



ABOUT YOU[®]

Company Presentation
January 2021

Welcome to ABOUT YOU[®]

We made it our mission to digitise the offline shopping stroll for Gen Y&Z.

ABOUT YOU is Europe's fastest-growing fashion platform for young, fashion-conscious customers in 26 markets¹. Today we have more than 30m monthly active users and offer over 400,000 products from over 2,000 brands. Our proprietary state-of-the-art technology stack, enabled the swift and successful expansion of commerce operations. In addition, ABOUT YOU also provides its proprietary technology infrastructure as a software as a service (SaaS).

This company presentation aims at providing with additional, easy to read material in order to get the most relevant information on ABOUT YOU.

All the best,

Hannes, Tarek, and Sebastian

Hannes Wiese



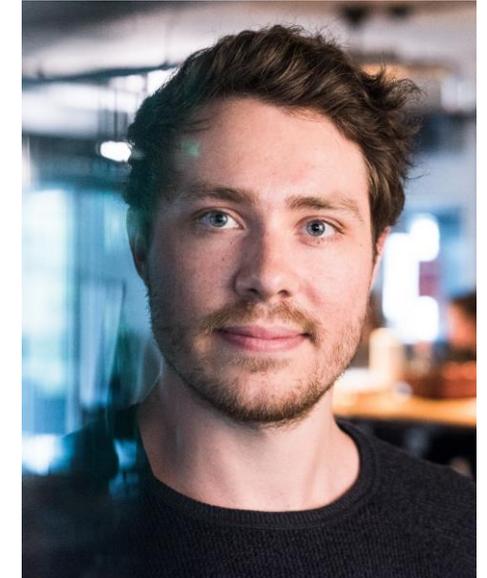
Co-Founder & Co-CEO,
Operations & Finance

Tarek Müller



Co-Founder & Co-CEO,
Marketing & Brand

Sebastian Betz



Co-Founder & Co-CEO,
Tech & Product

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

Our vision: become the global #1 fashion platform

We digitise the offline shopping stroll for Gen Y&Z



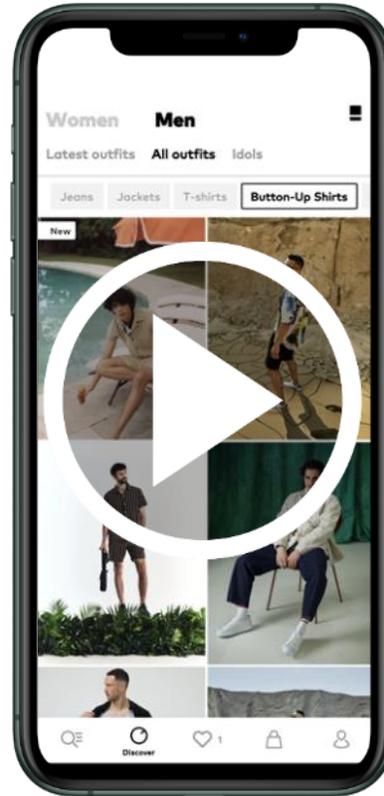
We create incremental revenues for fashion brands



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



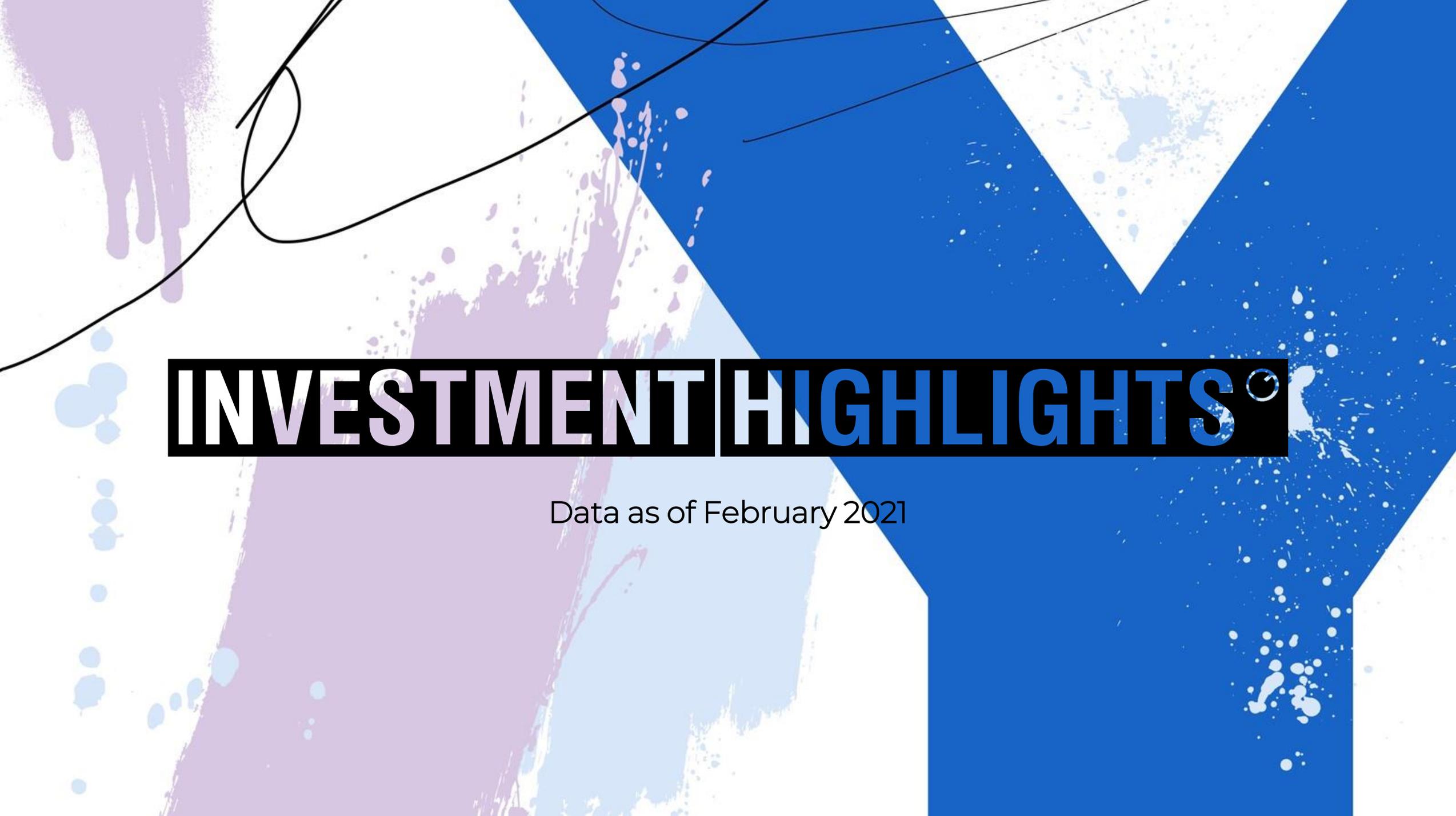
Check out the ABOUT YOU app experience via our product demo



Stay up-to-date with the AY Media Board

The image displays four overlapping screenshots of the About You website's media board, showcasing various content types:

- Video Highlights:** A grid of video thumbnails including "K5 Interview with Tarek Müller: SCAYLE", "ABOUT YOU App Demo Video", "ABOUT YOU Fashion Show @ About You...", and "About You Pangea Festival".
- Webinars:** A list of webinar events such as "The IPO Stars of 2021 - Deutsche Eigenkapital", "Fireside chat Morgan Stanley European TM", "Sales Teach-in", and "Fireside chat Goldman Sachs Global Retail".
- Podcasts:** A list of podcast episodes including "OMR # 411 with Tarek Müller and the About You IPO diary", "Scalable Capital - About You: Tarek Müller on fashion trends, IPO & more", and "OMR # 393 This is what Tarek Müller, Lena Gercke, Florian Heinemann and more are saying about the About You IPO".
- Image:** A full-page photograph of a woman sitting on a brick ledge in a garden, wearing a striped dress and sandals.



INVESTMENT HIGHLIGHTS[®]

Data as of February 2021

Company highlights



Huge online fashion market



Influencer-led discovery proposition



Outstanding company growth



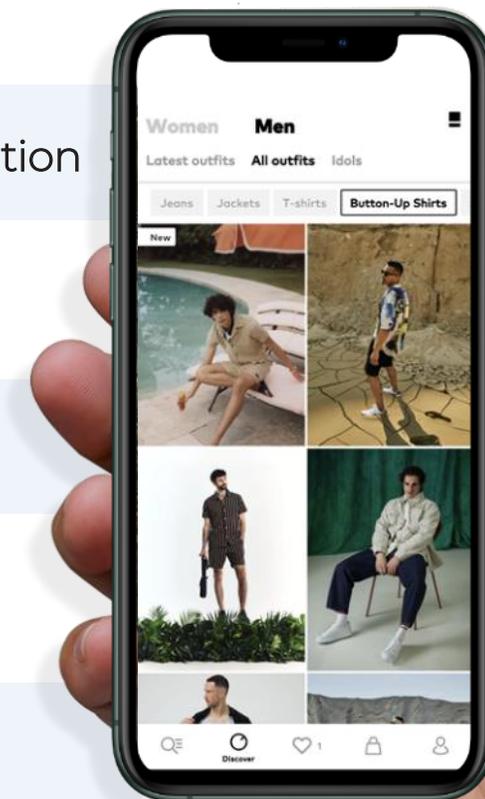
Superior unit economics



Unique SaaS/B2B business

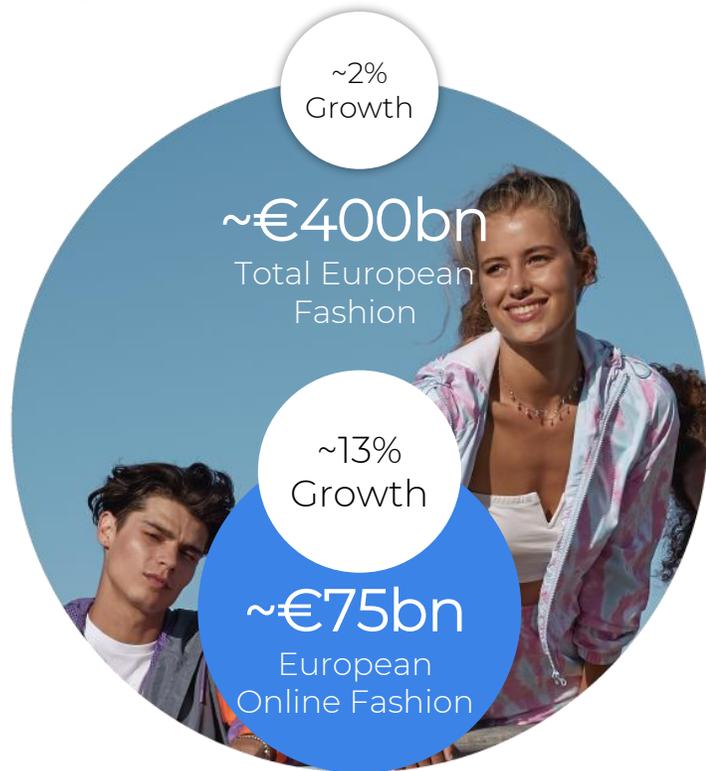


Multiple future growth levers



It's still early days: The online fashion market remains a huge and fast-growing opportunity

Large and growing market¹...



...offering huge potential...



...underpinned by secular tailwinds

Ongoing shift online: only <20% online fashion share vs. >35% online consumer electronics share in 2019⁴

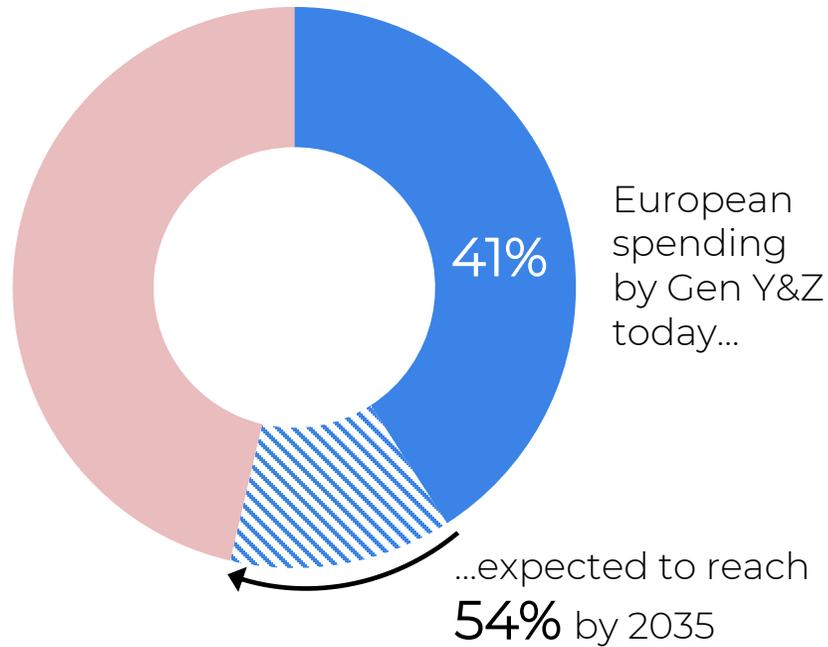
Continued rise of smartphone and social media usage

Digital native Gen Y&Z to represent majority share of spending by 2035

1. Volumes as of 2019A, compounded annual growth 2016-19A; 2. Based on European online fashion sales; 3. Other players (~74%) include generalists that also sell fashion; calculated by taking into account companies' European sales divided by 2019A market size (excl. VAT) provided by Euromonitor; ABOUT YOU, Asos and Boohoo calendarised to Dec-2019A; ABOUT YOU excl. TME revenues; 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; Farfetch based on Digital Platform GMV (excl. Fulfilment revenue for market share calculation purposes given sole focus on B2C fashion offering) and European GMV approximated by EMEA revenue share; Amazon based on European apparel and footwear e-commerce sales as per Euromonitor (excl. VAT); 4. Based on 2019A penetration rates for Europe as per Euromonitor; Source: Euromonitor (as of Jan-21), ABOUT YOU, public company information

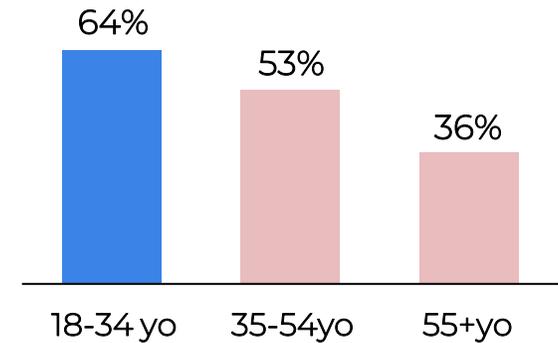
Gen Y&Z expected to drive a tectonic shift in spending habits and online engagement

Gen Y&Z expected to soon represent the majority of spending in Europe¹...

