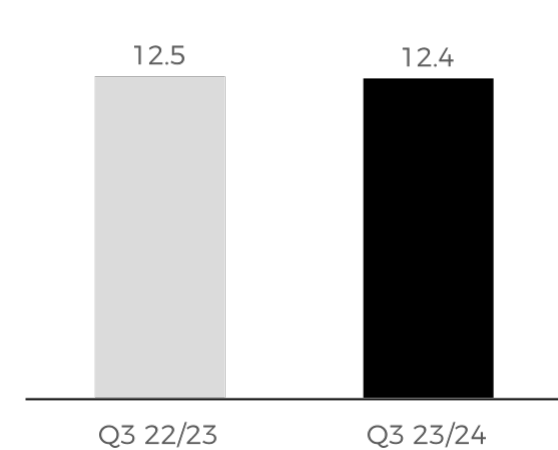
Note: Q3 23/24 ending on November 30, 2023; financials based on IFRS accounting with reconciliation from segment to Group

1. Reconciliation from segment to Group revenue of EUR -34.7m for Q3 23/24 and EUR -33.5m for Q3 22/23; EUR -78.0m for 9M 23/24 and EUR -79.7m for 9M 22/23

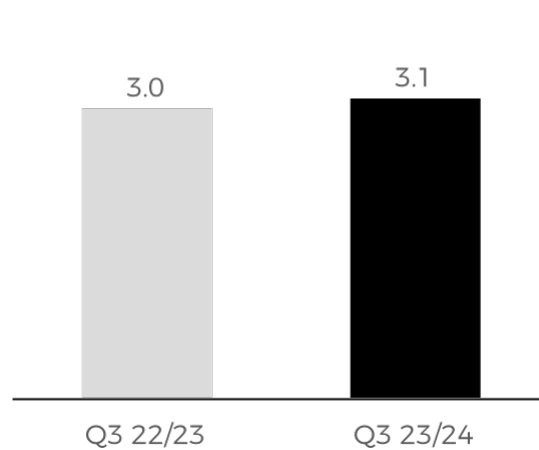
# INCREASES IN AOF AND AOV COMPENSATE FOR SLIGHT DECLINE IN LTM ACTIVE CUSTOMERS

## ABOUT YOU COMMERCE (ABOUT YOU DACH + ROE), Q3 23/24 (LTM)

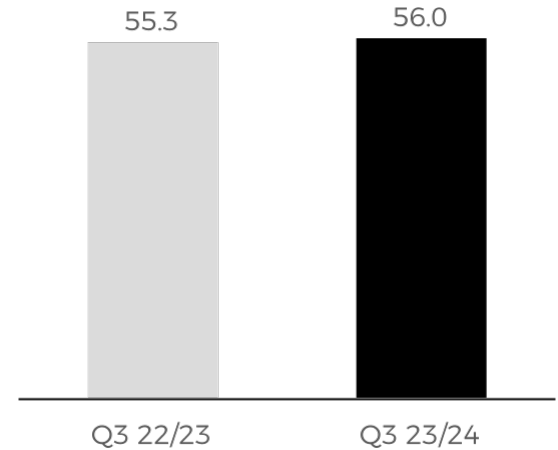
**TOTAL ACTIVE CUSTOMERS<sup>1</sup>**  
(M)



**AVERAGE ORDER FREQUENCY<sup>2</sup>**  
(#)



**AVERAGE ORDER VALUE<sup>3</sup>**  
(EUR)



**% growth YoY**

17.4%

(0.9)%

5.5%

1.6%

(6.0)%

1.2%

1. Defined as customers who made at least one purchase through our apps and websites within the last twelve 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

# STRONG MARGIN IMPROVEMENT ACROSS ALL SEGMENTS

## ADJUSTED EBITDA<sup>1</sup> (EUR M) - % MARGIN

	GROUP	DACH		RoE		TME		
Q3		19.8		10.8		8.3	19.7	
		(43.1)	(4.2)	(46.8)	(12.8)			
	22/23	23/24	22/23	23/24	22/23	23/24	22/23	23/24
	<b>(7.8)%</b>	<b>3.6%</b>	<b>(1.6)%</b>	<b>4.3%</b>	<b>(17.6)%</b>	<b>(4.5)%</b>	<b>15.6%</b>	<b>38.3%</b>
9M		11.0	6.5	27.8		19.3	38.9	
		(114.7)		(132.2)	(47.3)			
	22/23	23/24	22/23	23/24	22/23	23/24	22/23	23/24
	<b>(7.7)%</b>	<b>0.7%</b>	<b>0.9%</b>	<b>3.9%</b>	<b>(18.7)%</b>	<b>(6.5)%</b>	<b>12.9%</b>	<b>26.9%</b>

Note: Q3 23/24 ending on November 30, 2023; financials based on IFRS accounting with reconciliation from segment to Group

1. Reconciliation from segment to Group adjusted EBITDA of EUR 2.1m for Q3 23/24 and EUR -0.4m for Q3 22/23; EUR -8.4m for 9M 23/24 and EUR -8.4m for 9M 22/23; EBITDA adjusted for (i) equity-settled share-based compensation expenses (Q3 23/24: EUR -4.5m) and (ii) one-time effects (Q3 23/24: EUR -5.6m)

# EXPANSION IN GROSS MARGIN AND STRICT COST DISCIPLINE DRIVE ADJUSTED EBITDA INCREASE

## ABOUT YOU GROUP'S KEY MARGIN AND COST LINES

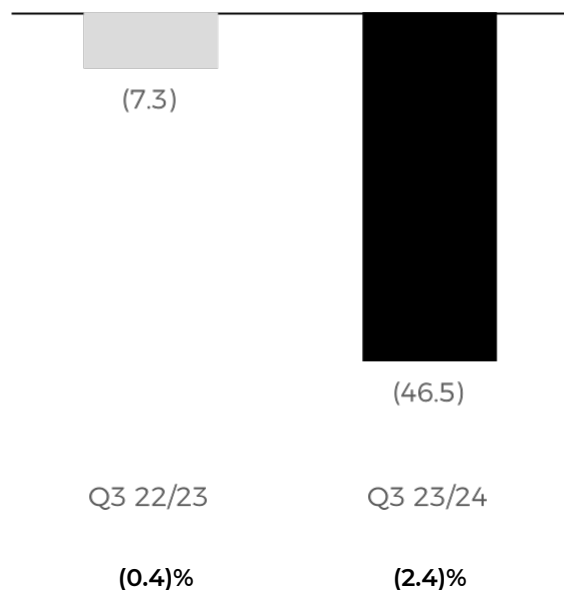
% of revenue	Q3			9M		
	22/23	23/24	YoY delta	22/23	23/24	YoY delta
<b>Gross margin<sup>1</sup></b>	35.4%	40.3%	4.9pp	38.9%	38.5%	(0.4)pp
<b>(-) Fulfillment costs<sup>1</sup></b>	23.4%	20.4%	(3.0)pp	24.3%	22.5%	(1.8)pp
<b>(-) Marketing costs<sup>1</sup></b>	16.4%	12.4%	(3.9)pp	17.7%	10.6%	(7.1)pp
<b>(-) Admin. expenses<sup>1</sup></b>	3.4%	4.0%	0.5pp	4.6%	4.6%	0.0pp
<b>Adjusted EBITDA margin</b>	(7.8)%	3.6%	11.4pp	(7.7)%	0.7%	8.4pp

