



ABOUT YOU[©]

COMPANY PRESENTATION

January 2024

It's ABOUT YOU | 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**

A photograph of three women in a dark, atmospheric setting with stone steps. The woman in the foreground on the left has blonde, wavy hair and is wearing a shiny black blazer over a black top and a black skirt with a subtle pattern. She is smiling broadly and looking towards the camera. To her right, a woman with dark curly hair is wearing a black bomber jacket over a gold chain top and black pants. She is also smiling and looking towards the camera. In the background on the left, a third woman is partially visible, wearing a bright red, long-sleeved top. The overall mood is sophisticated and stylish.

INTRODUCTION AND VISION

WELCOME TO ABOUT YOU[°]



HANNES WIESE

Co-Founder & Co-CEO,
Operations & Finance



TAREK MÜLLER

Co-Founder & Co-CEO,
Marketing & Brand



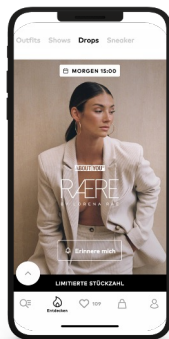
SEBASTIAN BETZ

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

ABOUT YOU°



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

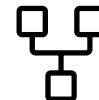
HIGHLIGHTS OF FY 22/23

**1,904.6****EUR M**

Group revenue

**>73%****SINCE FY 14/15**

CAGR

**46% | 45% | 10%****DACH****ROE****TME**Revenue split¹**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

COMPANY HIGHLIGHTS

DATA AS OF MAY 2023

COMPANY HIGHLIGHTS

1 HUGE ONLINE FASHION MARKET

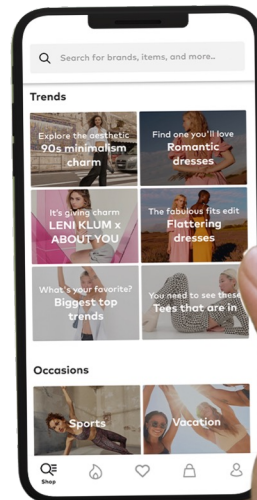
2 INFLUENCER-LED DISCOVERY PROPOSITION

3 OUTSTANDING COMPANY GROWTH

4 EXCEPTIONAL CUSTOMER RETENTION

5 UNIQUE SAAS/B2B BUSINESS

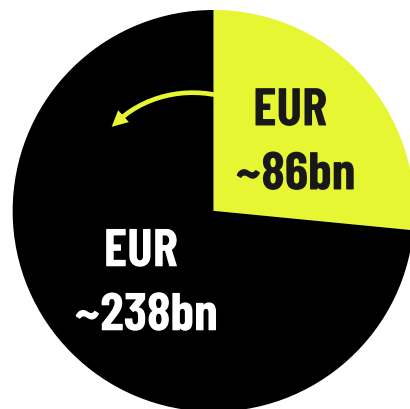
6 MULTIPLE FUTURE GROWTH LEVERS



STILL EARLY DAYS: ONLINE FASHION REMAINS A HUGE OPPORTUNITY

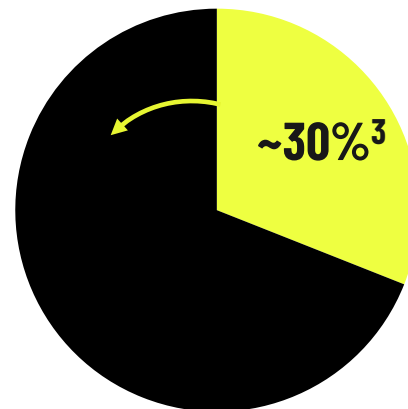
LARGE AND GROWING MARKET¹

■ European online fashion
■ European offline fashion



STILL FRAGMENTED AND CONSOLIDATING

■ Top 10² online fashion players



ABOUT YOU[®]

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 share¹

≥4.7

App store rating²



INFLUENCER-DRIVEN

>1,000

Collaborations / month³



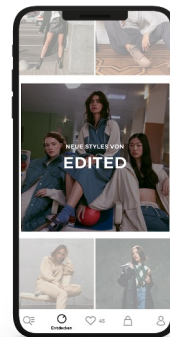
VIBRANT COMMUNITY

>74%

Organic revenue⁴

>45M

Monthly users⁵



UNIQUE ASSORTMENT

~3,800

Top brands⁶ 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[®]