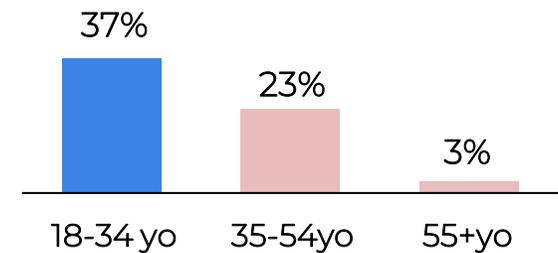


...and they do things differently²

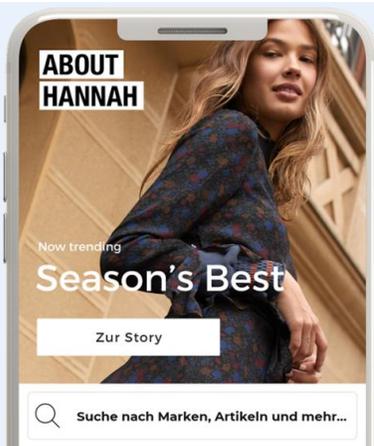
Often make impulse purchases³



Are influenced by influencers more than by traditional ads⁴



1. According to World Data Lab, with Gen Y&Z referring to people born after 1980 (including generation "Alpha"). Europe is defined by countries Albania, Austria, Belarus, Belgium, Bosnia and Herzegovina, Bulgaria, Croatia, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Iceland, Ireland, Italy, Kosovo, Latvia, Lithuania, Luxembourg, Macedonia, Malta, Moldova, Montenegro, Netherlands, Norway, Poland, Portugal, Republic of Serbia, Romania, Russia, Slovakia, Slovenia, Spain, Sweden, Switzerland, Ukraine, and United Kingdom. Spending is defined by household final consumption expenditure which accounts for the market value of all goods and services (including durable products and excluding dwellings) purchased by households; 2. According to 5WPR consumer survey; study represents US sample only; 3. % of respective age group often making impulse purchases; 100% of blue bar would e.g. indicate all 18-34 year olds; 4. % impact uplift compared to traditional advertising; 100% of blue bar would e.g. indicate all 18-34 year olds



Mobile-born

>80% mobile revenue share¹

≥4.7 app store rating²
(best rated among peers³)

The ABOUT YOU[®] Brand

Vibrant community

>70% organic traffic⁷

>30m unique MAU⁸



Influencer-driven

>10,000 influencers in database⁴

>1,000 collaborations /month⁵



Unique storytelling

>3.3bn media contacts from exclusive content and events⁶



International love brand

23 countries¹⁰

Up to 90% brand awareness among Gen Y&Z women¹¹

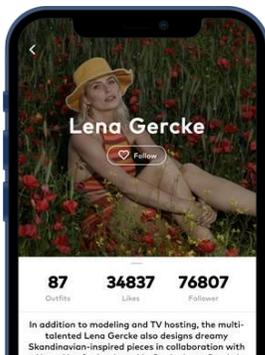
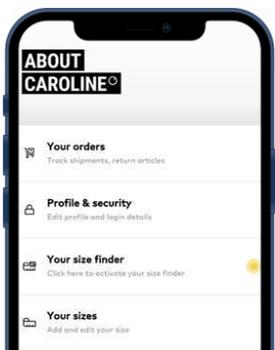
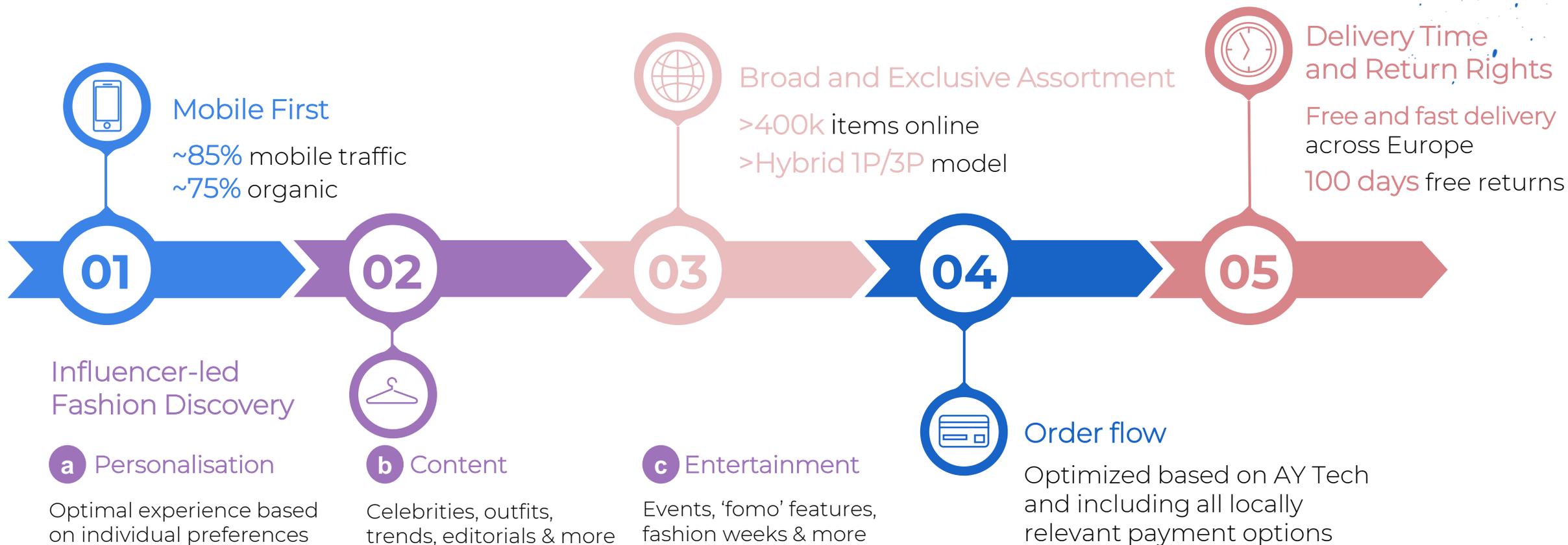


Desirable assortment

>2,000 top brands⁹ and exclusive own labels and celebrity coops

1. Gross revenue share, FY20/21, all markets, based on Google Analytics & Adjust; 2. iOS: 4.8 stars (>14k reviews), Android: 4.7 stars (>17.5k reviews), per 04.01.2021. 3. Compared to H&M, Zalando, Asos, Otto, Bonprix, Mango, Stradivarius, Pull&Bear, Bershka, Zara, per 04.01.2021; 4. Per November 2020; 5. In December 2020 and January 2021; 6. In 2019 (e.g. ABOUT YOU Fashion Week, ABOUT YOU Awards, ABOUT YOU Pangea festival, LeGer Event Cannes); 7. Refers to non-paid traffic sources, i.e. direct traffic, organic search and referrals and CRM, per H1 2020/21 (01.03.-31.08.2020), all markets; 8. Refers to unique active users per month, hence accounting for cross-device usage, per November 2020, all markets, all devices, based on Google Analytics & Adjust; 9. Per November 2020; 10. Per February 2021, includes soft launches which are not yet in campaign phase; 11. Aided brand awareness in 15 ABOUT YOU markets, aided brand awareness of 91% in Croatia among 16-to-36 year old women (n=164), based on a market study conducted by Ipsos on behalf of ABOUT YOU; Source: ABOUT YOU

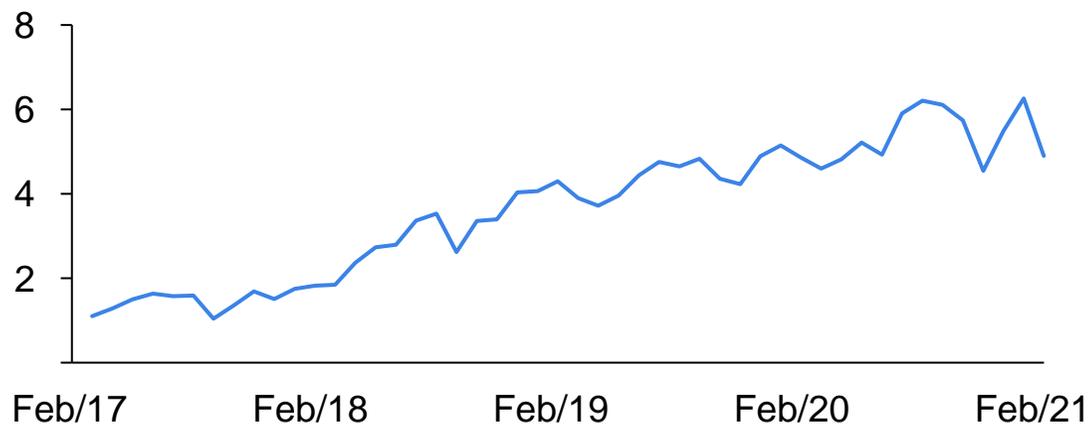
Seamless discovery experience across the customer journey



Well positioned to build the next generation fashion brands with our influencers

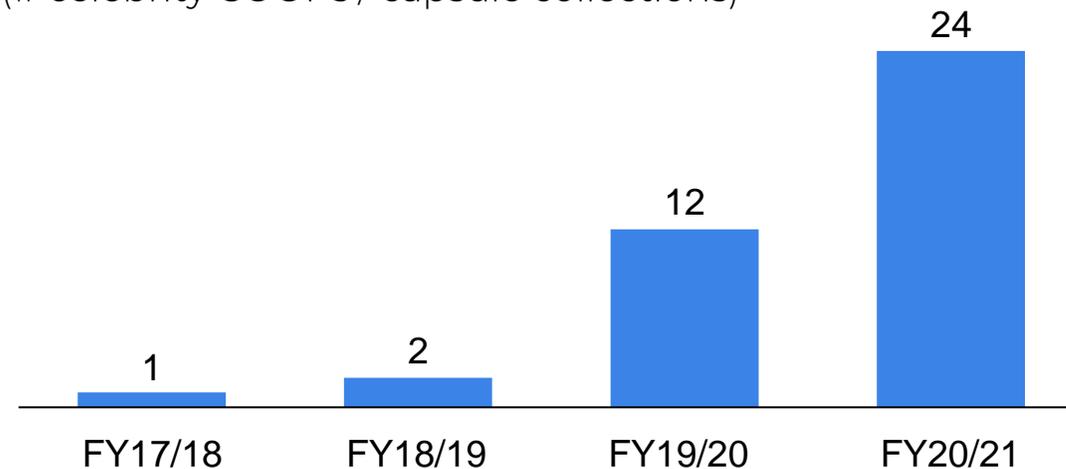
Own label revenues ramping up

(Own labels and COOPs as % of AY Commerce revenue¹)



Exclusive influencer COOPs as key driver

(# celebrity COOPs / capsule collections)



14 p.p.

gross margin uplift vs. 3rd party brands²

>50%

PC uplift for own label customer cohorts³

>5

capsules grown to become regular brands⁴

>65

COOPs already signed for 2021⁵

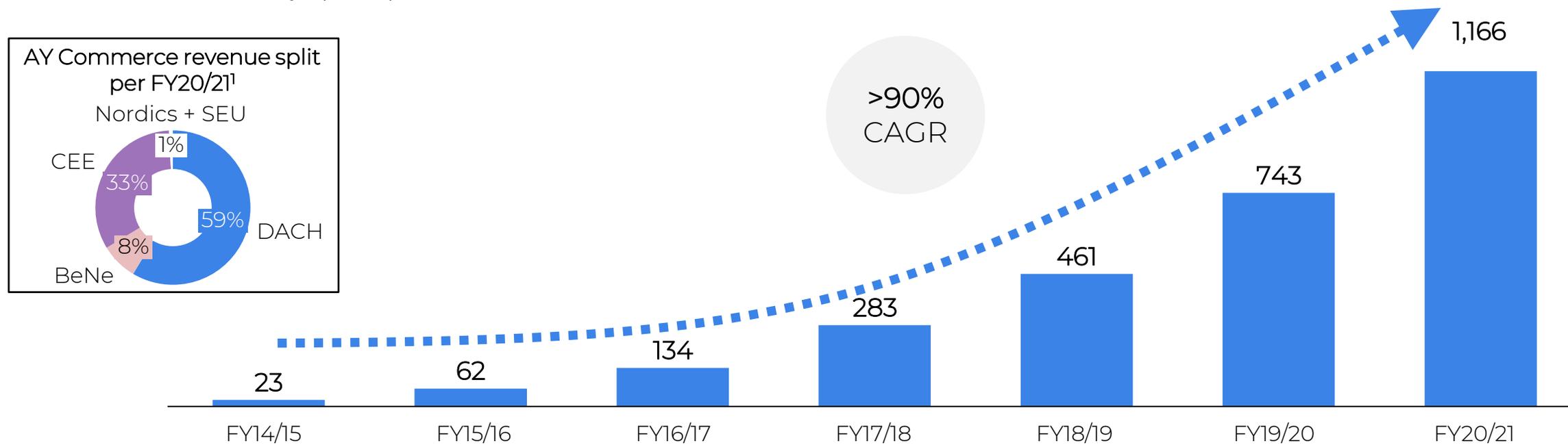


kendalljenner [✓]
2,936 Posts 156 M Followers

1. Own labels include EDITED and the ABOUT YOU label; COOPs include exclusive brands, exclusive capsules, limited exclusive capsules, online retail exclusive brands and exclusive product COOPs; 2. FY20/21; 3. Uplift of PC 1.75 after two years (based on 360 day extrapolation) of LeGer new customers vs. average new customers (PC 1.75 = revenue less COGS less fulfilment costs); 4. Includes LeGer, GMK, GMK Curvy, VIÉRVIER, DAN FOX Apparel, Cheerio; 5. Per February 2021 for FY21/22, includes celebrity and brand COOPs
Source: ABOUT YOU

We have delivered strong growth since launch in 2014

Revenue AY Group (€m)



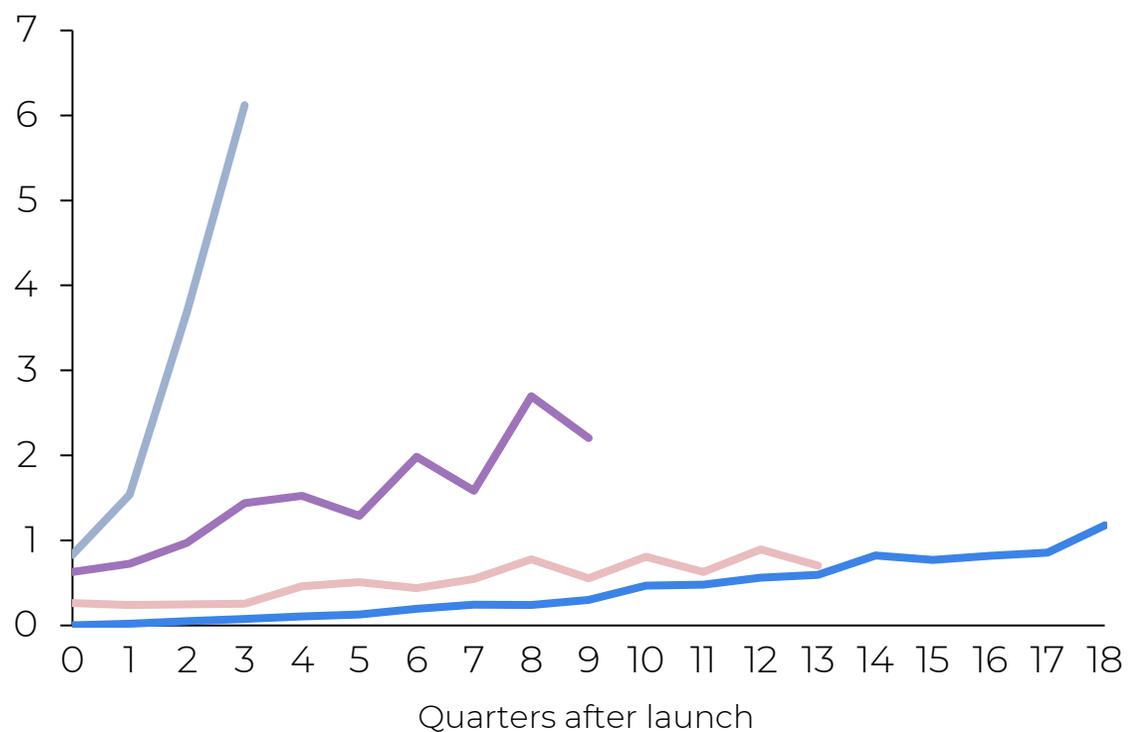
23 country launches²



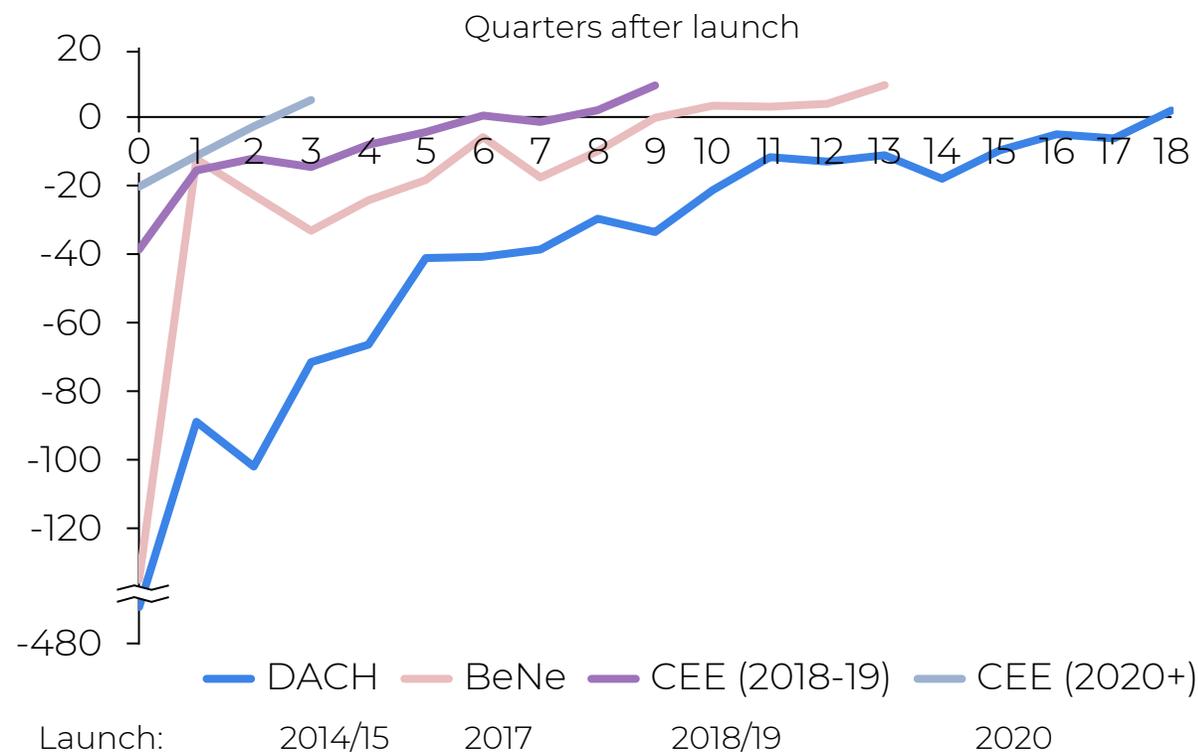
1. Excluding TME; segment figures based on management reporting; revenues = after returns and cancellations excl. VAT 2. Per April 2021, includes soft launches which are not yet in campaign phase
 Source: ABOUT YOU; Note: Financial year ends February; FY financials on group level IFRS audited

We scale our proposition internationally with ever higher rapidity and capital efficiency

Revenue per inhabitant (€) increasing steeply for new markets...