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

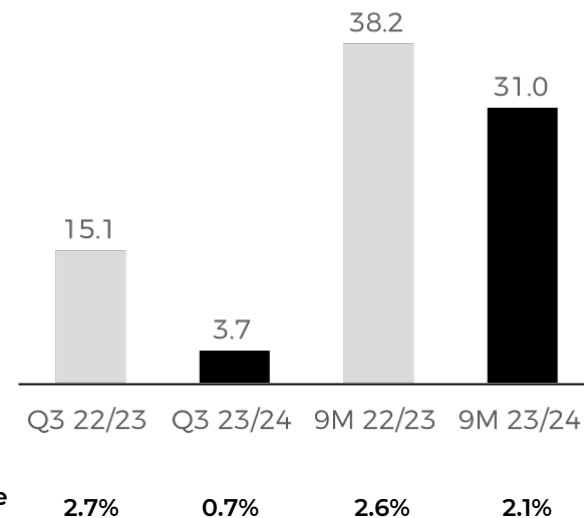


# NET WORKING CAPITAL RETURNS TO NEGATIVE TERRITORY REFLECTING OPTIMIZATION MEASURES

## NET WORKING CAPITAL<sup>1</sup> (EUR M)



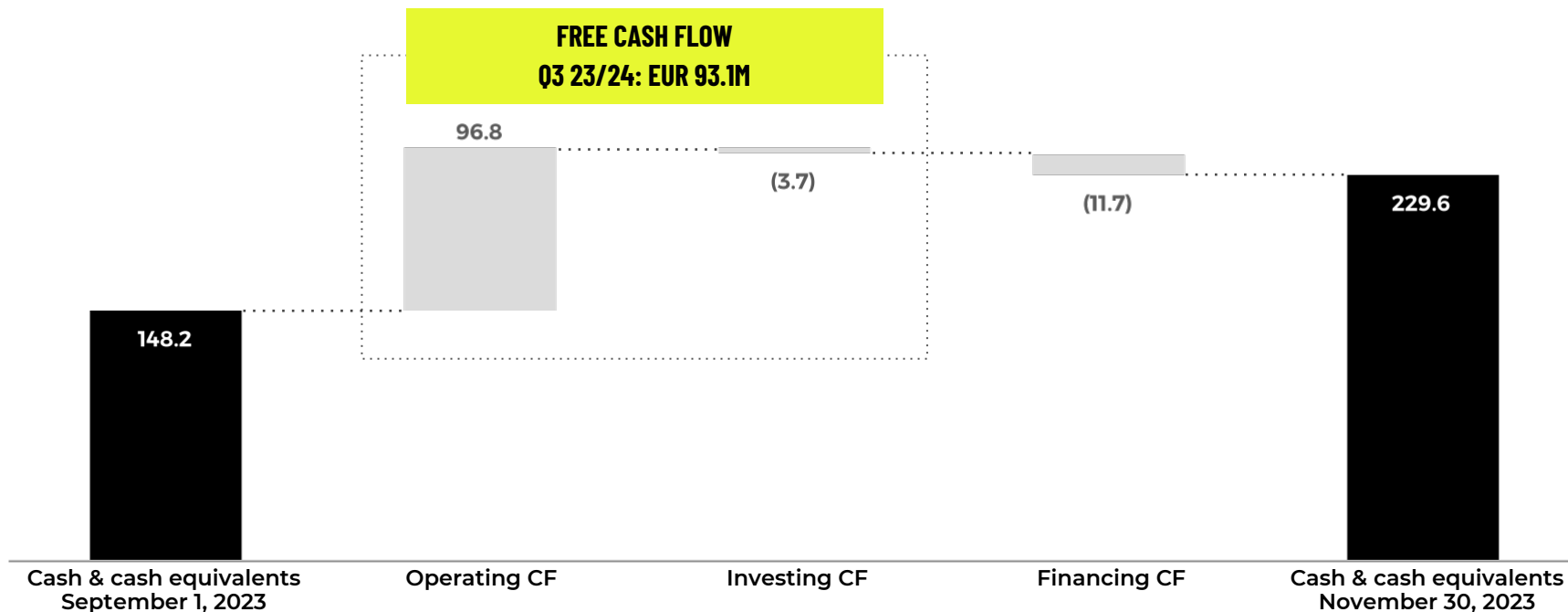
## CAPITAL EXPENDITURES<sup>2</sup> (EUR M)



1. Net working capital is defined as inventories plus receivables (includes trade receivables and other current assets) minus liabilities (includes trade payables, other payables, and return provisions); 2. Includes acquisition of intangible assets and PPE (Q3 23/24: EUR 7.9m; Q3 22/23: EUR 11.3m), acquisition of company shares (Q3 23/24: EUR 0.0m; Q3 22/23: EUR 0.0m), and working capital loans for holdings in influencer brands and incubators (Q3 23/24: EUR -4.4m; Q3 22/23: EUR 4.1m)

# STRONG FREE CASH FLOW GENERATION DRIVEN BY EBITDA AND NET WORKING CAPITAL DYNAMICS

## LIQUIDITY POSITION - NOVEMBER 30, 2023 (EUR M)



**OUTLOOK**

**DATA AS OF JANUARY 2024**



# NARROWED FY 23/24 REVENUE GUIDANCE

## NARROWED GUIDANCE FOR FY 23/24



The current guidance is partially dependent on the duration, intensity, and outcome of external events.

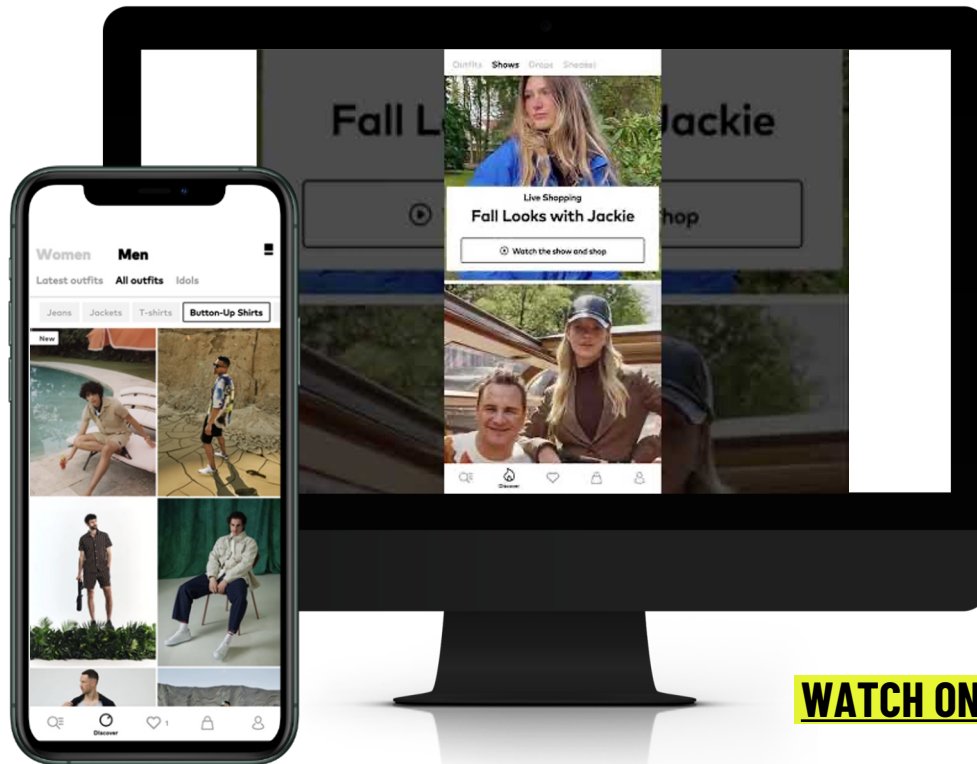
1. Excluding potential M&A activities





**APPENDIX**

# THE ABOUT YOU APP DEMO



**WATCH ON YOUTUBE**

# STAY UP-TO-DATE WITH THE ABOUT YOU MEDIA BOARD

VIDEO HIGHLIGHTS SUMMARY OF RESULTS WEBINARS PODCASTS SOCIAL MEDIA INVESTORS' FAQ GLOSSARY

### Video Highlights

WHAT WENT DOWN AT ABOUT YOU...  
Mirar en YouTube

ABOUT YOU Fashion Week 2022 - Documentary

Hello, I am Julian Jansen...

ABOUT YOU's Office with J...

ABOUT YOU FASHION SHOW 2022  
Mirar en YouTube

ABOUT YOU Fashion Show 2022

ABOUT YOU Pangea Festival

ABOUT YOU Pangea F...

VIDEO HIGHLIGHTS SUMMARY OF RESULTS WEBINARS PODCASTS SOCIAL MEDIA INVESTORS' FAQ GLOSSARY

### Webinars

Jan. 25, 2023  
Fireside chat BNP Paribas Exane - The

Dec. 8, 2022  
AlsterResearch Roundtable - Online Re

Oct. 14, 2022  
Non-covering analysts meeting - Road to results  
Password: #PANGEA2022

Jul. 7, 2022  
Sales teach-in Jefferies - Roadshow po  
Password: #OFFROAD

[LOAD MORE](#)

VIDEO HIGHLIGHTS SUMMARY OF RESULTS WEBINARS PODCASTS SOCIAL MEDIA INVESTORS' FAQ GLOSSARY

### Podcasts

Feb. 20, 2023  
OMR Education - Think with Tarek: Digital Trends 2023 with Tarek Müller (Available only in German)

Nov. 14, 2022  
OMR Education - Think with Tarek: Founding with Tarek Müller (Part 2, available only in German)

Sep. 14, 2022  
STRIVE up your live - #3: Tarek Müller (Available only in German)

Nov. 12, 2022  
OMR Education - Think with Tarek: Founding with Tarek Müller (Available only in German)

[LOAD MORE](#)