...with profit contribution¹ (% of revenue) starting at much higher levels

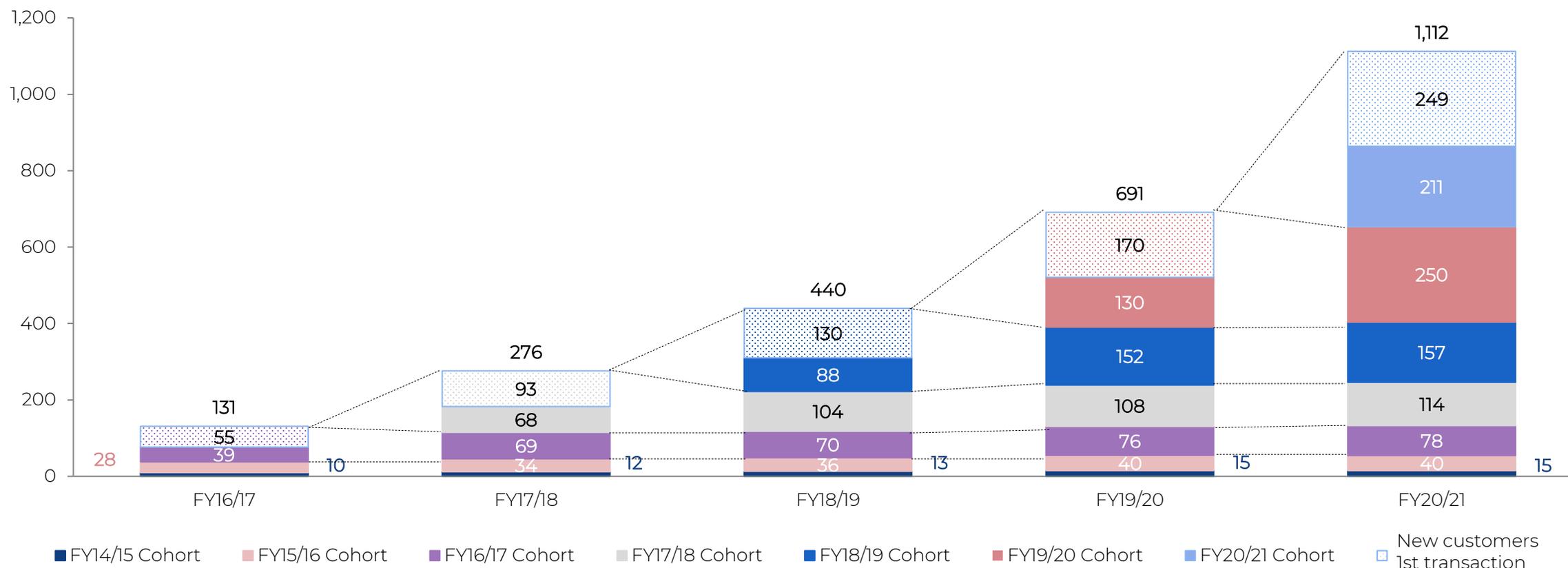


1. PC 2.00 = revenue less COGS less fulfilment costs less marketing costs

Source: ABOUT YOU; Note: BENE: BE, NL; DACH: DE, AT, CH; CEE (2018-19): CZ, SK, HU, RO; CEE (2020+): EE, LV, LT, SI, HR, BG; based on financial quarters; figures for regions based on individual country figures (weighted) and adjusted to their respective date of go-live (Big Bang / marketing launch); Financial year ends February; Historical financials IFRS audited, LTM figures based on management reporting (unaudited)

Our proposition translates into highly loyal and monetisable customers

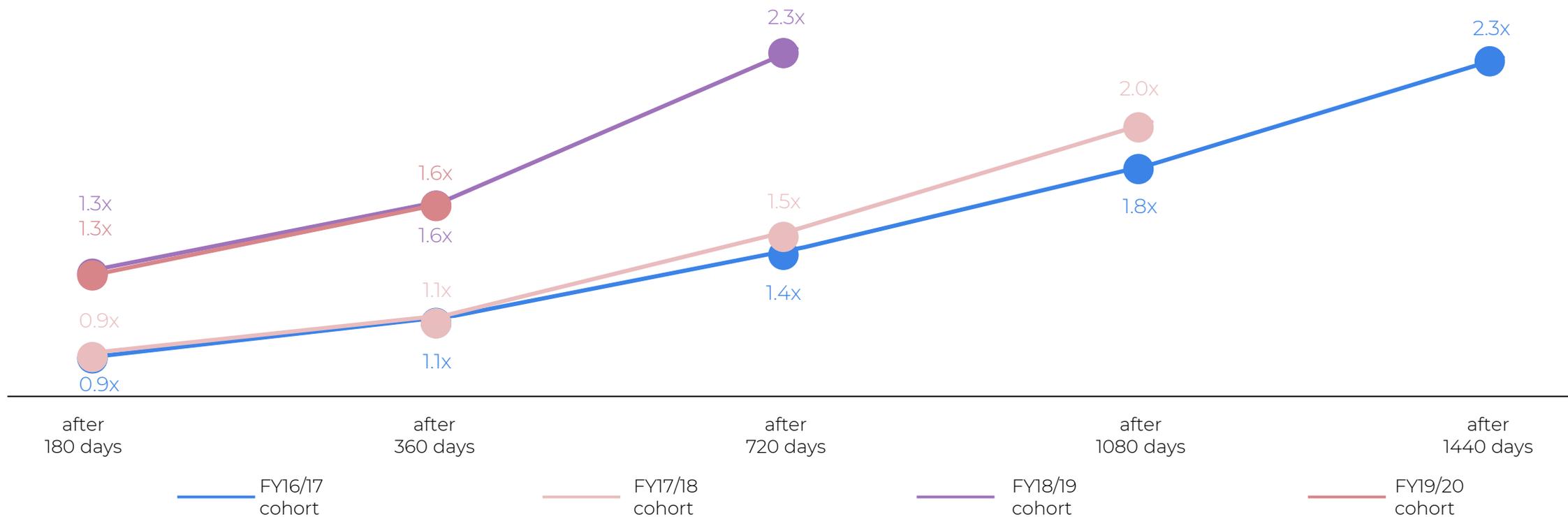
Every cohort increases spending in every year
(AY Commerce revenue - €m)



Source: ABOUT YOU; Note: Financial year ends February; based on management reporting

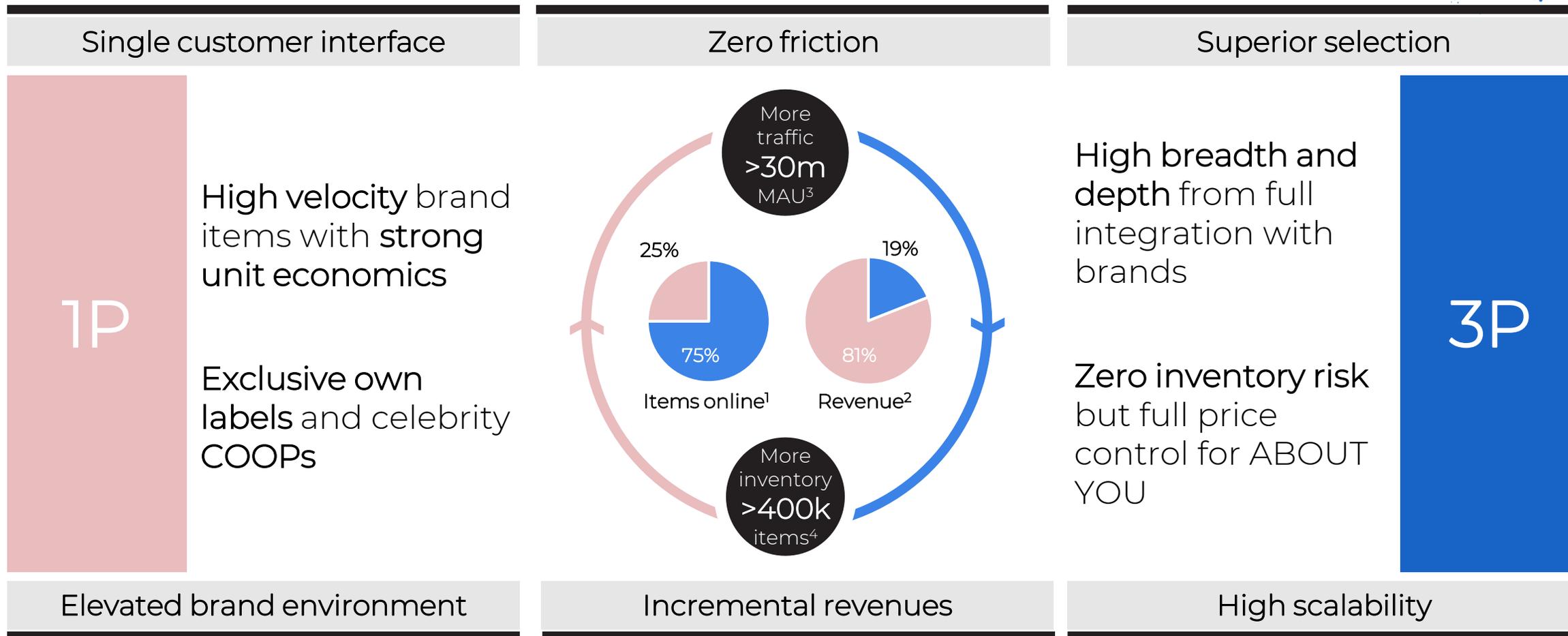
High loyalty, strong unit economics and efficient marketing translate into outstanding LTV/CAC ratios

LTV¹ / CAC² – Superior cohort results
(AY Commerce)



1. LTV in days rolling after first transaction; LTV defined as: revenue (after returns) less COGS (at current prices (at time of relevant sale), after discounts and scale incentives) less logistics costs (outbound and inbound) less payment costs less reactivation costs; 2. Customer Acquisition Cost, i.e. total marketing spending (online and offline) divided by the total number of new customers per quarter; marketing spending excl. equity-based settlements, internal and launch-related costs (one-off costs related to communicating the official start of AY in a specific market (launch-event, print-ads etc.), reactivation costs; these are not part of the regular LTV/CAC steering and hence excluded)
Source: ABOUT YOU Management Accounts

Our hybrid model combines the strength of 1P and 3P assortments to optimize our offering and margins



1. Snapshot CW 49 2020, Germany; 2. FY20/21, all fashion stores; GMV corresponds to IFRS revenue in the ABOUT YOU hybrid model, i.e. the full item price is recorded as revenue, irrespective of the item source; 3. Refers to unique active users per month, hence accounting for cross-device usage, per November 2020, all markets, all devices, based on Google Analytics & Adjust; 4. Per November 2020, Germany
Source: ABOUT YOU

Our business is based on a proprietary, AI-powered Tech platform enhancing customer experience and scalability

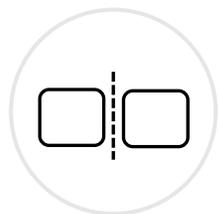
The blessing of our late birth
(and a then 25-year-old founder CTO)...



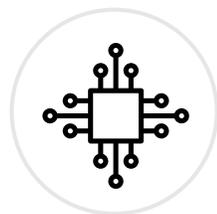
Mobile born



Hybrid born

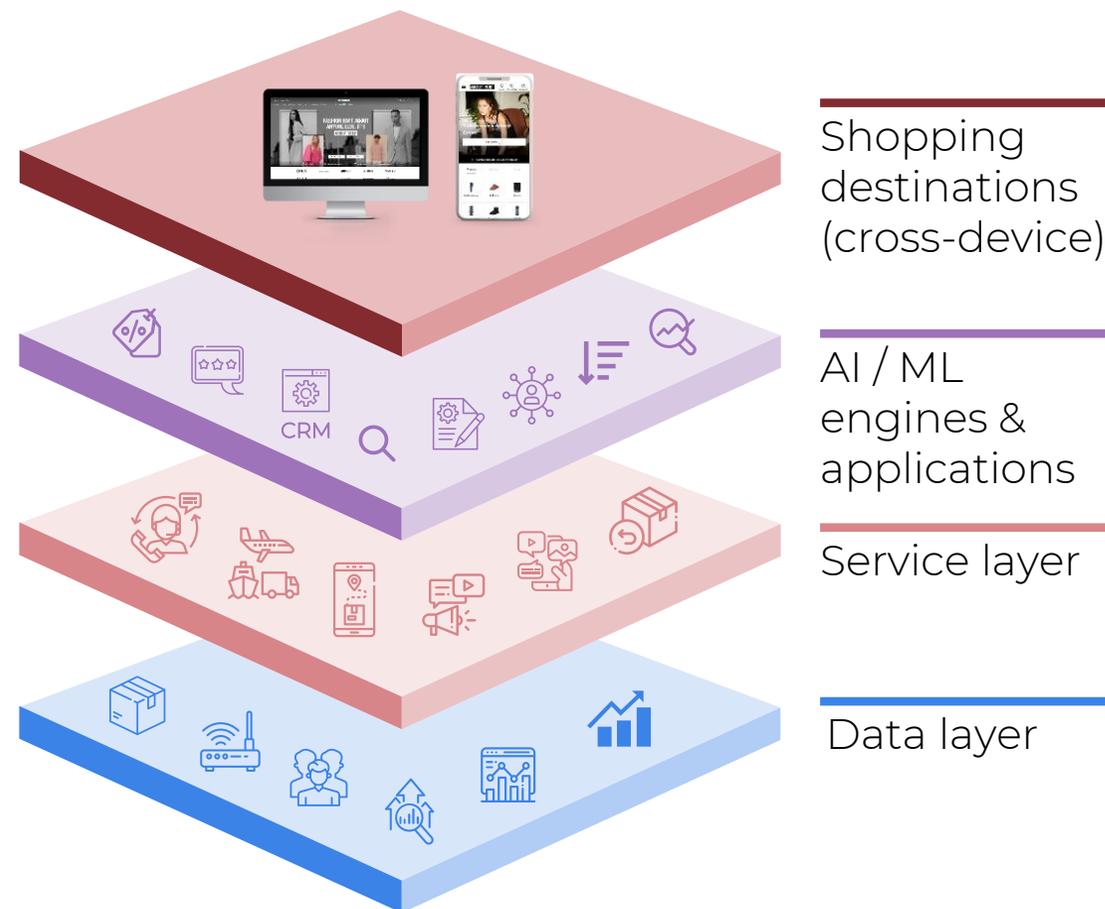


Headless born



Tech-DNA born

...translates into one of the world's most powerful Tech platforms in online fashion 2021