# GROUP KEY PERFORMANCE METRICS

EUR m / %	FY 19/20	Q1 20/21	Q2 20/21	Q3 20/21	Q4 20/21	FY 20/21	Q1 21/22	Q2 21/22	Q3 21/22	Q4 21/22	FY 21/22	Q1 22/23	Q2 22/23	Q3 22/23	Q4 22/23	FY 22/23	Q1 23/24	Q2 23/24	Q3 23/24
<b>Revenue<sup>1</sup></b>	<b>743.4</b>	<b>255.1</b>	<b>258.0</b>	<b>346.2</b>	<b>307.1</b>	<b>1,166.5</b>	<b>422.1</b>	<b>395.6</b>	<b>512.5</b>	<b>401.4</b>	<b>1,731.6</b>	<b>504.1</b>	<b>430.6</b>	<b>554.9</b>	<b>415</b>	<b>1,904.6</b>	<b>507.1</b>	<b>439.6</b>	<b>551.9</b>
% growth y-o-y	<b>61.2%</b>	66.8%	67.2%	51.9%	47.6%	<b>56.9%</b>	65.5%	53.3%	48.0%	30.7%	<b>48.5%</b>	19.4%	8.9%	8.3%	3.4%	<b>10.0%</b>	0.6%	2.1%	(0.5)%
<b>Cost of sales<sup>2</sup></b>	<b>(425.0)</b>	(150.9)	(169.4)	(205.3)	(167.8)	<b>(693.3)</b>	(245.8)	(241.4)	(313.2)	(227.5)	<b>(1,028.0)</b>	(289.3)	(262.2)	(358.5)	(274.0)	<b>(1,184.0)</b>	(307.0)	(285.5)	(329.3)
<b>Gross profit</b>	<b>318.4</b>	<b>104.2</b>	<b>88.7</b>	<b>140.9</b>	<b>139.3</b>	<b>473.1</b>	<b>176.3</b>	<b>154.2</b>	<b>199.3</b>	<b>173.9</b>	<b>703.7</b>	<b>214.8</b>	<b>168.4</b>	<b>196.4</b>	<b>141.0</b>	<b>720.6</b>	<b>200.1</b>	<b>154.1</b>	<b>222.6</b>
% margin	<b>42.8%</b>	40.9%	34.4%	40.7%	45.4%	<b>40.6%</b>	41.8%	39.0%	38.9%	43.3%	<b>40.6%</b>	42.6%	39.1%	35.4%	34.0%	<b>37.8%</b>	39.5%	35.1%	40.3%
<b>Fulfilment costs<sup>2</sup></b>	<b>(157.0)</b>	(53.9)	(53.6)	(66.0)	(60.2)	<b>(233.7)</b>	(81.1)	(80.4)	(96.3)	(89.6)	<b>(347.4)</b>	(110.2)	(122.6)	(129.8)	(103.7)	<b>(466.2)</b>	(120.5)	(104.5)	(112.4)
% of revenue	<b>(21.1)%</b>	(21.1)%	(20.8)%	(19.1)%	(19.6)%	<b>(20.0)%</b>	(19.2)%	(20.3)%	(18.8)%	(22.3)%	<b>(20.1)%</b>	(21.9)%	(28.5)%	(23.4)%	(25.0)%	<b>(24.5)%</b>	(23.8)%	(23.8)%	(20.4)%
<b>Marketing costs<sup>2</sup></b>	<b>(166.7)</b>	(44.5)	(33.9)	(66.9)	(45.1)	<b>(190.3)</b>	(83.7)	(67.0)	(108.7)	(69.1)	<b>(328.5)</b>	(104.9)	(68.2)	(90.7)	(38.8)	<b>(302.7)</b>	(51.3)	(39.7)	(68.6)
% of revenue	<b>(22.4)%</b>	(17.4)%	(13.1)%	(19.3)%	(14.7)%	<b>(16.3)%</b>	(19.8)%	(16.9)%	(21.2)%	(17.2)%	<b>(19.0)%</b>	(20.8)%	(15.8)%	(16.4)%	(9.4)%	<b>(15.9)%</b>	(10.1)%	(9.0)%	(12.4)%
<b>Admin &amp; other costs<sup>2</sup></b>	<b>(64.6)</b>	(16.6)	(14.0)	(22.3)	(31.6)	<b>(84.6)</b>	(23.8)	(20.0)	(24.7)	(26.2)	<b>(94.7)</b>	(28.5)	(20.5)	(19.0)	(20.8)	<b>(88.7)</b>	(24.2)	(22.8)	(21.8)
% of revenue	<b>(8.7)%</b>	(6.5)%	(5.4)%	(6.4)%	(10.3)%	<b>(7.3)%</b>	(5.6)%	(5.0)%	(4.8)%	(6.5)%	<b>(5.5)%</b>	(5.7)%	(4.8)%	(3.4)%	(5.0)%	<b>(4.7)%</b>	(4.8)%	(5.2)%	(4.0)%
<b>Adjusted EBITDA<sup>3</sup></b>	<b>(69.9)</b>	<b>(10.7)</b>	<b>(12.9)</b>	<b>(14.3)</b>	<b>2.4</b>	<b>(35.5)</b>	<b>(12.3)</b>	<b>(13.1)</b>	<b>(30.5)</b>	<b>(11.0)</b>	<b>(66.9)</b>	<b>(28.8)</b>	<b>(42.8)</b>	<b>(43.1)</b>	<b>(22.3)</b>	<b>(137.0)</b>	<b>4.2</b>	<b>(12.9)</b>	<b>19.8</b>
% margin	<b>(9.4)%</b>	(4.2)%	(5.0)%	(4.1)%	0.8%	<b>(3.0)%</b>	(2.9)%	(3.3)%	(6.0)%	(2.7)%	<b>(3.9)%</b>	(5.7)%	(9.9)%	(7.8)%	(5.4)%	<b>(7.2)%</b>	0.8%	(2.9)%	3.6%
<b>Adjustments</b>	<b>0.0</b>	0.0	0.0	0.0	(8.5)	<b>(8.5)</b>	(6.3)	(16.7)	(0.2)	(4.8)	<b>(28.1)</b>	(2.5)	(4.3)	(0.5)	(7.2)	<b>(14.6)</b>	(6.9)	(7.5)	(10.1)
<b>EBITDA</b>	<b>(69.9)</b>	<b>(10.7)</b>	<b>(12.9)</b>	<b>(14.3)</b>	<b>(6.1)</b>	<b>(44.0)</b>	<b>(18.6)</b>	<b>(29.8)</b>	<b>(30.7)</b>	<b>(15.8)</b>	<b>(95.0)</b>	<b>(31.3)</b>	<b>(47.1)</b>	<b>(43.6)</b>	<b>(29.5)</b>	<b>(151.6)</b>	<b>(2.8)</b>	<b>(20.4)</b>	<b>9.7</b>
% margin	<b>(9.4)%</b>	(4.2)%	(5.0)%	(4.1)%	(2.0)%	<b>(3.8)%</b>	(4.4)%	(7.5)%	(6.0)%	(3.9)%	<b>(5.5)%</b>	(6.2)%	(10.9)%	(7.9)%	(7.1)%	<b>(8.0)%</b>	(0.5)%	(4.6)%	1.8%
<b>Depreciation &amp; amortization</b>	<b>(9.5)</b>	(2.7)	(2.7)	(2.8)	(3.2)	<b>(11.4)</b>	(3.8)	(3.9)	(7.7)	(9.6)	<b>(25.0)</b>	(11.6)	(14.6)	(15.8)	(19.6)	<b>(61.6)</b>	(17.5)	(17.5)	(17.1)
<b>EBIT</b>	<b>(79.4)</b>	<b>(13.4)</b>	<b>(15.6)</b>	<b>(17.2)</b>	<b>(9.3)</b>	<b>(55.5)</b>	<b>(22.4)</b>	<b>(33.7)</b>	<b>(38.5)</b>	<b>(25.4)</b>	<b>(119.9)</b>	<b>(43.0)</b>	<b>(61.8)</b>	<b>(59.4)</b>	<b>(49.1)</b>	<b>(213.2)</b>	<b>(20.2)</b>	<b>(37.8)</b>	<b>(7.4)</b>
% margin	<b>(10.7)%</b>	(5.2)%	(6.0)%	(5.0)%	(3.0)%	<b>(4.8)%</b>	(5.3)%	(8.5)%	(7.5)%	(6.3)%	<b>(6.9)%</b>	(8.5)%	(14.3)%	(10.7)%	(11.8)%	<b>(11.2)%</b>	(4.0)%	(8.6)%	(1.3)%