Shopping destinations
(cross-device)

AI / ML engines & applications

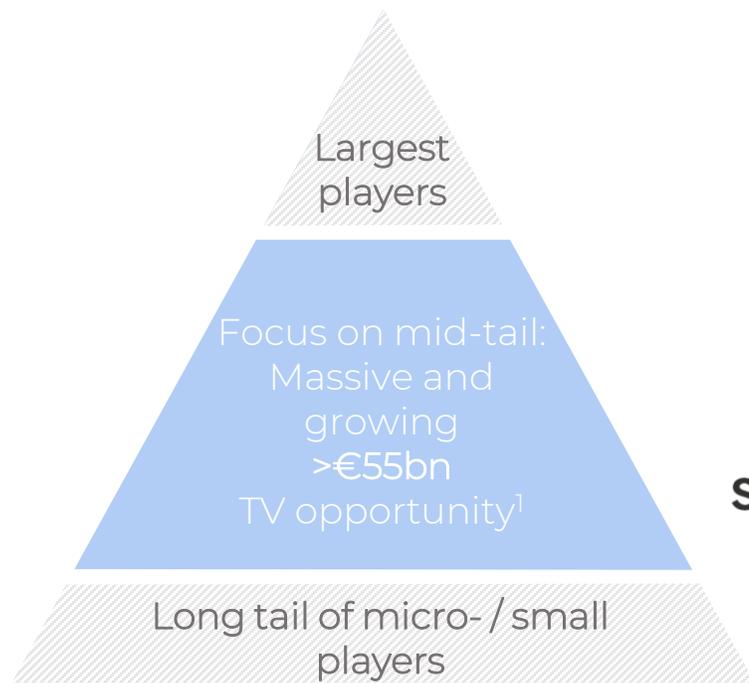
Service layer

Data layer

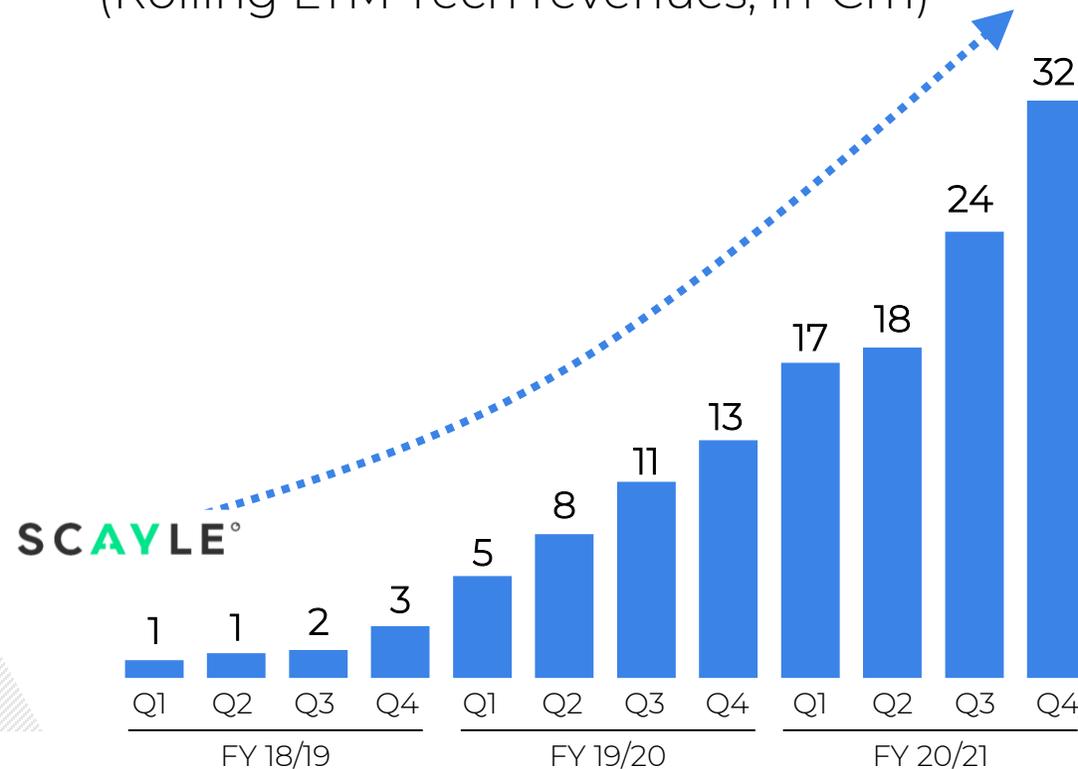
Source: ABOUT YOU; Note: Illustrative and not exhaustive

Greatest proof for Tech capabilities is the success of our SaaS business

Huge opportunity



Scaling at a great speed (Rolling LTM Tech revenues, in €m)



>60
external shops live²

>€1.5bn
external transaction volume in 2020³

>€100m
SaaS volume newly committed in 2020⁴

>50%
Adjusted EBITDA margin⁵

1. TV = Transaction volume; market size based on Euromonitor online fashion market data for 2019A excluding share of top 6 players (see page 9); 2. External online shops incl. localized domains; 3. Estimated external online shop revenues from clients running on ABOUT YOU Commerce Suite (or its parts) in the calendar year 2020; 4. Sum of all revenues of all contracts that were either signed or agreed in 2020; 5. Adjusted EBITDA margin: ratio of earnings before interest, tax, depreciation and amortisation adjusted for (i) equity-settled share-based compensation expenses, (ii) restructuring costs and (iii) one-time effects to revenue; FY 20/21A
Source: ABOUT YOU, Euromonitor

SaaS feeds into our adjacent B2B opportunity from Tech, Media and Enabling (TME) revenue streams

Tech: e-commerce SaaS

Monetising AY's proprietary Tech infrastructure

ABOUT YOU Commerce Suite



Order & stock management



Product information management



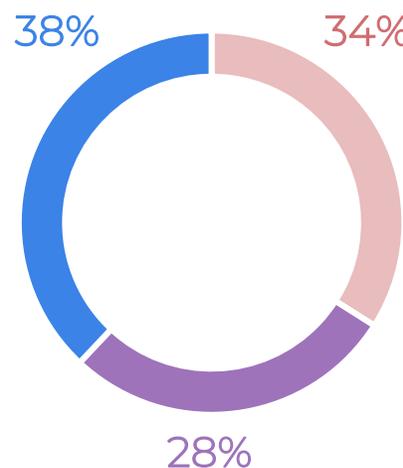
Warehouse logistics & store integration



Checkout



Price & Inventory management



Media: ad formats for brands

Marketing AY's online and offline brand inventory

Onsite



Offsite



Offline



Enabling & other: 360° offering for partners
Productising AY's value chain

e-commerce growth services

e-commerce operations

fulfillment by amazon

Competitors

Source: ABOUT YOU; Note: TME mix based on Revenue FY20/21

We can finance our aggressive international expansion through our profitable DACH and TME segments

FY 20/21

Commerce B2C

B2B

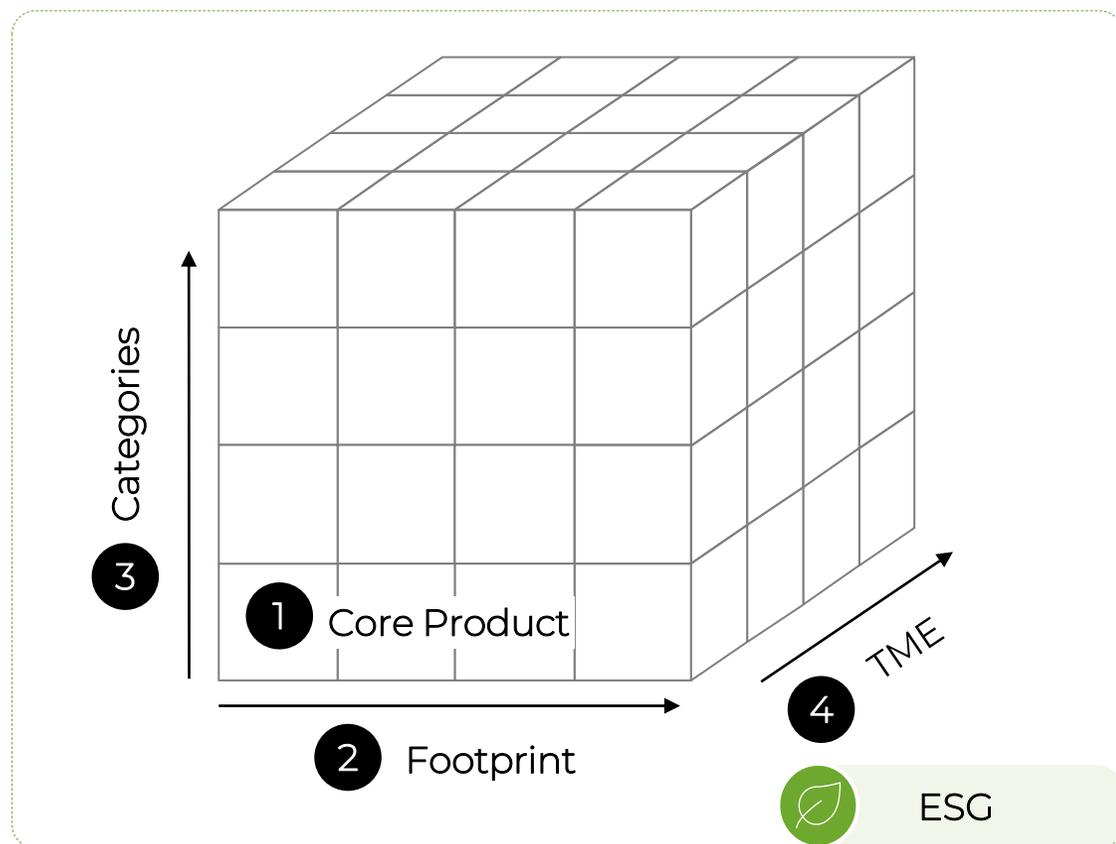
	AY Group	AY DACH	AY RoE	TME
Revenue (€m)	1,166	660	464	84
Growth (YoY ¹)	57%	29%	145%	61%
Adjusted EBITDA ² (€m)	(36)	37	(83)	10
Adjusted EBITDA margin ³	(3)%	6%	(18)%	12%

1. Growth (YoY): revenue growth year-over-year; 2. Adjusted EBITDA: earnings before interest, tax, depreciation and amortisation adjusted for (i) equity-settled share-based compensation expenses, (ii) restructuring costs and (iii) one-time effects; 3. Adjusted EBITDA margin: ratio Adj. EBITDA to revenue

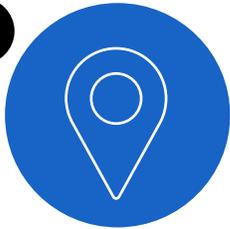
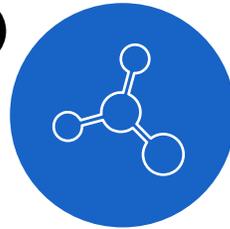
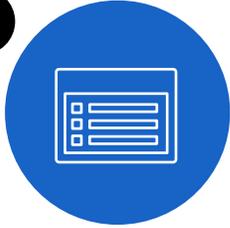
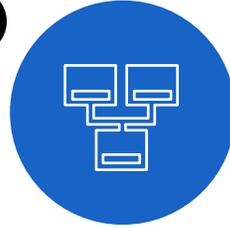
Source: ABOUT YOU; Note: Excludes reconciliation of revenue €(41)m and Adj. EBITDA €1m; financial year ends February; financials on group level based on IFRS; segment figures based on management reporting

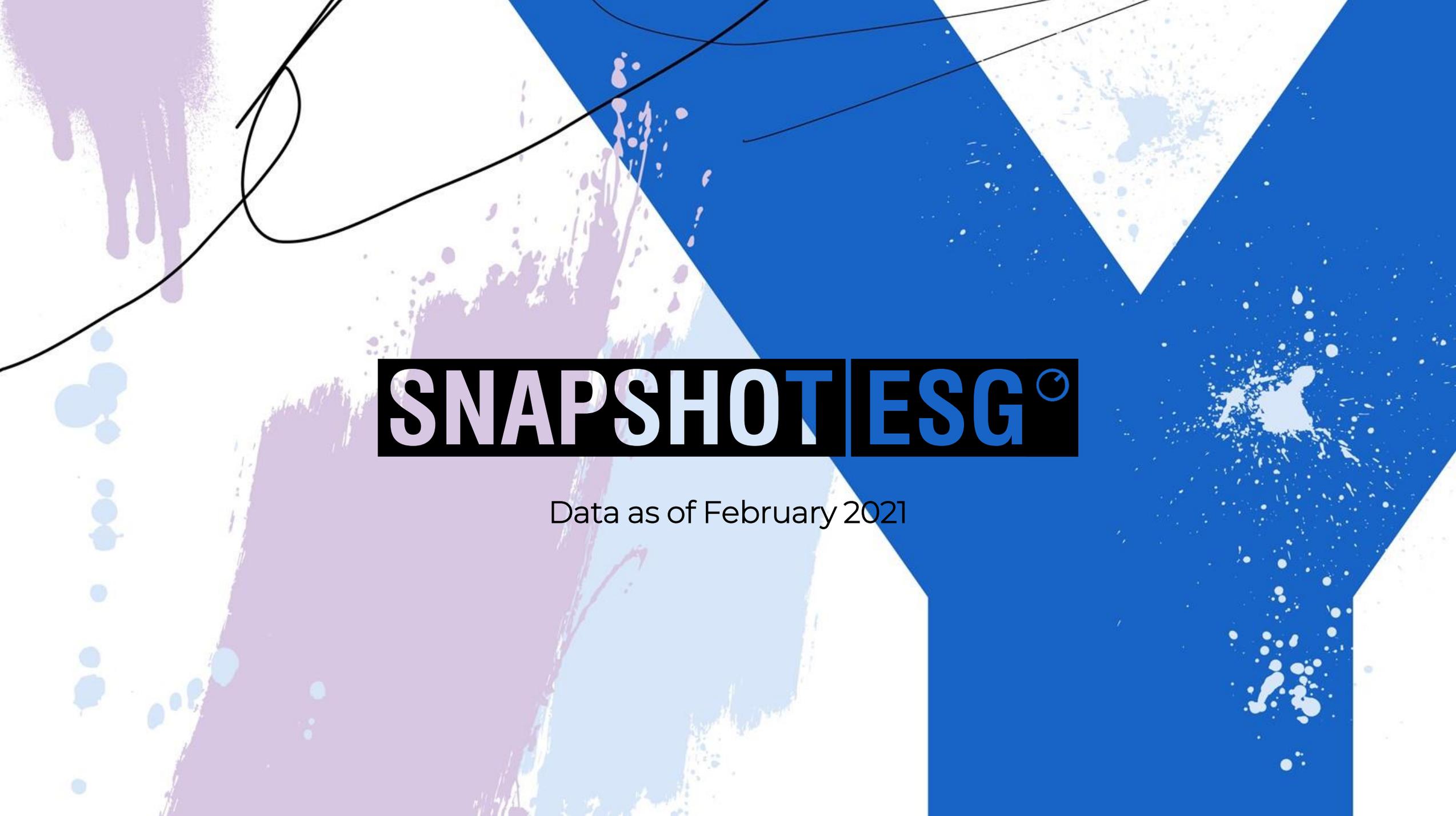
Growth strategy targets massive opportunities

Our growth levers



Our growth strategy

- 1  Core product improvement
- 2  Footprint expansion
- 3  Category optimisation
- 4  Scaling TME