1. Reconciliation from segment to Group revenue of EUR -34.7m for Q3 23/24 and EUR -33.5m for Q3 22/23; 2. Defined as Alternative Performance Measure (APM) and not recognized under IFRS; 3. Reconciliation from segment to Group adjusted EBITDA of EUR 2.0m for Q3 23/24 and EUR -0.4m for Q3 22/23; EBITDA adjusted for (i) equity-settled share-based compensation expenses (Q3 23/24: EUR -4.5m) and (ii) one-time effects (Q3 23/24: EUR -5.6m)



# SEGMENT INFORMATION

EUR m / %	FY 19/20	Q1 20/21	Q2 20/21	Q3 20/21	Q4 20/21	FY 20/21	Q1 21/22	Q2 21/22	Q3 21/22	Q4 21/22	FY 21/22	Q1 22/23	Q2 22/23	Q3 22/23	Q4 22/23	FY 22/23	Q1 23/24	Q2 23/24	Q3 23/24
<b>Revenue</b>	<b>743.4</b>	<b>255.1</b>	<b>258.0</b>	<b>346.2</b>	<b>307.1</b>	<b>1,166.5</b>	<b>422.1</b>	<b>395.6</b>	<b>512.5</b>	<b>401.4</b>	<b>1,731.6</b>	<b>504.1</b>	<b>430.6</b>	<b>554.9</b>	<b>415.0</b>	<b>1,904.6</b>	<b>507.1</b>	<b>439.6</b>	<b>551.9</b>
DACH	509.9	171.6	138.7	195.6	154.1	660.0	218.2	197.4	248.4	175.9	839.9	239.0	206.7	268.7	201.8	916.3	248.8	207.3	249.9
RoE	188.9	85.0	108.5	142.8	127.2	463.5	186.1	162.9	239.6	179.1	767.7	229.5	209.5	266.3	195.1	900.4	228.8	212.1	285.2
TME	52.0	14.6	14.1	23.3	31.5	83.5	34.5	39.5	48.7	44.7	167.4	50.0	46.2	53.4	45.5	195.1	48.3	44.8	51.4
Reconciliation	(7.4)	(16.1)	(3.2)	(15.6)	(5.7)	(40.6)	(16.7)	(4.2)	(24.2)	1.8	(43.3)	(14.5)	(31.8)	(33.5)	(27.5)	(107.1)	(18.7)	(24.6)	(34.7)
<b>Revenue growth YoY</b>	<b>61.2%</b>	<b>66.8%</b>	<b>67.2%</b>	<b>51.9%</b>	<b>47.6%</b>	<b>56.9%</b>	<b>65.5%</b>	<b>53.3%</b>	<b>48.0%</b>	<b>30.7%</b>	<b>48.5%</b>	<b>19.4%</b>	<b>8.9%</b>	<b>8.3%</b>	<b>3.4%</b>	<b>10.0%</b>	<b>0.6%</b>	<b>2.1%</b>	<b>(0.5)%</b>
DACH	35.8%	46.2%	26.6%	24.7%	22.2%	29.4%	27.2%	42.4%	27.0%	14.2%	27.3%	9.6%	4.7%	8.2%	14.7%	9.1%	4.1%	0.3%	(7.0)%
RoE	171.1%	241.7%	191.6%	126.4%	99.5%	145.3%	119.1%	50.1%	67.7%	40.8%	65.6%	23.3%	28.6%	11.1%	8.9%	17.3%	-0.3%	1.3%	7.1%
TME	96.5%	22.0%	41.4%	69.7%	93.2%	60.6%	135.8%	181.0%	109.1%	41.6%	100.4%	45.2%	17.0%	9.5%	1.9%	16.5%	-3.5%	-3.0%	(3.6)%
<b>Adjusted EBITDA<sup>1</sup></b>	<b>(69.9)</b>	<b>(10.7)</b>	<b>(12.9)</b>	<b>(14.3)</b>	<b>2.4</b>	<b>(35.5)</b>	<b>(12.3)</b>	<b>(13.1)</b>	<b>(30.5)</b>	<b>(11.0)</b>	<b>(66.9)</b>	<b>(28.8)</b>	<b>(42.8)</b>	<b>(43.1)</b>	<b>(22.3)</b>	<b>(137.0)</b>	<b>4.2</b>	<b>(12.9)</b>	<b>19.8</b>
DACH	0.4	7.4	8.6	15.8	5.0	36.8	17.3	7.8	13.6	16.7	55.5	9.9	0.9	(4.2)	7.0	13.5	13.0	3.9	10.8
RoE	(55.2)	(17.7)	(17.6)	(29.7)	(18.3)	(83.3)	(33.3)	(24.4)	(50.5)	(36.8)	(145.1)	(46.0)	(39.4)	(46.8)	(36.5)	(168.7)	(12.1)	(22.4)	(12.8)
TME	(17.4)	0.6	(1.1)	1.0	9.6	10.1	4.7	6.1	7.1	11.1	29.0	7.0	4.1	8.3	12.1	31.4	8.8	10.5	19.7
Reconciliation	2.4	(1.1)	(2.8)	(1.5)	6.2	0.8	(1.0)	(2.5)	(0.7)	(2.0)	(6.3)	0.4	(8.4)	(0.4)	(4.8)	(13.2)	(5.5)	(4.9)	2.0
<b>Adjusted EBITDA margin</b>	<b>(9.4)%</b>	<b>(4.2)%</b>	<b>(5.0)%</b>	<b>(4.1)%</b>	<b>0.8%</b>	<b>(3.0)%</b>	<b>(2.9)%</b>	<b>(3.3)%</b>	<b>(6.0)%</b>	<b>(2.7)%</b>	<b>(3.9)%</b>	<b>(5.7)%</b>	<b>(9.9)%</b>	<b>(7.8)%</b>	<b>(5.4)%</b>	<b>(7.2)%</b>	<b>0.8%</b>	<b>(2.9)%</b>	<b>3.6%</b>
DACH	0.1%	4.3%	6.2%	8.1%	3.2%	5.6%	7.9%	3.9%	5.5%	9.5%	6.6%	4.1%	0.4%	(1.6)%	3.5%	1.5%	5.2%	1.9%	4.3%
RoE	(29.2)%	(20.9)%	(16.2)%	(20.8)%	(14.4)%	(18.0)%	(17.9)%	(15.0)%	(21.1)%	(20.6)%	(18.9)%	(20.1)%	(18.8)%	(17.6)%	(18.7)%	(18.7)%	(5.3)%	(10.6)%	(4.5)%
TME	(33.5)%	4.3%	(8.1)%	4.3%	30.4%	12.0%	13.6%	15.4%	14.6%	24.9%	17.3%	14.0%	8.8%	15.6%	26.5%	16.1%	18.2%	23.4%	38.3%

1. EBITDA adjusted for (i) equity-settled share-based compensation expenses (Q3 23/24: EUR -4.5m) and (ii) one-time effects (Q3 23/24: EUR -5.6m)

# CUSTOMER METRICS

	FY 19/20	Q1 20/21	Q2 20/21	Q3 20/21	Q4 20/21	FY 20/21	Q1 21/22	Q2 21/22	Q3 21/22	Q4 21/22	FY 21/22	Q1 22/23	Q2 22/23	Q3 22/23	Q4 22/23	FY 22/23	Q1 23/24	Q2 23/24	Q3 23/24	
<b>Customer reach metrics</b>																				
User sessions per month (m) <sup>1</sup>	<b>54.6</b>	64.0	72.4	81.4	89.5	<b>89.5</b>	102.1	111.1	124.0	135.7	<b>135.7</b>	143.3	139.8	138.6	133.1	<b>133.1</b>	138.6	136.1	131.9	
Mobile sessions (% of user sessions) <sup>2</sup>	<b>81.9%</b>	82.9%	83.5%	83.4%	83.4%	<b>83.4%</b>	83.6%	83.5%	84.6%	85.4%	<b>85.4%</b>	86.1%	86.2%	86.7%	87.1%	<b>87.1%</b>	88.0%	88.2%	88.9%	
<b>Customer engagement metrics LTM<sup>3</sup></b>																				
Active customers (m) <sup>4</sup>	<b>5.8</b>	6.5	7.2	8.0	8.4	<b>8.4</b>	9.2	9.7	10.7	11.4	<b>11.4</b>	11.8	12.3	12.5	12.7	<b>12.7</b>	12.8	12.6	12.4	
Average order frequency (#) <sup>5</sup>	<b>2.6</b>	2.6	2.7	2.7	2.7	<b>2.7</b>	2.8	2.9	2.9	2.9	<b>2.9</b>	3.0	3.0	3.0	3.1	<b>3.1</b>	3.1	3.1	3.1	
Total number of orders (m) <sup>6</sup>	<b>14.9</b>	17.2	19.4	21.7	23.2	<b>23.2</b>	25.9	28.0	30.8	32.9	<b>32.9</b>	34.9	36.9	38.2	39.4	<b>39.4</b>	39.6	39.1	38.4	
Average order value (EUR) <sup>7</sup>	<b>55.3</b>	55.8	55.6	56.1	57.1	<b>57.1</b>	58.1	58.5	58.8	57.8	<b>57.8</b>	56.8	55.5	55.3	54.8	<b>54.8</b>	54.8	55.6	56.0	
<b>Customer engagement metrics</b>																				
Total number of orders (m)	<b>14.9</b>	5.3	5.5	6.6	5.8	<b>23.2</b>	8.0	7.5	9.5	7.9	<b>32.9</b>	9.9	9.6	10.7	9.2	<b>39.4</b>	10.1	9.1	10.1	