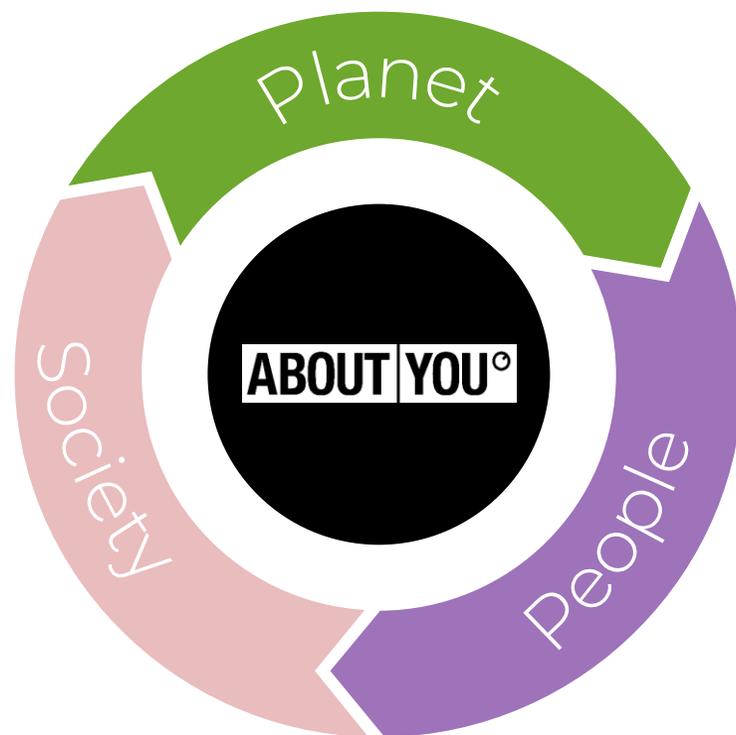


SNAPSHOT | ESG[®]

Data as of February 2021

ABOUT YOU: Becoming a force for good

Our responsibility model



- Thought leader and advocate of circularity and sustainability
- Membership and commitment to leading sustainability alliances and certifiers



- Rigorous periodic tracking framework of 48 KPIs well beyond WEF core metrics
- Company-wide embracement of diversity & inclusion and human capital management
- C-level oversight of ESG efforts

ABOUT YOU responsibility report:
<https://corporate.aboutyou.de/en/responsibility>

Our eco-friendly business model advocates circularity and sustainability

What we have achieved to date

One of Europe's largest platforms for secondhand fashion



>40%

Second Love baskets incl. new items¹

>400k

quality-checked secondhand items²

Circularity

Our future commitment (excerpt)

- Integrate secondhand submission through return process by 2022
- Feature >1m secondhand goods by 2025

>8%
sustainable
items online today²

Product classification along
18 sustainability
criteria & certifications²

Sustainable
products

- >20% sustainable products in the assortment by 2023
- Addition of vegan certificate in 2021
- Continuous periodic SAC assessment and GOTS certification



CO₂-
neutral³

~100%
recycling
share in poly mailers,
>75% in boxes²

100%
renewable
energy⁴

Ecological
footprint

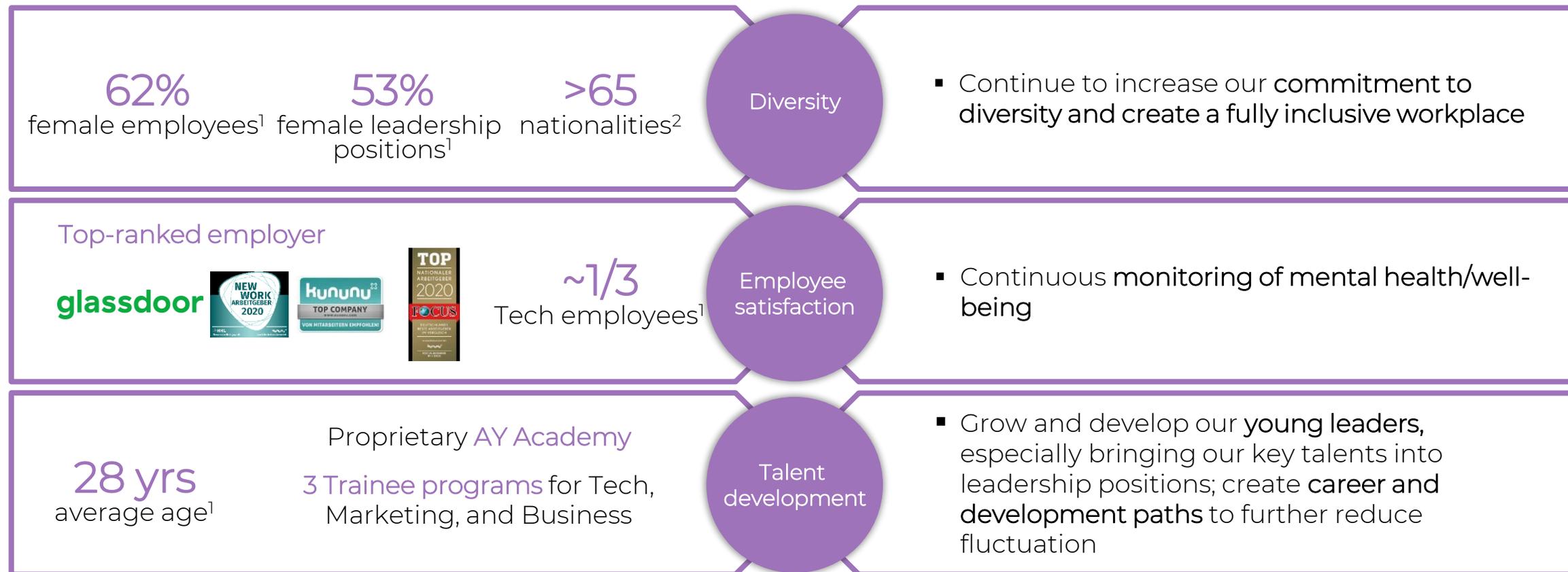
- Emission reduction target following Paris Climate Goals
- Reduce private label scope 3 GHG emissions by 35% per € value added by 2025 relative to 2019
- Ensure that 90% of our suppliers (by emissions) will have science-based targets by 2025



1. Time period 01.09.-13.11.20; 2. As of FY 20/21; 3. As of FY 20/21 corporate carbon footprint, scope 1, 2 & 3 excluding products; 4. At all AY sites (offices, stores etc.) since 1 January 2021
Source: ABOUT YOU

Create an inclusive environment to promote talent

What we have achieved to date



1. As of Dec-20; 2. As of FY 20/21
Source: ABOUT YOU

Ensuring agency, accountability, and stewardship within both our organization and the community

What we have achieved to date

- Setup of rigorous **compliance management system** incl. supply chain
- **Transparency** via our structured **risk management system**



- Adhering to **highest data and security standards**
- Periodic hacker-powered **security testing and audits**

HACKER SCHOOL



- **Regular donations** and **non-profit activities**
- **> 150k community masks**
- **donated** & millions sold at cost price¹

Our future commitment

- Set more ambitious ESG targets relative to industry average
- Link executive compensation to respective target achievement

- Further enhance existing security awareness trainings
- Increase phishing simulations

- Contribution to initiatives fostering IT knowledge and entrepreneurship
- Continue to support diversity and inclusion in social media campaigns and promote LGBTQ+ initiatives

Governance & responsibility

Data privacy & security

Community impact

¹ In the course of FY 20/21
Source: ABOUT YOU

BUSINESS UPDATE

Data as of January 2021
Q3 21/22
Quarterly Statement Presentation

Q3 21/22 highlights

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

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

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

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

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

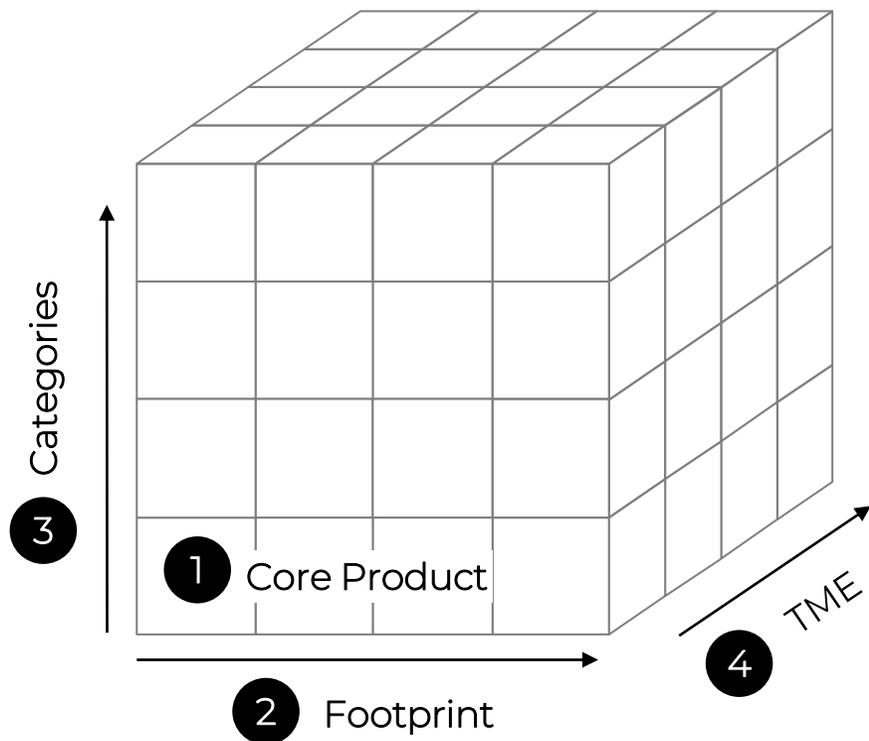
6 Realistic to reach the upper half of the €1,725-1,775m (+48-52% YoY) FY revenue guidance range, adj. EBITDA guidance (c. €-70m) unchanged, CAPEX guidance increased to c. €50m (from c. €34m)

1. LTM: last twelve months

2. AOF: average order frequency

Growth strategy targets massive opportunities

Our growth levers

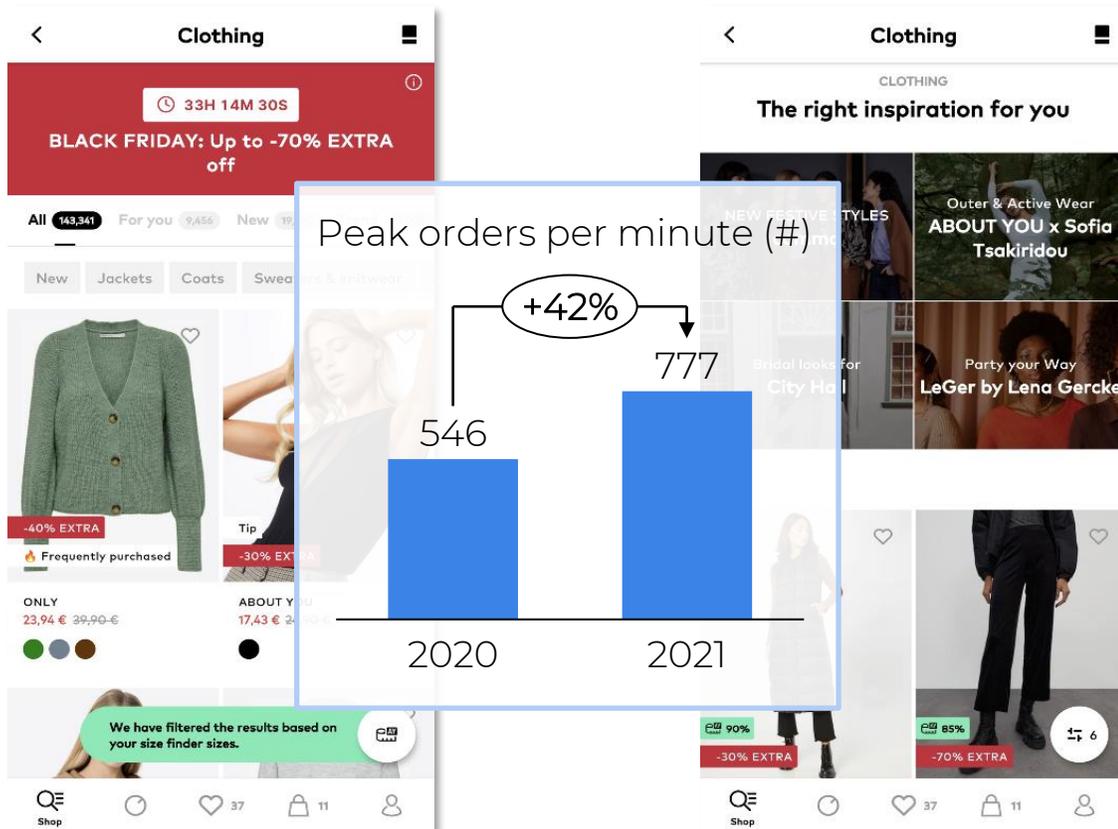


Our growth strategy



1 Successful Black Friday in difficult market environment

Black Friday 2021

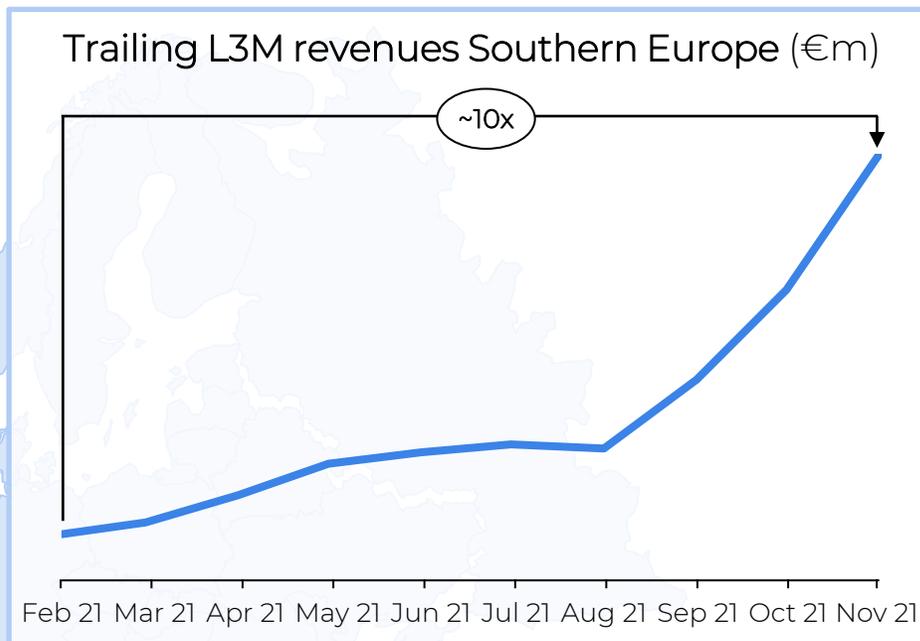


Strong success despite market headwinds

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

2 Strong momentum in Southern Europe following campaigns

Strong performance in Southern Europe



Highlights Q3 21/22

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

2 Successful MVP¹ launch of the AY Global Shipping Platform



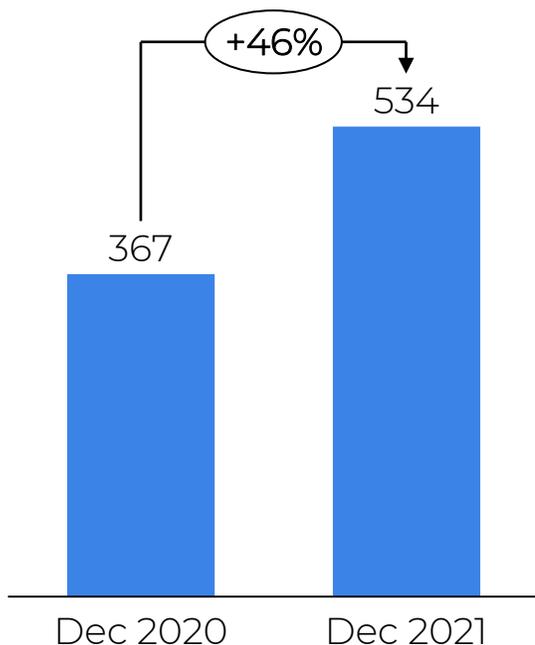
Securing the ABOUT YOU service quality worldwide

1. MVP: Minimum viable product

3 Supply chain disruptions with limited effect on business

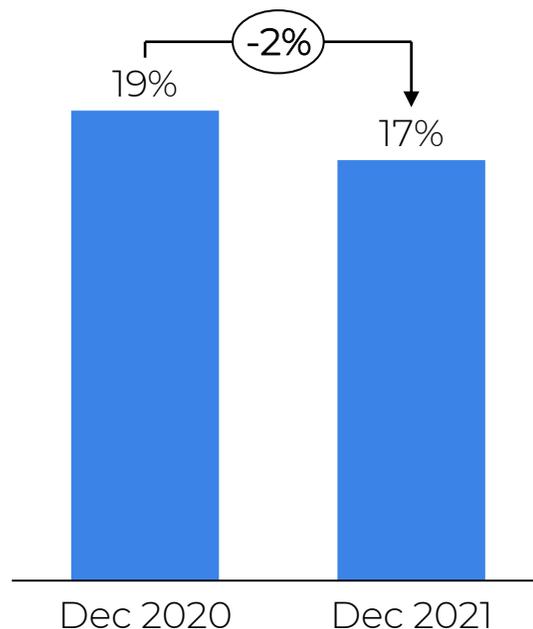
Item count continues to grow strongly

Total item count¹
(#k)

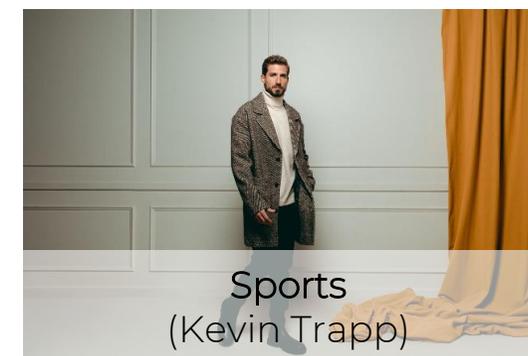


Moderate delivery delays as expected

S/S delivery ratio²
(%)



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



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

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

4 SCAYLE product upgrades and enhanced go-to-market

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

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

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

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

DEPT

brandung

Etribes
Eat up more is for your business.

NEXUS UNITED
a valantic company

JUNGvMATT
TECH

And more...

Growing our SCAYLE sales team with seasoned SaaS specialists

Double Digit
Headcount

8+ years
Average Experience

Previous Experiences Include:

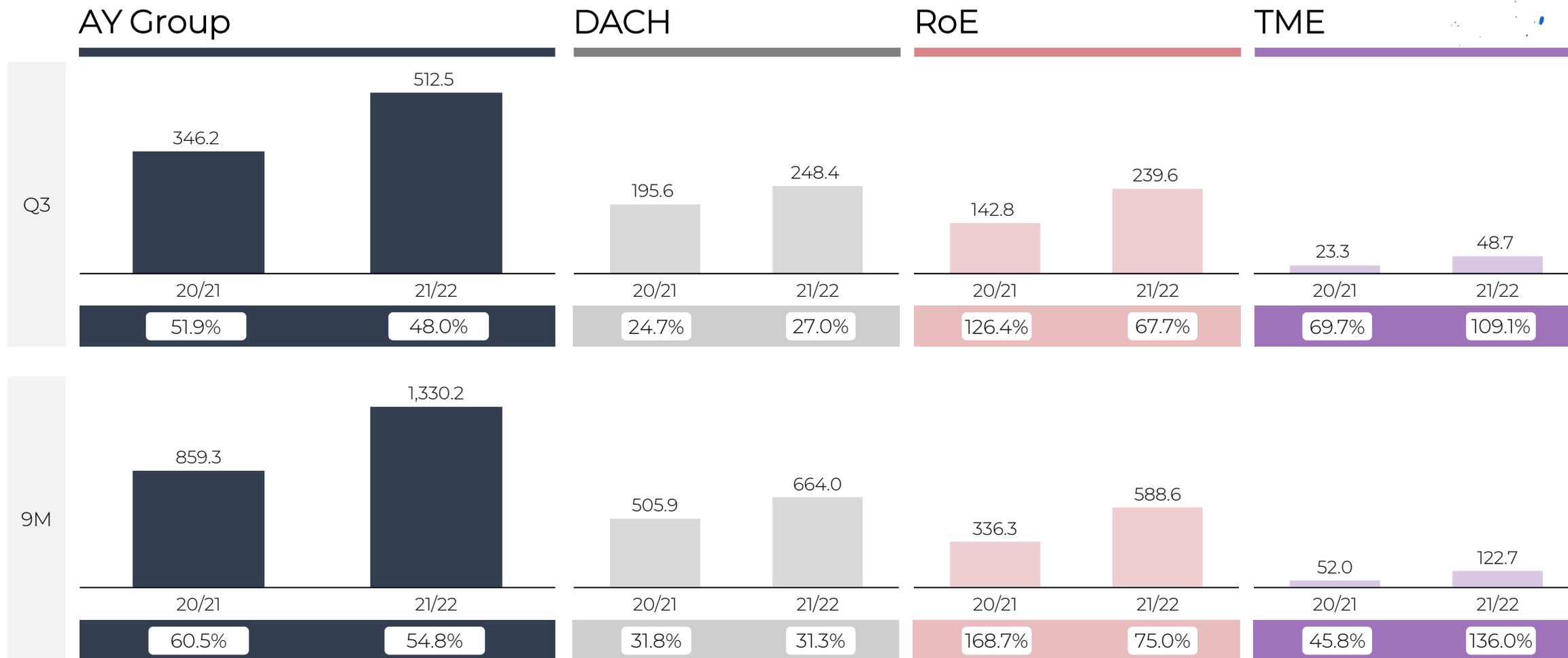


FINANCIAL UPDATE[®]

Data as of January 2021
Q3 21/22
Quarterly Statement Presentation

High revenue growth rates across all our segments

Revenue¹ (EUR million) – % growth YoY



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

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

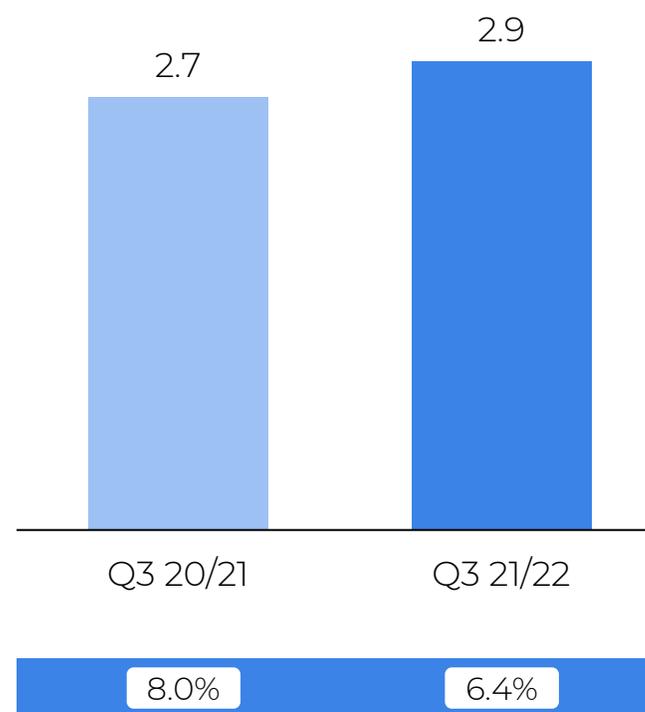
Strong customer metrics drive commerce revenues

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

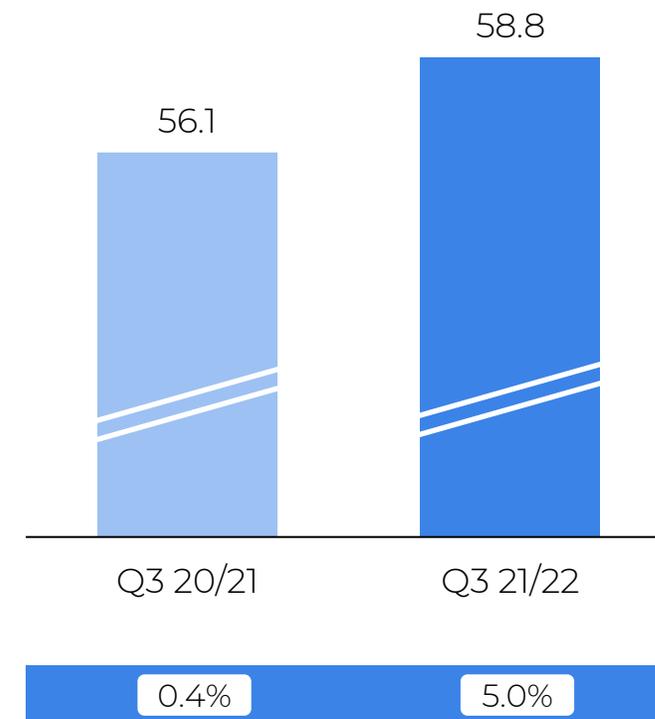
Total active customers¹
(million)



Average order frequency²
(#)



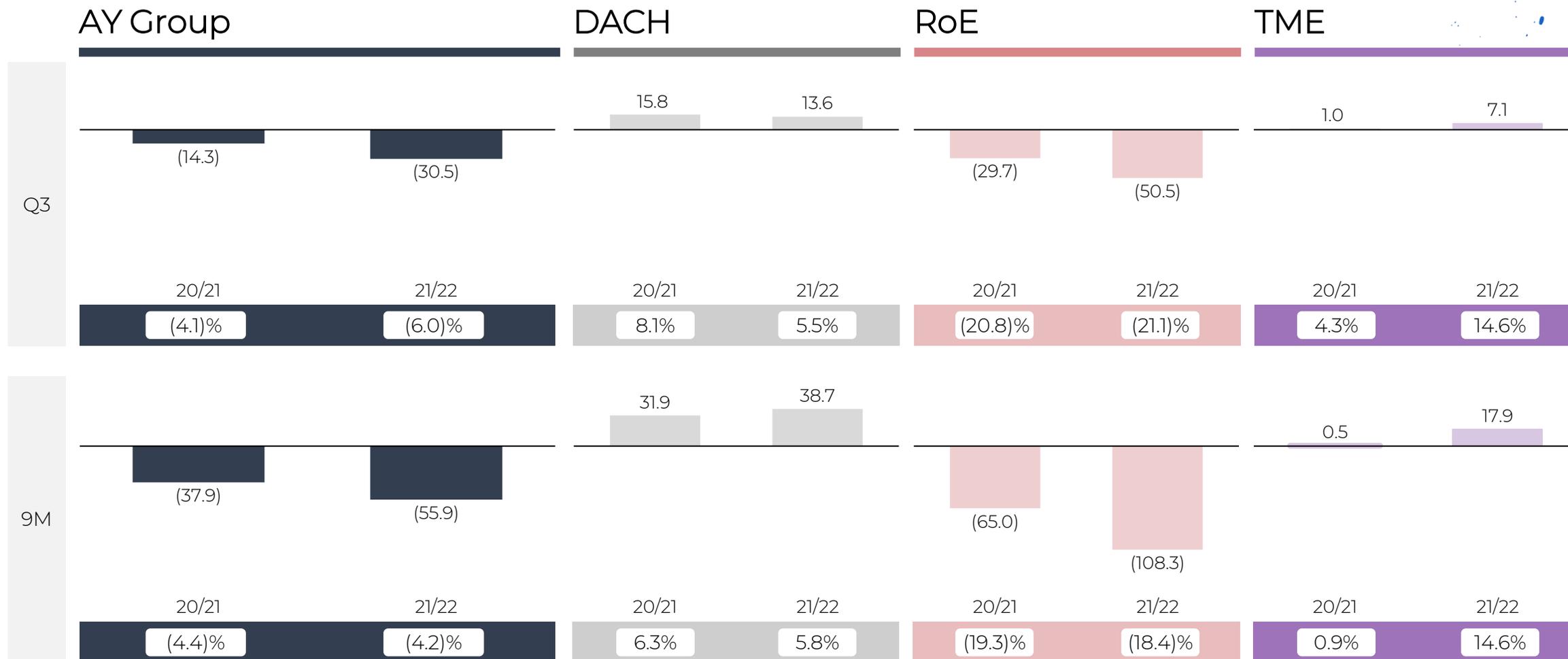
Average order value^{3,4}
(EUR)



1. Defined as customers who made at least one purchase through our apps and websites within the last 12 months 2. Defined as the total number of all orders divided by the total number of all active customers 3. Defined as the value of all merchandise sold to customers in the Commerce business after cancellations and returns and including VAT, divided by the number of orders 4. Chart with illustrative scale

Q3 21/22 EBITDA driven by investments in Southern Europe

Adj. EBITDA¹ (EUR million) – % margin



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

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

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

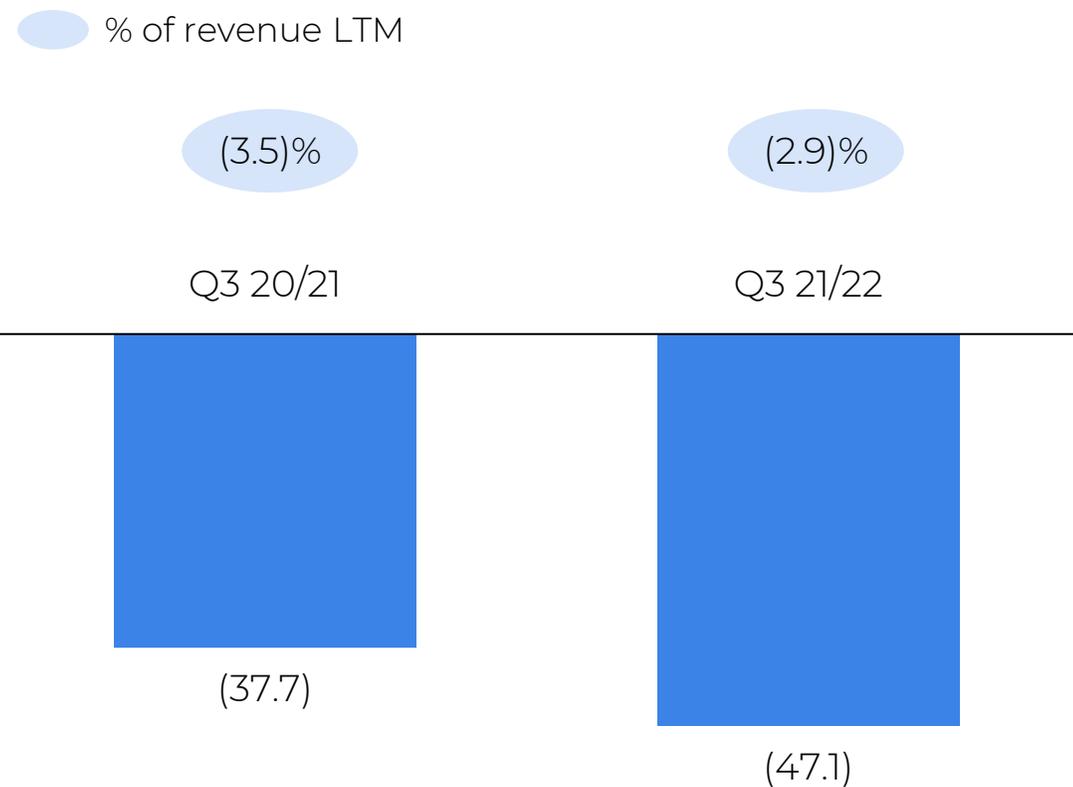
Key margin and cost lines AY Group

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

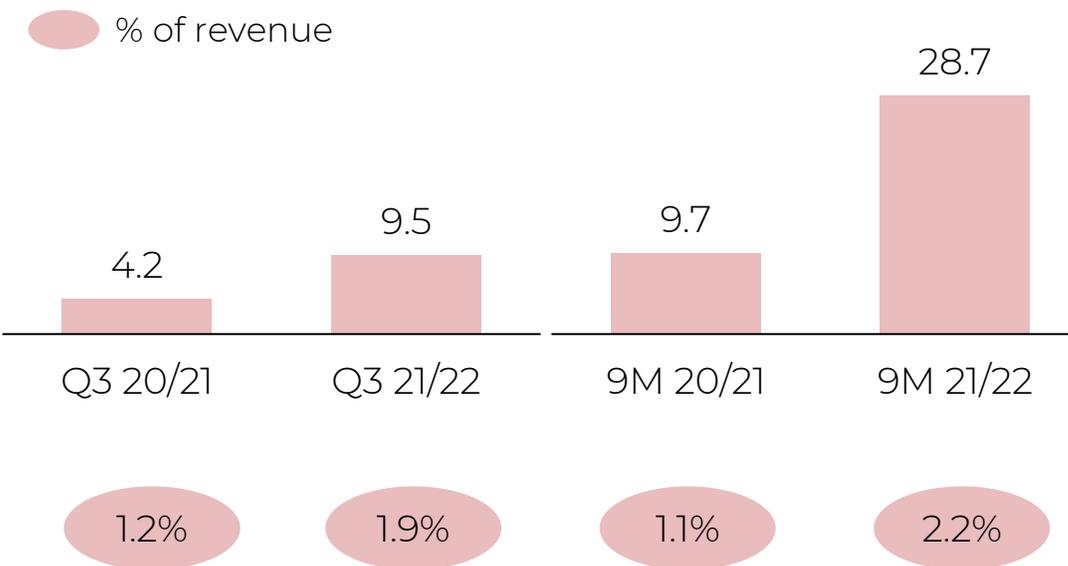
1. Defined as Alternative Performance Measures (APM) and not recognised under IFRS