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 m / %	FY 19/20	Q1 20/21	Q2 20/21	Q3 20/21	Q4 20/21	FY 20/21	Q1 21/22	Q2 21/22	Q3 21/22	Q4 21/22	FY 21/22	Q1 22/23	Q2 22/23	Q3 22/23	Q4 22/23	FY 22/23	Q1 23/24	Q2 23/24	Q3 23/24
<b>Revenue<sup>1</sup></b>	<b>743.4</b>	<b>255.1</b>	<b>258.0</b>	<b>346.2</b>	<b>307.1</b>	<b>1,166.5</b>	<b>422.1</b>	<b>395.6</b>	<b>512.5</b>	<b>401.4</b>	<b>1,731.6</b>	<b>504.1</b>	<b>430.6</b>	<b>554.9</b>	<b>415.0</b>	<b>1,904.6</b>	<b>507.1</b>	<b>439.6</b>	<b>551.9</b>
% growth y-o-y	<b>61.2%</b>	66.8%	67.2%	51.9%	47.6%	<b>56.9%</b>	65.5%	53.3%	48.0%	30.7%	<b>48.5%</b>	19.4%	8.9%	8.3%	3.4%	<b>10.0%</b>	0.6%	2.1%	(0.5)%
Cost of materials	<b>(422.5)</b>	(150.3)	(169.0)	(204.4)	(167.8)	<b>(691.5)</b>	(244.3)	(239.7)	(311.7)	(227.6)	<b>(1,023.3)</b>	(286.6)	(260.3)	(360.9)	(270.6)	<b>(1,178.4)</b>	(302.2)	(284.3)	(326.2)
Personnel expenses	<b>(34.9)</b>	(10.5)	(11.7)	(13.0)	(24.6)	<b>(59.8)</b>	(17.0)	(16.1)	(19.0)	(25.4)	<b>(86.0)</b>	(24.4)	(27.1)	(25.6)	(29.6)	<b>(106.7)</b>	(29.9)	(27.4)	(28.6)
Other operating expenses	<b>(367.5)</b>	(107.5)	(93.8)	(147.4)	(129.2)	<b>(477.8)</b>	(184.0)	(157.4)	(221.7)	(172.7)	<b>(744.1)</b>	(232.9)	(199.0)	(223.5)	(167.4)	<b>(822.8)</b>	(187.8)	(157.9)	(199.2)
Other operating income	<b>21</b>	0.2	0.8	1.0	1.3	<b>3.2</b>	0.7	0.7	1.3	0.4	<b>3.1</b>	0.7	0.7	0.3	13.6	<b>15.3</b>	0.9	0.6	3.4
Own work capitalized	<b>9.5</b>	2.2	2.8	3.3	7.1	<b>15.4</b>	3.8	3.8	8.0	8.1	<b>23.8</b>	7.8	8.0	11.2	9.4	<b>36.4</b>	9.1	9.0	8.5
<b>EBITDA</b>	<b>(69.9)</b>	<b>(10.7)</b>	<b>(12.9)</b>	<b>(14.3)</b>	<b>(6.1)</b>	<b>(44.0)</b>	<b>(18.6)</b>	<b>(29.8)</b>	<b>(30.7)</b>	<b>(15.8)</b>	<b>(95.0)</b>	<b>(31.3)</b>	<b>(47.1)</b>	<b>(43.6)</b>	<b>(29.5)</b>	<b>(151.6)</b>	<b>(2.8)</b>	<b>(20.4)</b>	<b>9.7</b>
% margin	<b>(9.4)%</b>	(4.2)%	(5.0)%	(4.1)%	(2.0)%	<b>(3.8)%</b>	(4.4)%	(7.5)%	(6.0)%	(3.9)%	<b>(5.5)%</b>	(6.2)%	(10.9)%	(7.9)%	(7.1)%	<b>(8.0)%</b>	(0.5)%	(4.6)%	1.8%
Depreciation & amortization	<b>(9.5)</b>	(2.7)	(2.7)	(2.8)	(3.2)	<b>(11.4)</b>	(3.8)	(3.9)	(7.7)	(9.6)	<b>(25.0)</b>	(11.6)	(14.6)	(15.8)	(19.6)	<b>(61.6)</b>	(17.5)	(17.5)	(17.1)
<b>EBIT</b>	<b>(79.4)</b>	<b>(13.4)</b>	<b>(15.6)</b>	<b>(17.2)</b>	<b>(9.3)</b>	<b>(55.5)</b>	<b>(22.4)</b>	<b>(33.7)</b>	<b>(38.5)</b>	<b>(25.4)</b>	<b>(119.9)</b>	<b>(43.0)</b>	<b>(61.8)</b>	<b>(59.4)</b>	<b>(49.1)</b>	<b>(213.2)</b>	<b>(20.2)</b>	<b>(37.8)</b>	<b>(7.4)</b>
% margin	<b>(10.7)%</b>	(5.2)%	(6.0)%	(5.0)%	(3.0)%	<b>(4.8)%</b>	(5.3)%	(8.5)%	(7.5)%	(6.3)%	<b>(6.9)%</b>	(8.5)%	(14.3)%	(10.7)%	(11.8)%	<b>(11.2)%</b>	(4.0)%	(8.6)%	(1.3)%
Financial result	<b>(0.9)</b>	(0.6)	0.3	(0.4)	(0.9)	<b>(1.6)</b>	(1.1)	(1.2)	(0.5)	0.1	<b>(2.7)</b>	(1.1)	(1.2)	(1.9)	(9.8)	<b>(14.0)</b>	(2.8)	(5.1)	(3.1)
<b>EBT</b>	<b>(80.2)</b>	<b>(14.0)</b>	<b>(15.3)</b>	<b>(17.6)</b>	<b>(10.2)</b>	<b>(57.1)</b>	<b>(23.5)</b>	<b>(34.9)</b>	<b>(39.0)</b>	<b>(25.2)</b>	<b>(122.6)</b>	<b>(44.1)</b>	<b>(62.9)</b>	<b>(61.3)</b>	<b>(58.9)</b>	<b>(227.2)</b>	<b>(23.1)</b>	<b>(43.0)</b>	<b>(10.5)</b>
Income taxes	<b>0.4</b>	(0.1)	(0.1)	(0.1)	(2.5)	<b>(2.8)</b>	(0.0)	(0.1)	(0.9)	(0.8)	<b>(1.8)</b>	(0.3)	0.5	(0.7)	(0.3)	<b>(1.9)</b>	(0.7)	(3.0)	0.1
<b>Profit / (loss) for the period (EAT)</b>	<b>(79.8)</b>	<b>(14.1)</b>	<b>(15.4)</b>	<b>(17.7)</b>	<b>(12.7)</b>	<b>(59.9)</b>	<b>(23.5)</b>	<b>(35.0)</b>	<b>(39.9)</b>	<b>(26.0)</b>	<b>(124.4)</b>	<b>(44.4)</b>	<b>(63.4)</b>	<b>(62.0)</b>	<b>(59.2)</b>	<b>(229.0)</b>	<b>(23.8)</b>	<b>(46.0)</b>	<b>(10.4)</b>