Strong cash profile sustained in Q3 21/22

Net working capital¹ (EUR million)



Capital expenditure² (EUR million)

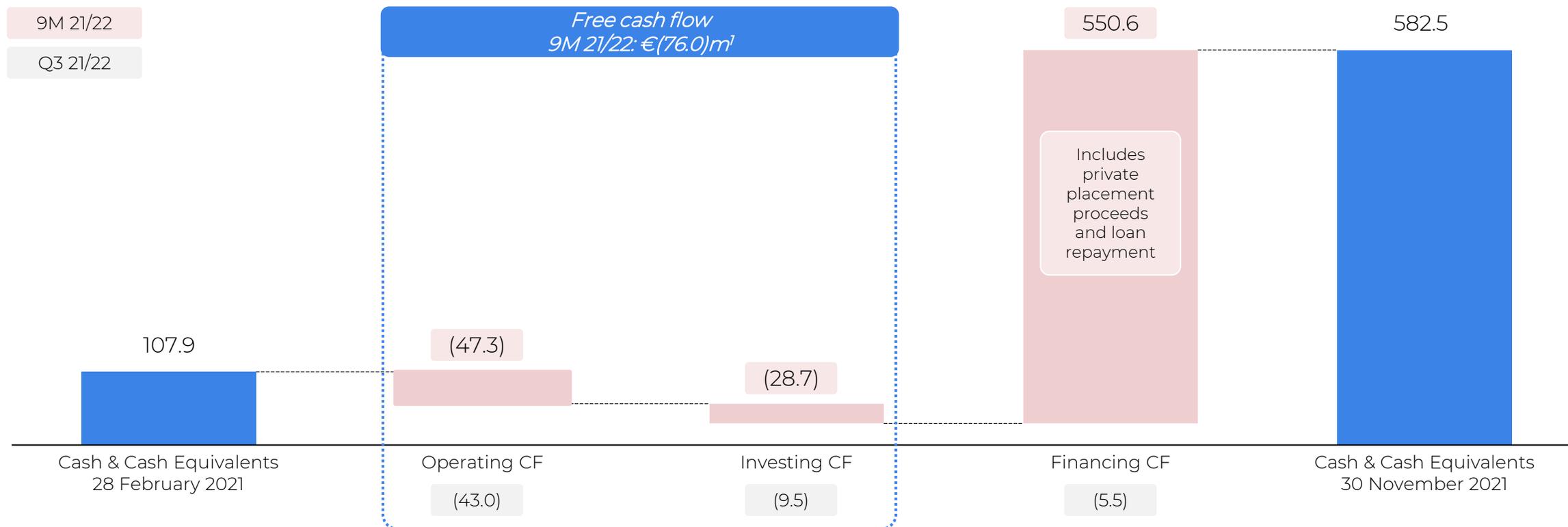


1. Net working capital defined as: inventories plus receivables (includes trade receivables and other current assets) minus liabilities (includes trade payables, other payables and provisions for returns)

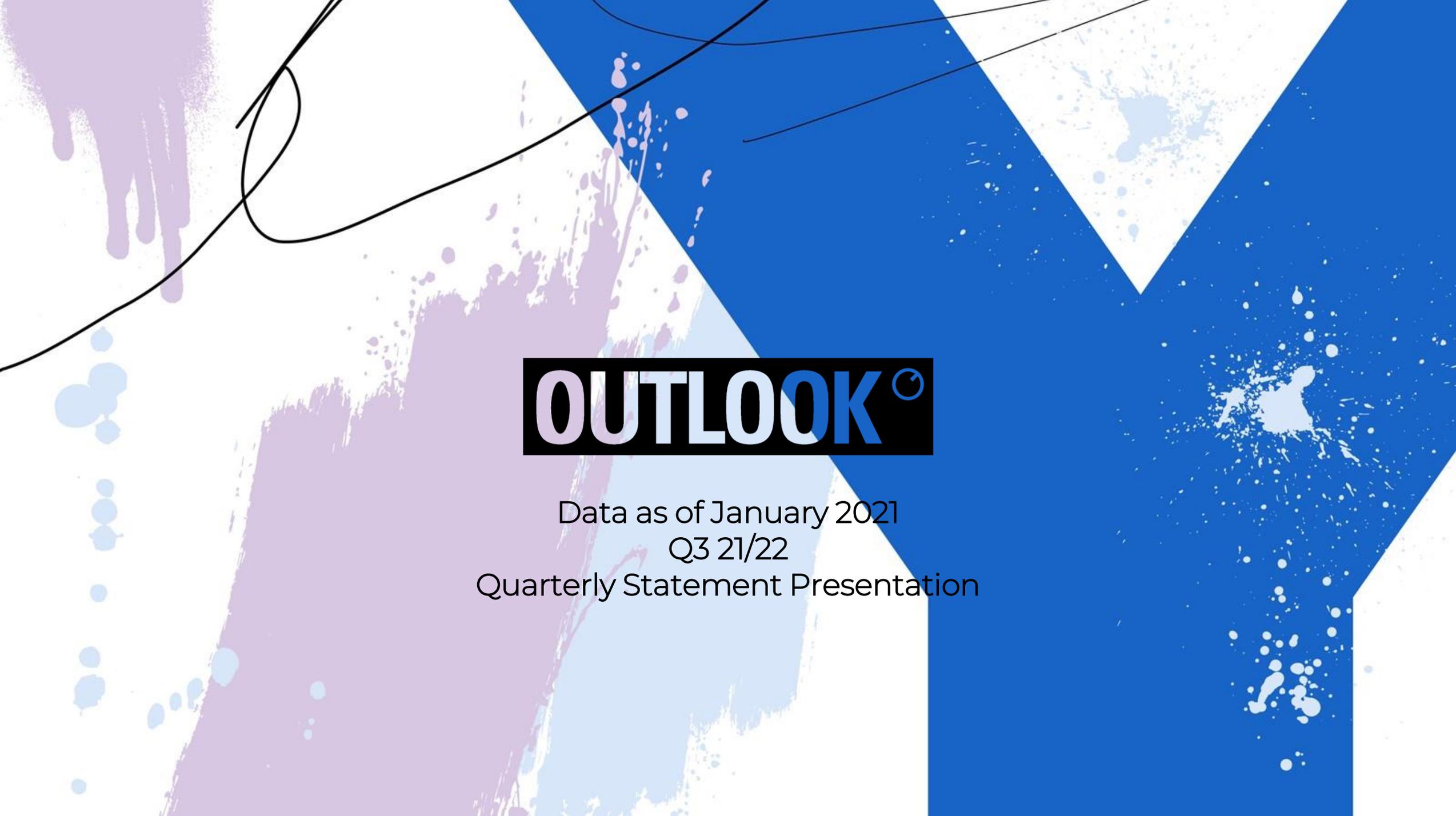
2. Includes investments in loans granted to subsidiaries e.g. LeGer c. €(1.1)m and own work capitalised €(8.0)m - and payments for acquisition of companies €(0.0)m in Q3 21/22

Solid cash position enables exploitation of opportunities

Liquidity position, 30 November 2021 (EUR million)



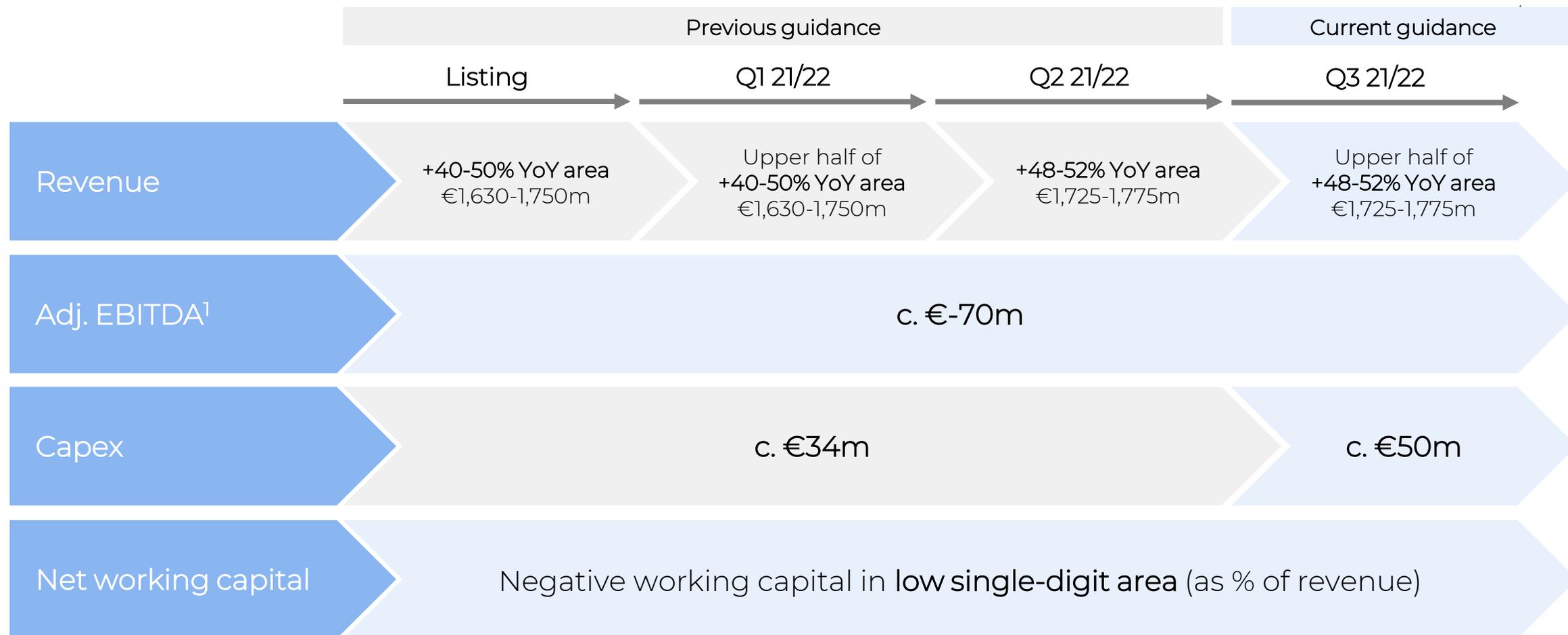
1. Not adjusted for private placement expenses of c. €13m
2. Includes investments in loans granted to subsidiaries e.g. LeGer c. €(10.3)m and own work capitalised €(15.7)m - and payments for acquisition of companies €(0.9)m in 9M 21/22
3. Includes private placement proceeds €637.3m, loan repayment €75.0m,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



OUTLOOK[®]

Data as of January 2021
Q3 21/22
Quarterly Statement Presentation

Updated guidance for fiscal year 21/22

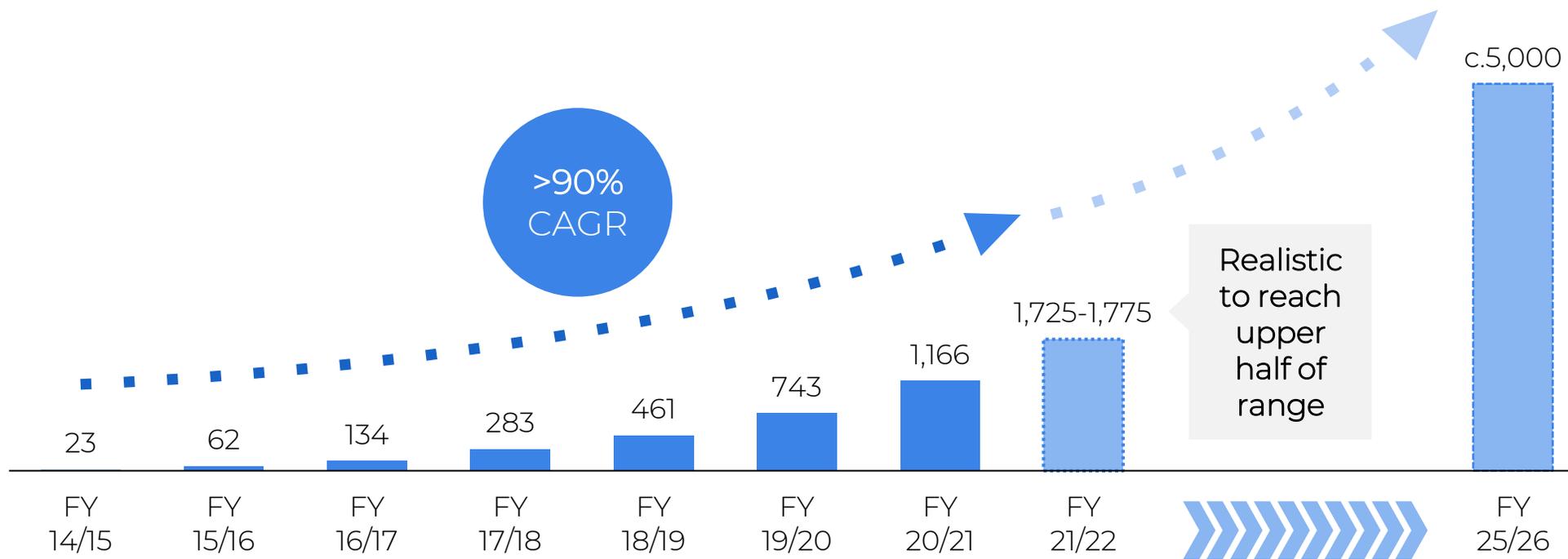


Note: Financial year ends February 2022

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

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

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



Actuals Guidance



APPENDIX[©]

ABOUT YOU analyst coverage



Nizla Naizer



Richard Edwards



Georgina Johanan



Volker Bosse



Simon Bowler



Anne Critchlow



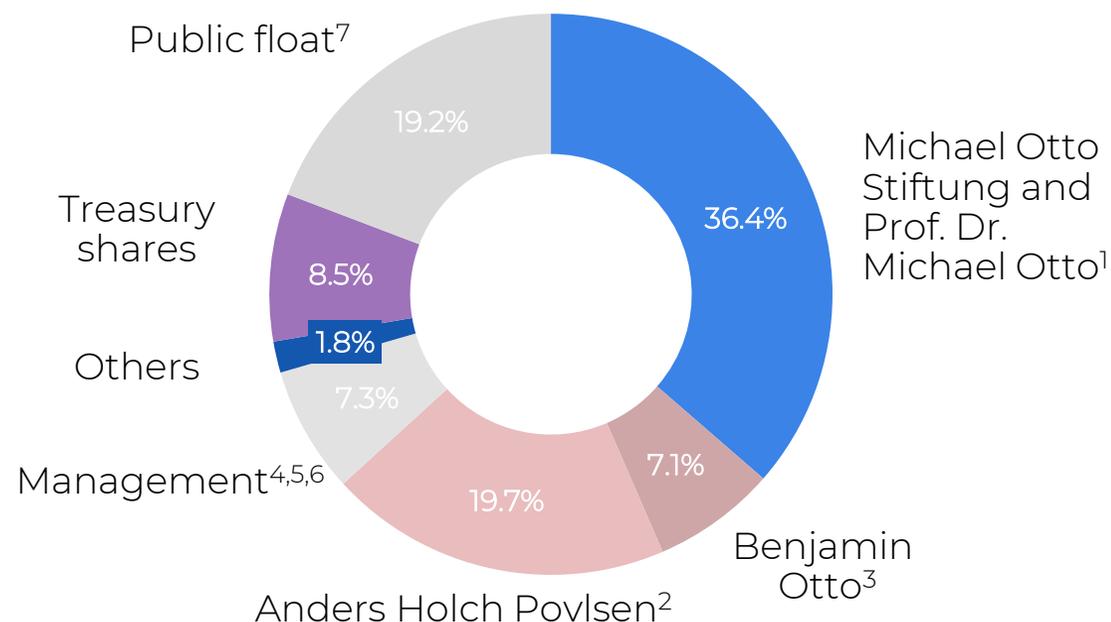
Olivia Townsend



Alexander Zienkowicz

The ABOUT YOU share

Shareholder structure



Structure as of 15 June 2021

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

Share information

First Day of Trading	16 June 2021
Issuer	ABOUT YOU Holding SE
Listing Venue	Frankfurt Stock Exchange
Market Segment	Regulated Market (Prime Standard) of Frankfurt Stock Exchange
Index	SDAX [®] , MSCI, FTSE
ISIN	DE000A3CNK42
WKN	A3CNK4
Ticker Symbol	YOU
Total Number of Shares Outstanding	170,395,415
Total number of Shares Issued	186,153,487
Share Capital	€ 186,153,487
Type of Shares	Ordinary bearer shares
Paying Agent	Deutsche Bank