# RECONCILIATION OF ADJUSTED EBITDA TO NET INCOME

EUR m	FY 19/20	Q1 20/21	Q2 20/21	Q3 20/21	Q4 20/21	FY 20/21	Q1 21/22	Q2 21/22	Q3 21/22	Q4 21/22	FY 21/22	Q1 22/23	Q2 22/23	Q3 22/23	Q4 22/23	FY 22/23	Q1 23/24	Q2 23/24	Q3 23/24
<b>Adjusted EBITDA<sup>1</sup></b>	<b>(69.9)</b>	<b>(10.7)</b>	<b>(12.9)</b>	<b>(14.3)</b>	<b>2.4</b>	<b>(35.5)</b>	<b>(12.3)</b>	<b>(13.1)</b>	<b>(30.5)</b>	<b>(11.0)</b>	<b>(66.9)</b>	<b>(28.8)</b>	<b>(42.8)</b>	<b>(43.1)</b>	<b>(22.3)</b>	<b>(137.0)</b>	<b>4.2</b>	<b>(12.9)</b>	<b>19.8</b>
Equity-settled share-based compensation	0.0	0.0	0.0	0.0	(8.4)	<b>(8.4)</b>	(1.6)	(8.4)	(0.2)	(4.6)	<b>(14.8)</b>	(2.5)	(4.3)	(0.5)	(5.1)	<b>(12.4)</b>	(5.3)	(3.8)	(4.5)
Restructuring costs and one-time effects	0.0	0.0	0.0	0.0	(0.2)	<b>(0.2)</b>	(4.7)	(8.3)	0.0	(0.2)	<b>(13.2)</b>	0.0	0.0	0.0	(2.1)	<b>(2.1)</b>	(1.6)	(3.7)	(5.6)
<b>EBITDA</b>	<b>(69.9)</b>	<b>(10.7)</b>	<b>(12.9)</b>	<b>(14.3)</b>	<b>(6.1)</b>	<b>(44.0)</b>	<b>(18.6)</b>	<b>(29.8)</b>	<b>(30.7)</b>	<b>(15.8)</b>	<b>(95.0)</b>	<b>(31.3)</b>	<b>(47.1)</b>	<b>(43.6)</b>	<b>(29.5)</b>	<b>(151.6)</b>	<b>(2.8)</b>	<b>(20.4)</b>	<b>9.7</b>
Depreciation & amortization	<b>(9.5)</b>	(2.7)	(2.7)	(2.8)	(3.2)	<b>(11.4)</b>	(3.8)	(3.9)	(7.7)	(9.6)	<b>(25.0)</b>	(11.6)	(14.6)	(15.8)	(19.6)	<b>(61.6)</b>	(17.5)	(17.5)	(17.1)
Financial result	<b>(0.9)</b>	(0.6)	0.3	(0.4)	(0.9)	<b>(1.6)</b>	(1.1)	(1.2)	(0.5)	0.1	<b>(2.7)</b>	(1.1)	(1.2)	(1.9)	(9.8)	<b>(14.0)</b>	(2.8)	(5.1)	(3.1)
Income taxes	<b>0.4</b>	(0.1)	(0.1)	(0.1)	(2.5)	<b>(2.8)</b>	(0.0)	(0.1)	(0.9)	(0.8)	<b>(1.8)</b>	(0.3)	(0.5)	(0.7)	(0.3)	<b>(1.9)</b>	(0.7)	(3.0)	0.1
<b>Profit / (loss) for the period (EAT)</b>	<b>(79.8)</b>	<b>(14.1)</b>	<b>(15.4)</b>	<b>(17.7)</b>	<b>(12.7)</b>	<b>(59.9)</b>	<b>(23.5)</b>	<b>(35.0)</b>	<b>(39.9)</b>	<b>(26.0)</b>	<b>(124.4)</b>	<b>(44.4)</b>	<b>(63.4)</b>	<b>(62.0)</b>	<b>(59.2)</b>	<b>(229.0)</b>	<b>(23.8)</b>	<b>(46.0)</b>	<b>(10.4)</b>

1. Reconciliation from segment to Group adjusted EBITDA of EUR 2.1m for Q3 23/24 and EUR -0.4m for Q3 22/23

# BALANCE SHEET (1/2)

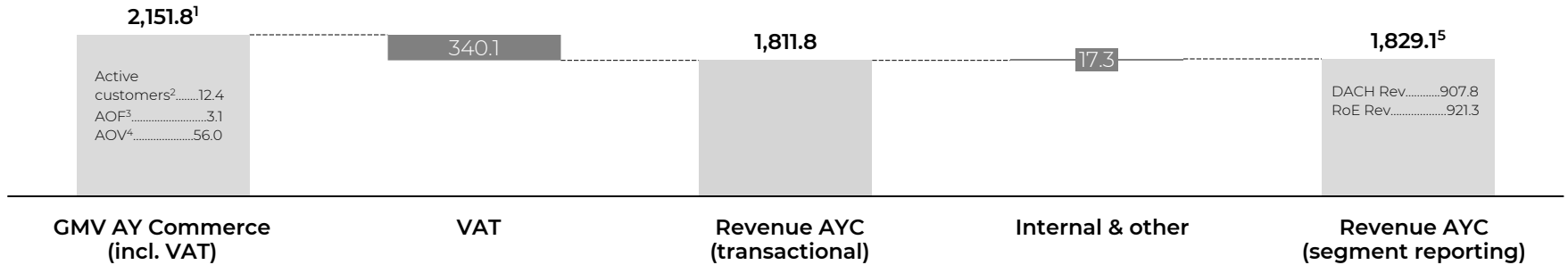
EUR m	FY 18/19	FY 19/20	FY 20/21	Q1 21/22	Q2 21/22	Q3 21/22	Q4 21/22	FY 21/22	Q1 22/23	Q2 22/23	Q3 22/23	Q4 22/23	FY 22/23	Q1 23/24	Q2 23/24	Q3 23/24
<b>Total non-current assets</b>	<b>17.7</b>	<b>39.3</b>	<b>48.3</b>	<b>63.0</b>	<b>66.0</b>	<b>122.6</b>	<b>130.8</b>	<b>130.8</b>	<b>232.5</b>	<b>267.4</b>	<b>310.4</b>	<b>300.9</b>	<b>300.9</b>	<b>303.8</b>	<b>295.8</b>	<b>281.0</b>
Intangible assets	15.2	23.4	32.6	34.2	35.8	41.6	47.3	47.3	51.3	55.6	63.0	65.4	65.4	69.4	73.3	76.7
Right-of-use assets	0.0	11.8	10.3	16.6	14.0	63.3	57.6	57.6	150.1	178.8	209.6	199.6	199.6	193.9	182.0	169.6
Property, plant, and equipment	2.5	2.6	3.5	3.7	4.1	4.5	5.8	5.8	6.1	6.3	7.0	6.9	6.9	6.6	6.3	6.1
Other non-current financial assets	0.1	0.1	2.0	8.5	12.1	13.1	20.1	20.1	25.1	26.7	30.8	29.0	29.0	33.9	34.2	28.3
Deferred tax assets	0.0	1.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2
<b>Total current assets</b>	<b>277.0</b>	<b>267.6</b>	<b>408.9</b>	<b>461.9</b>	<b>1,015.0</b>	<b>1,080.9</b>	<b>1,053.5</b>	<b>1,053.5</b>	<b>1,093.4</b>	<b>1,031.2</b>	<b>1,010.0</b>	<b>880.5</b>	<b>880.5</b>	<b>886.7</b>	<b>888.8</b>	<b>1,020.0</b>
Inventories	79.0	94.2	199.6	192.1	243.5	302.4	388.4	388.4	454.8	546.5	542.3	554.9	554.9	538.2	548.2	541.2
Trade receivables and other receivables	48.3	74.3	56.6	81.2	67.7	97.7	75.9	75.9	84.7	61.0	65.7	40.7	40.7	54.0	89.4	126.9
Other financial assets	0.0	0.0	0.0	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.1	0.0	0.0	0.0	15.6	15.1
Other non-financial assets	26.3	36.8	44.7	74.9	63.2	98.2	93.0	93.0	88.6	75.6	95.8	80.1	80.1	90.8	87.4	107.2
Cash and cash equivalents	123.3	62.4	107.9	113.8	640.6	582.5	496.2	496.2	465.2	348.1	306.1	204.9	204.9	203.7	148.2	229.6
<b>Total assets</b>	<b>294.7</b>	<b>306.9</b>	<b>457.2</b>	<b>524.9</b>	<b>1,081.0</b>	<b>1,203.6</b>	<b>1,184.3</b>	<b>1,184.3</b>	<b>1,325.9</b>	<b>1,298.6</b>	<b>1,320.4</b>	<b>1,181.4</b>	<b>1,181.4</b>	<b>1,190.5</b>	<b>1,184.6</b>	<b>1,301.0</b>

# BALANCE SHEET (2/2)

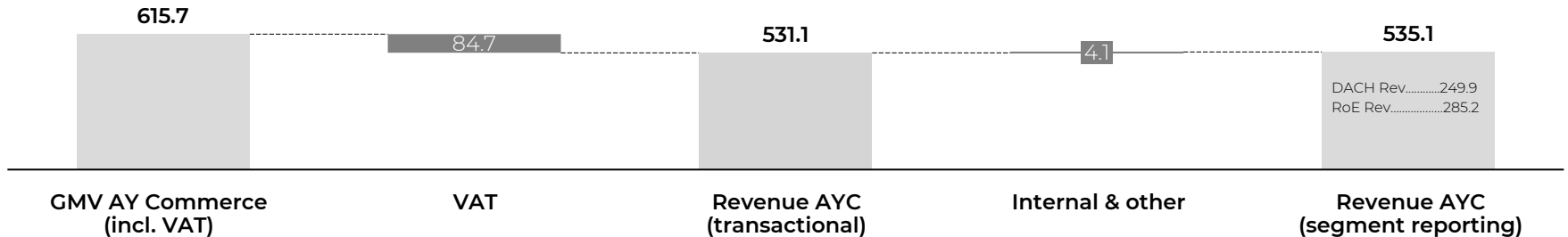
EUR m	FY 18/19	FY 19/20	FY 20/21	Q1 21/22	Q2 21/22	Q3 21/22	Q4 21/22	FY 21/22	Q1 22/23	Q2 22/23	Q3 22/23	Q4 22/23	FY 22/23	Q1 23/24	Q2 23/24	Q3 23/24
<b>Total equity</b>	<b>177.1</b>	<b>102.2</b>	<b>55.4</b>	<b>33.8</b>	<b>644.6</b>	<b>604.9</b>	<b>583.5</b>	<b>583.5</b>	<b>541.7</b>	<b>482.6</b>	<b>420.9</b>	<b>366.6</b>	<b>366.6</b>	<b>348.2</b>	<b>305.9</b>	<b>300.4</b>
Subscribed capital	4.2	4.3	4.3	157.6	186.2	186.2	186.2	186.2	186.2	186.2	186.2	186.2	186.2	186.2	186.2	186.2
Share premium	444.9	449.9	463.0	311.6	928.8	929.0	933.6	933.6	936.1	940.5	941.0	946.1	946.1	951.1	955.2	959.7
Retained deficit	(272.1)	(351.9)	(411.8)	(435.3)	(470.4)	(510.2)	(536.2)	(536.2)	(580.6)	(644.0)	(706.1)	(765.3)	(765.3)	(789.1)	(835.1)	(845.5)
Hedging provisions	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	(0.1)	(0.2)	(0.4)	(0.4)	0.0	(0.4)	0
<b>Total non-current liabilities</b>	<b>1.8</b>	<b>10.2</b>	<b>87.6</b>	<b>94.8</b>	<b>15.3</b>	<b>53.1</b>	<b>53.0</b>	<b>53.0</b>	<b>136.7</b>	<b>159.8</b>	<b>188.3</b>	<b>179.9</b>	<b>179.9</b>	<b>190.1</b>	<b>178.8</b>	<b>163.7</b>
Non-current lease liabilities	0.0	8.5	7.6	12.9	11.8	48.8	47.9	47.9	131.3	153.8	181.6	172.9	172.9	166.8	154.4	141.4
Non-current liabilities	0.2	0.0	76.7	78.6	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	15.6	13.6	11.5
Deferred tax liabilities	1.6	1.7	3.4	3.4	3.5	4.4	5.2	5.2	5.4	6.0	6.7	7.0	7.0	7.7	10.8	10.8
<b>Total current liabilities</b>	<b>115.8</b>	<b>194.5</b>	<b>314.1</b>	<b>396.2</b>	<b>421.2</b>	<b>545.5</b>	<b>547.8</b>	<b>547.8</b>	<b>647.5</b>	<b>656.3</b>	<b>711.2</b>	<b>634.9</b>	<b>634.9</b>	<b>652.2</b>	<b>700.0</b>	<b>836.8</b>
Trade payables	112.1	126.0	209.7	266.8	305.5	390.6	347.7	347.7	449.3	457.2	451.2	406.6	406.6	431.1	437.4	501.6
Lease liabilities	0.0	3.2	3.2	4.2	4.0	16.8	12.1	12.1	22.7	33.5	41.0	45.2	45.2	47.3	49.4	51.5
Other financial liabilities	3.6	37.8	52.7	72.9	50.3	45.1	108.0	108.0	120.5	111.2	144.3	103.1	103.1	103.9	116.4	156.1
Other non-financial liabilities	0.0	27.4	46.0	48.2	55.9	92.8	79.6	79.6	54.7	54.1	73.1	78.2	78.2	68.6	95.0	125.8
Other provisions	0.1	0.0	2.5	4.2	5.3	0.2	0.4	0.4	0.4	0.4	1.7	1.7	1.7	1.4	1.8	1.9
<b>Total equity and liabilities</b>	<b>294.7</b>	<b>306.9</b>	<b>457.2</b>	<b>524.9</b>	<b>1,081.0</b>	<b>1,203.6</b>	<b>1,184.3</b>	<b>1,184.3</b>	<b>1,325.9</b>	<b>1,298.6</b>	<b>1,320.4</b>	<b>1,181.4</b>	<b>1,181.4</b>	<b>1,190.5</b>	<b>1,184.6</b>	<b>1,301.0</b>

# GMV TO REVENUE BRIDGE

## Q3 23/24 LTM (EUR M)



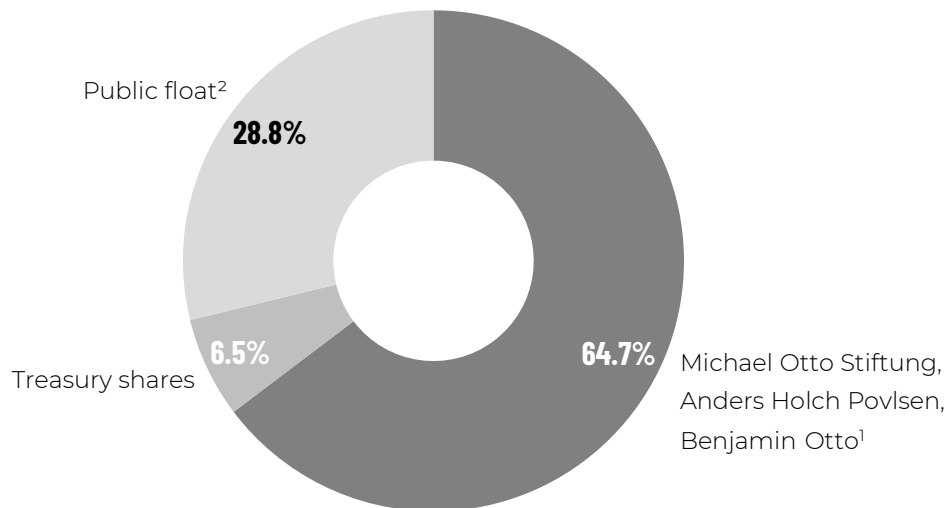
## Q3 23/24 (EUR M)



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; 5. Including segments DACH and RoE, including all internal revenues and excluding reconciliation

# THE ABOUT YOU SHARE

## SHAREHOLDER STRUCTURE



Note: Structure as of February 29, 2024

1. Michael Otto Stiftung – Otto (GmbH & Co KG), Aktieselskabet af 12.6.2018. – Anders Holch Povlsen, GFH Gesellschaft für Handelsbeteiligungen m.b.H. – Benjamin Otto; 2. Thereof, the ownership of ABOUT YOU's Management Board is: Formerly Tarek Müller Beteiligungsgesellschaft mbH and now operating under the name Ohana Group Hamburg GmbH since February 15, 2023 - Total ownership amounts to 3.0%; Sebastian Betz Beteiligungsgesellschaft mbH - Total ownership amounts to 2.6%; Hannes Wiese Beteiligungsgesellschaft mbH - Total ownership amounts to 1.7%

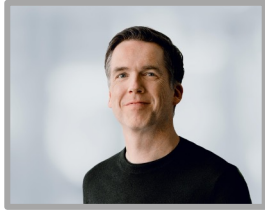
## SHARE INFORMATION

<b>First day of trading</b>	June 16, 2021
<b>Issuer</b>	ABOUT YOU Holding SE
<b>Listing venue</b>	Frankfurt Stock Exchange
<b>Market segment</b>	Regulated Market (Prime Standard) of Frankfurt Stock Exchange
<b>ISIN</b>	DE000A3CNK42
<b>WKN</b>	A3CNK4
<b>Ticker symbol</b>	YOU
<b>Total # of shares outstanding</b>	174,075,507
<b>Total # of shares issued</b>	186,153,487
<b>Share capital</b>	EUR 186,153,487
<b>Type of shares</b>	Ordinary bearer shares
<b>Paying agent</b>	Deutsche Bank



# EXPERIENCED AND INDEPENDENT SUPERVISORY BOARD OVERSIGHT

## MEMBERS OF THE SUPERVISORY BOARD



**Sebastian Klauke**

Chairperson  
(Casting vote)

Former Partner and  
MD of BCG Digital  
Ventures



**Petra Scharner-Wolff**

Former member of the  
Schwab Group  
Executive Board



**Niels Jacobsen**

Vice Chairperson  
(Heartland nominee)

Deputy Chairman of Kirkbi  
CEO of William Demant  
Invest A/S



**Christina Johansson**

(Jointly nominated by  
shareholders)

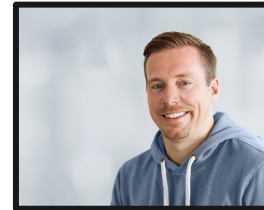
Member of the  
administrative council  
at Emmi and Optikart



**Christian Leybold**

(Otto Group nominee)

Advisory board  
member at Brumbrum,  
JOW, Natural Cycles,  
Karmalicious, etc.