Experienced and independent Supervisory Board oversight

Members of the Supervisory Board



Sebastian Klauke
Chairperson (Casting vote)

- Former Partner & 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 FlixMobility
- Supervisory board member at Scout24

■ Member of the Otto Group Executive Board

■ Independent Member

Group key performance metrics

EUR million / %	FY18/19	Q1 19/20	Q2 19/20	Q3 19/20	Q4 19/20	FY19/20	Q1 20/21	Q2 20/21	Q3 20/21	Q4 20/21	FY20/21	Q1 21/22	Q2 21/22	Q3 21/22
Revenue	461.2	153.0	154.3	228.0	208.1	743.4	255.1	258.0	346.2	307.1	1,166.5	422.1	395.6	512.5
<i>% growth y-o-y</i>	<i>62.8%</i>	<i>66.5%</i>	<i>67.2%</i>	<i>54.6%</i>	<i>60.6%</i>	<i>61.2%</i>	<i>66.8%</i>	<i>67.2%</i>	<i>51.9%</i>	<i>47.6%</i>	<i>56.9%</i>	<i>65.5%</i>	<i>53.3%</i>	<i>48.0%</i>
Cost of sales ¹	(273.1)	(88.6)	(96.4)	(126.8)	(113.2)	(425.0)	(150.9)	(169.4)	(205.3)	(167.8)	(693.3)	(245.8)	(241.4)	(313.2)
Gross profit	188.1	64.3	57.9	101.1	95.0	318.4	104.2	88.7	140.9	139.3	473.1	176.3	154.2	199.3
<i>% margin</i>	<i>40.8%</i>	<i>42.1%</i>	<i>37.5%</i>	<i>44.4%</i>	<i>45.6%</i>	<i>42.8%</i>	<i>40.9%</i>	<i>34.4%</i>	<i>40.7%</i>	<i>45.4%</i>	<i>40.6%</i>	<i>41.8%</i>	<i>39.0%</i>	<i>38.9%</i>
Fulfilment costs ¹	(115.5)	(32.8)	(31.9)	(43.4)	(48.9)	(157.0)	(53.9)	(53.6)	(66.0)	(60.2)	(233.7)	(81.1)	(80.4)	(96.3)
Marketing costs ¹	(129.7)	(39.6)	(40.2)	(54.3)	(32.6)	(166.7)	(44.5)	(33.9)	(66.9)	(45.1)	(190.3)	(83.7)	(67.0)	(108.7)
Administrative expenses ¹	(49.4)	(13.2)	(16.5)	(15.6)	(19.2)	(64.6)	(16.6)	(14.0)	(22.3)	(31.6)	(84.6)	(23.8)	(20.0)	(24.7)
Adj. EBITDA²	(106.5)	(21.3)	(30.7)	(12.2)	(5.7)	(69.9)	(10.7)	(12.9)	(14.3)	2.4	(35.5)	(12.3)	(13.1)	(30.5)
<i>% margin</i>	<i>(23.1)%</i>	<i>(13.9)%</i>	<i>(19.9)%</i>	<i>(5.3)%</i>	<i>(2.7)%</i>	<i>(9.4)%</i>	<i>(4.2)%</i>	<i>(5.0)%</i>	<i>(4.1)%</i>	<i>0.8%</i>	<i>(3.0)%</i>	<i>(2.9)%</i>	<i>(3.3)%</i>	<i>(6.0)%</i>
Adjustments	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	(8.5)	(8.5)	(6.3)	(16.7)	(0.2)
EBITDA	(106.5)	(21.3)	(30.7)	(12.2)	(5.7)	(69.9)	(10.7)	(12.9)	(14.3)	(6.1)	(44.0)	(18.6)	(29.8)	(30.7)
<i>% margin</i>	<i>(23.1)%</i>	<i>(13.9)%</i>	<i>(19.9)%</i>	<i>(5.3)%</i>	<i>(2.7)%</i>	<i>(9.4)%</i>	<i>(4.2)%</i>	<i>(5.0)%</i>	<i>(4.1)%</i>	<i>(2.0)%</i>	<i>(3.8)%</i>	<i>(4.4)%</i>	<i>(7.5)%</i>	<i>(6.0)%</i>
Amortisation, depreciation and write-downs	(5.9)	(2.3)	(2.1)	(1.9)	(3.2)	(9.5)	(2.7)	(2.7)	(2.8)	(3.2)	(11.4)	(3.8)	(3.9)	(7.7)
EBIT	(112.4)	(23.6)	(32.8)	(14.1)	(8.9)	(79.4)	(13.4)	(15.6)	(17.2)	(9.3)	(55.5)	(22.4)	(33.7)	(38.5)
<i>% margin</i>	<i>(24.4)%</i>	<i>(15.4)%</i>	<i>(21.2)%</i>	<i>(6.2)%</i>	<i>(4.3)%</i>	<i>(10.7)%</i>	<i>(5.2)%</i>	<i>(6.0)%</i>	<i>(5.0)%</i>	<i>(3.0)%</i>	<i>(4.8)%</i>	<i>(5.3)%</i>	<i>(8.5)%</i>	<i>(7.5)%</i>

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

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

Segment information

EUR million / %	FY18/19	Q1 19/20	Q2 19/20	Q3 19/20	Q4 19/20	FY19/20	Q1 20/21	Q2 20/21	Q3 20/21	Q4 20/21	FY20/21	Q1 21/22	Q2 21/22	Q3 21/22
Group revenue¹	461.2	153.0	154.3	228.0	208.1	743.4	255.1	258.0	346.2	307.1	1,166.5	422.1	395.6	512.5
DACH	375.6	117.3	109.5	156.9	126.1	509.9	171.6	138.7	195.6	154.1	660.0	218.2	197.4	248.4
RoE	69.7	24.9	37.2	63.1	63.8	188.9	85.0	108.5	142.8	127.2	463.5	186.1	162.9	239.6
TME	26.5	12.0	9.9	13.7	16.3	52.0	14.6	14.1	23.3	31.5	83.5	34.5	39.5	48.7
Reconciliation	(10.5)	(1.2)	(2.3)	(5.8)	2.0	(7.4)	(16.1)	(3.2)	(15.6)	(5.7)	(40.6)	(16.7)	(4.2)	(24.2)
Revenue growth YoY	62.8%	66.5%	67.2%	54.6%	60.6%	61.2%	66.8%	67.2%	51.9%	47.6%	56.9%	65.5%	53.3%	48.0%
DACH	41.9%	40.8%	39.8%	32.3%	32.3%	35.8%	46.2%	26.6%	24.7%	22.2%	29.4%	27.2%	42.4%	27.0%
RoE	360.1%	229.1%	224.7%	148.6%	152.0%	171.1%	241.7%	191.6%	126.4%	99.5%	145.3%	119.1%	50.1%	67.7%
TME	84.7%	191.6%	71.7%	110.7%	62.6%	96.5%	22.0%	41.4%	69.7%	93.2%	60.6%	135.8%	181.0%	109.1%
Adj. EBITDA²	(106.5)	(21.3)	(30.7)	(12.2)	(5.7)	(69.9)	(10.7)	(12.9)	(14.3)	2.4	(35.5)	(12.3)	(13.1)	(30.5)
DACH	(43.7)	(2.2)	(4.0)	7.4	(0.7)	0.4	7.4	8.6	15.8	5.0	36.8	17.3	7.8	13.6
RoE	(39.2)	(7.5)	(16.8)	(16.4)	(14.5)	(55.2)	(17.7)	(17.6)	(29.7)	(18.3)	(83.3)	(33.3)	(24.4)	(50.5)
TME	(15.4)	(8.0)	(9.7)	(5.0)	5.3	(17.4)	0.6	(1.1)	1.0	9.6	10.1	4.7	6.1	7.1
Reconciliation	(8.2)	(3.6)	(0.1)	1.9	4.3	2.4	(1.1)	(2.8)	(1.5)	6.2	0.8	(1.0)	(2.5)	(0.7)
Adj. EBITDA margin	(23.1)%	(13.9)%	(19.9)%	(5.3)%	(2.7)%	(9.4)%	(4.2)%	(5.0)%	(4.1)%	0.8%	(3.0)%	(2.9)%	(3.3)%	(6.0)%
DACH	(11.6)%	(1.9)%	(3.7)%	4.7%	(0.6)%	0.1%	4.3%	6.2%	8.1%	3.2%	5.6%	7.9%	3.9%	5.5%
RoE	(56.3)%	(30.0)%	(45.1)%	(26.1)%	(22.8)%	(29.2)%	(20.9)%	(16.2)%	(20.8)%	(14.4)%	(18.0)%	(17.9)%	(15.0)%	(21.1)%
TME	(58.2)%	(66.5)%	(98.1)%	(36.1)%	32.2%	(33.5)%	4.3%	(8.1)%	4.3%	30.4%	12.0%	13.6%	15.4%	14.6%

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

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

Customer metrics

	FY18/19	Q1 19/20	Q2 19/20	Q3 19/20	Q4 19/20	FY19/20	Q1 20/21	Q2 20/21	Q3 20/21	Q4 20/21	FY20/21	Q1 21/22	Q2 21/22	Q3 21/22
Customer reach metrics														
User sessions per month (m) ¹	30.6	34.3	38.4	46.2	54.6	54.6	64.0	72.4	81.4	89.5	89.5	102.1	111.1	124.0
Mobile sessions (% of user sessions) ²	73.2%	75.3%	77.5%	80.2%	81.9%	81.9%	82.9%	83.5%	83.4%	83.4%	83.4%	83.6%	83.5%	84.6%
Customer engagement metrics LTM³														
Active customers (m) ⁴	4.0	4.4	4.8	5.3	5.8	5.8	6.5	7.2	8.0	8.4	8.4	9.2	9.7	10.7
Average order frequency (#) ⁵	2.4	2.4	2.5	2.5	2.6	2.6	2.6	2.7	2.7	2.7	2.7	2.8	2.9	2.9
Total number of orders (m) ⁶	9.5	10.7	11.8	13.3	14.9	14.9	17.2	19.4	21.7	23.2	23.2	25.9	28.0	30.8
Average order value (EUR) ⁷	55.2	54.7	55.1	55.8	55.3	55.3	55.8	55.6	56.1	57.1	57.1	58.1	58.5	58.8
Customer engagement metrics														
Total number of orders (m)	9.5	3.0	3.3	4.3	4.3	14.9	5.3	5.5	6.6	5.8	23.2	8.0	7.5	9.5

1. Defined as all sessions across all countries excluding sessions without interaction
2. Defined as all session via a mobile device, e.g. a smartphone
3. Last twelve months (LTM)
4. Defined as customers who made at least one purchase through our apps and websites within the last 12 months
5. Defined as the total number of all orders divided by the total number of all active customers
6. Defined as the number of customer orders placed within the last 12 months
7. Defined as the value of all merchandise sold to customers in the Commerce business after cancellations and returns and including VAT, divided by the number of orders

Short profit & loss statement

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

Reconciliation of adj. EBITDA to net income

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

Short balance sheet

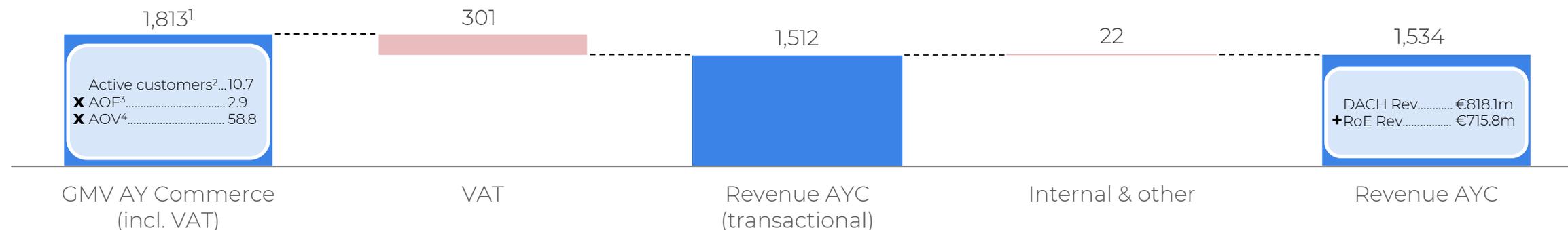
EUR million	FY18/19	FY19/20	FY20/21	Q1 21/22	Q2 21/22	Q3 21/22
Total non-current assets	17.7	39.3	48.3	63.0	66.0	122.7
o/w intangible assets	15.2	23.4	32.6	34.2	35.8	41.6
o/w right-of-use assets	0.0	11.8	10.3	16.6	14.0	63.3
o/w property, plant and equipment	2.5	2.6	3.5	3.7	4.1	4.5
Total current assets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

Cash flow statement

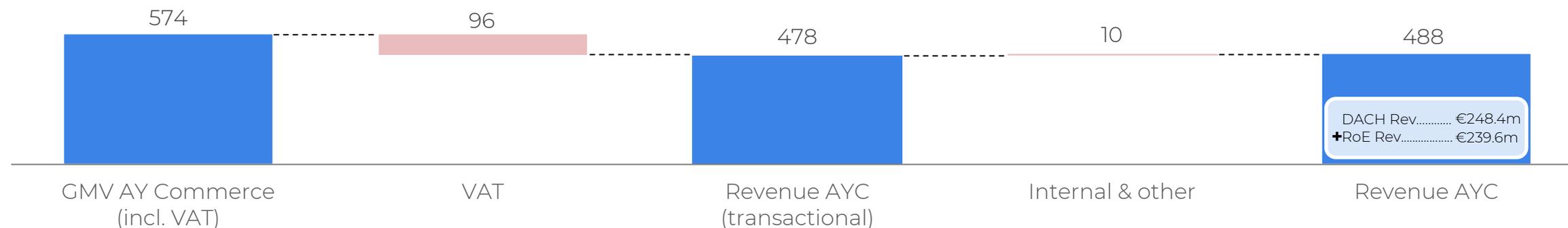
EUR million	FY18/19	FY19/20	Q1 20/21	Q2 20/21	Q3 20/21	FY20/21	Q1 21/22	Q2 21/22	Q3 21/22
Profit / (loss) for the period (EAT)	(114.7)	(79.8)	(14.1)	(15.4)	(17.7)	(59.9)	(23.5)	(35.0)	(39.9)
Amortisation, depreciation and write-downs	5.9	9.5	2.7	2.7	2.8	11.4	3.8	3.9	7.7
Income taxes	0.5	(0.4)	0.1	0.1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

GMV to revenue bridge

Q3 21/22 LTM (EUR million)



Q3 21/22 (EUR million)



1. Due to rounding, calculation for GMV AY Commerce (incl. VAT) is not resulting in exact figure displayed
2. Active customers defined as customers who made at least one purchase through our apps and websites within the last 12 months
3. Average order frequency (AOF) defined as the sum of all orders divided by the sum of all active customers
4. Average order value (AOV) defined as the value of all merchandise sold to customers in the Commerce business after cancellations and returns and including VAT, divided by the number of orders

Upcoming events

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

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