**André Schwämmlein**

(Jointly nominated by  
shareholders)

CEO at FlixBus  
Supervisory board  
member at Scout24

Member of the Otto Group Executive Board

Independent member

# UPCOMING EVENTS

**5/7/2024**

**ANNUAL REPORT FY 23/24**

**6/28/2024**

**ANNUAL GENERAL MEETING 2024**



# INVESTOR RELATIONS CONTACT



**FRANK BÖHME**

Head of Investor Relations  
and Communications

[frank.boehme@aboutyou.com](mailto:frank.boehme@aboutyou.com)



**NORA PUHALA**

Investor Relations  
Manager

[nora.puhala@aboutyou.com](mailto:nora.puhala@aboutyou.com)



**DANIELA MARIN**

Investor Relations  
Manager

[daniela.marin@aboutyou.com](mailto:daniela.marin@aboutyou.com)



**SINAH BRENDING**

Financial Communications  
Manager

[sinah.brending@aboutyou.com](mailto:sinah.brending@aboutyou.com)

## IR TEAM CONTACT

+49 40 638 569 – 359

[ir@aboutyou.com](mailto:ir@aboutyou.com)

<https://ir.aboutyou.de/>

# DISCLAIMER (1/2)

IMPORTANT: Please read the following before continuing. The following applies to this document, which has been prepared by ABOUT YOU Holding SE (the "Company" and together with its consolidated subsidiaries, the "Group") for use in an oral and, if any, video presentation of the information in this document by the Company, and any material distributed in connection with this presentation (collectively, the "Information"), each of which should be considered together and not taken out of context.

The Information does not constitute a recommendation regarding any loans or securities of or investments in the Company or any other member of the Group. Further, it should not be treated as giving investment, legal, accounting, regulatory, taxation or other advice and recipients should each make their own evaluation of the Company and of the relevance and adequacy of the information contained herein. This document is not, and should not be construed as, a prospectus or offering document, and has not been reviewed or approved by any regulatory or supervisory authority. The Information does not constitute or form part of, and should not be construed as an offer for sale or subscription of or a solicitation or invitation of any offer to subscribe for or purchase any loans or securities of or make an investment in the Company or any other member of the Group or any other entity in any jurisdiction, and nothing contained therein shall form the basis of or be relied on in connection with any contract or commitment whatsoever, in particular, it must not be used in making any investment decision. Any potential offer of securities of the Company or any of its affiliates would be based on a prospectus or offering circular prepared for that purpose and published by the Company in final form, which would include financial information for the Company and its affiliates, risk factors associated with investing in the Company and other material disclosures. The securities placed in connection with the listing of the Company have already been sold as part of a private placement.

No representation, warranty or undertaking, express or implied, is made by the Company or any of the Company's affiliates or directors, officers, employees or agents ("Representatives") or any other person as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the Information or the opinions contained therein or any other statement made or purported to be made in connection with the Company or the Group, for any purpose whatsoever, including but not limited to any investment considerations. No responsibility, obligation or liability whatsoever, whether arising in tort, contract or otherwise, is or will be accepted by the Company or any of its respective Representatives or any other person for any loss, cost or damage howsoever arising from any use of the Information, or for information or opinions or for any errors, omissions or misstatements contained therein or otherwise arising in connection therewith.

None of the Company or any of its Representatives or any other person undertakes any obligation to provide the attendee or recipient with access to any additional information or to update the Information or to correct any inaccuracies in any such Information, including any financial data or forward-looking statements. The Information should be considered in the context of the circumstances prevailing at the time and has not been, and will not be, updated to reflect material developments which may occur after the date thereof.

The Information may constitute or include forward-looking statements. Forward-looking statements are statements that are not historical facts and may be identified by words such as "plans", "targets", "aims", "believes", "expects", "anticipates", "intends", "estimates", "will", "may", "continues", "should" and similar expressions. These forward-looking statements reflect, at the time made, the Company's beliefs, intentions and current targets/aims concerning, among other things, the Company's or the Group's results of operations, financial condition, liquidity, prospects, growth and strategies. Forward-looking statements include statements regarding: objectives, goals, strategies, outlook and growth prospects; future plans, events or performance and potential for future growth; lease-up potentials; economic outlook and industry trends; developments of the Company's or the Group's markets; the impact of regulatory initiatives; and the strength of the Company's or any other member of the Group's competitors. Forward-looking statements involve risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. The forward-looking statements in the Information are based upon various assumptions, many of which are based, in turn, upon further assumptions, including without limitation, management's examination of historical operating trends, data contained in the Company's records (and those of other members of the Group) and other data available from third parties. Although the Company believes that these assumptions were reasonable when made, these assumptions are inherently subject to significant known and unknown risks, uncertainties, contingencies and other important factors which are difficult or impossible to predict and are beyond the Company's control.

Forward-looking statements are not guarantees of future performance and such risks, uncertainties, contingencies and other important factors could cause the actual outcomes and the results of operations, financial condition and liquidity of the Company and other members of the Group or the industry to differ materially from those results expressed or implied in the Information by such forward-looking statements. No assurances can be given that the forward-looking statements will be realized. The forward-looking statements speak only as of the date of this document. The Company expressly disclaims any obligation or undertaking to release any updates or revisions to any forward-looking statements to reflect any change in the Company's expectations with regard thereto or any changes in events, conditions or circumstances on which any forward-looking statements are based, except as otherwise required by law. No representation or warranty is made that any of these forward-looking statements or forecasts will come to pass or that any forecast result will be achieved. Undue influence should not be given to, and no reliance should be placed on, any forward-looking statement.

# DISCLAIMER (2/2)

To the extent available, the industry, market and competitive position data contained in the Information (if any) come from official or third party sources. Third party industry publications, studies and surveys generally state that the data contained therein have been obtained from sources believed to be reliable, but that there is no guarantee of the accuracy or completeness of such data. While the Company believes that each of these publications, studies and surveys has been prepared by a reputable source, none of the Company or any of its Representatives has independently verified the data contained therein. You are therefore cautioned not to give undue weight to third party data. In addition, certain of the industry, market and competitive position data contained in the Information come from the Company's own internal research and estimates based on the knowledge and experience of the Company's management in the markets in which the Company and the other members of the Group operate. While the Company believes that such research and estimates are reasonable, they, and their underlying methodology and assumptions, have not been verified by any independent source for accuracy or completeness and are subject to change and correction without notice. Accordingly, reliance should not be placed on any of the industry, market or competitive position data contained in the Information.

The Company does not expect or intend to register any securities that it may offer under the U.S. Securities Act of 1933, as amended (the "Securities Act"), or to conduct a public offering of any securities in the United States, and the securities of the Company have not been and will not be registered under the Securities Act and any such securities may not be offered or sold in the United States absent registration under the Securities Act or an available exemption from it. Any public offering of such securities in the United States would require the publication of a prospectus by the Company containing detailed information about the Company and its management, as well as the Company's financial statements. Neither this document nor any copy of it may be taken or transmitted into the United States, Australia, Canada or Japan or to any securities analyst or other person in any of those jurisdictions. Any failure to comply with these restrictions may constitute a violation of United States, Canadian, Australian or Japanese securities laws. This document is also not for publication, release or distribution in any other jurisdiction where to do so would constitute a violation of the relevant laws of such jurisdiction nor should it be taken or transmitted into such jurisdiction and persons into whose possession this document comes should inform themselves about and observe any such restrictions.

Access to the Information is being given in connection with a proposed meeting with the Company. By accepting to attend the oral and, if any, video presentation and/or accessing or reading a copy of the Information you agree to be bound by the foregoing limitations and conditions and, in particular, you will be taken to have represented, warranted and undertaken that you have read, accepted and agreed to comply with the contents of this notice.