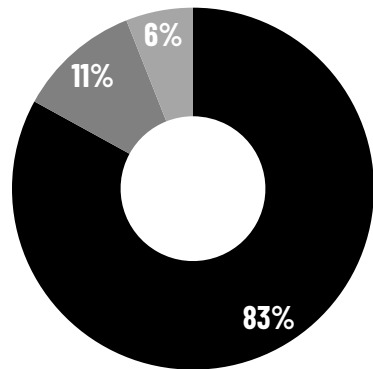
3rd Gen E-Commerce

TRANSACTIONAL

DISCOVERY

OUR CUSTOMERS ARE PRIMARILY USING SMARTPHONES, FEMALE, AND YOUNG

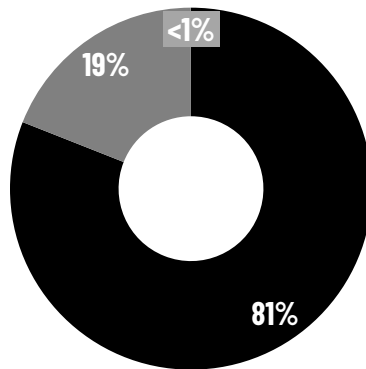
CUSTOMER DEMOGRAPHICS¹



■ App ■ Mobile ■ Desktop

BY DEVICE

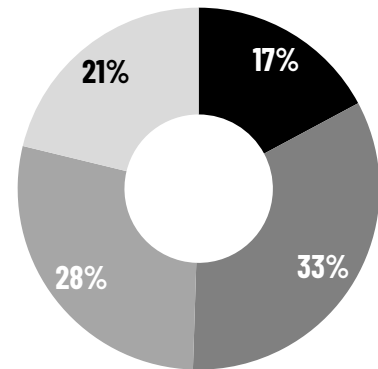
>90% portable devices



■ Female ■ Male ■ Diverse

BY GENDER

~80% female customers



■ ≤24 ■ 25-34 ■ 35-44 ■ 45+

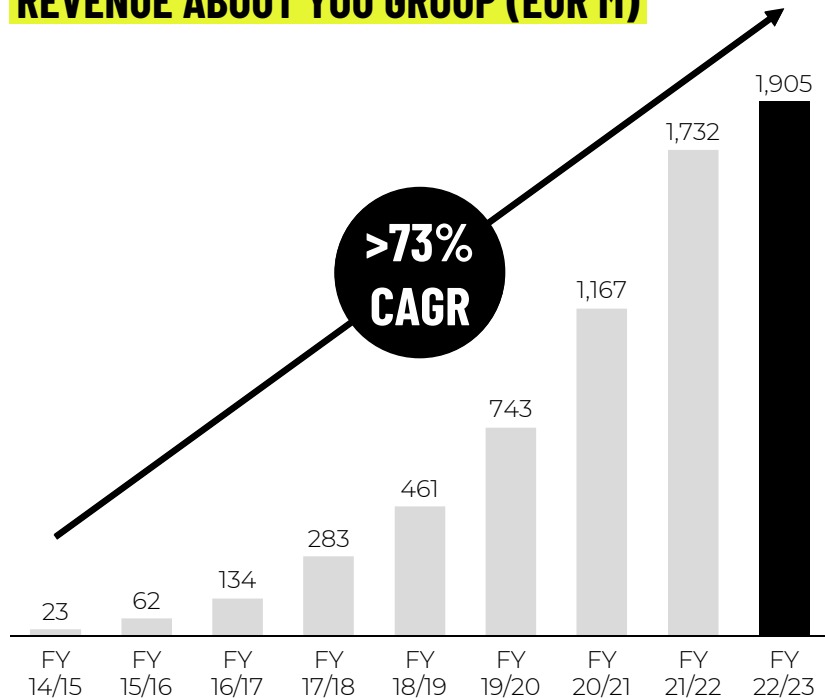
BY AGE

~80% of customers²
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

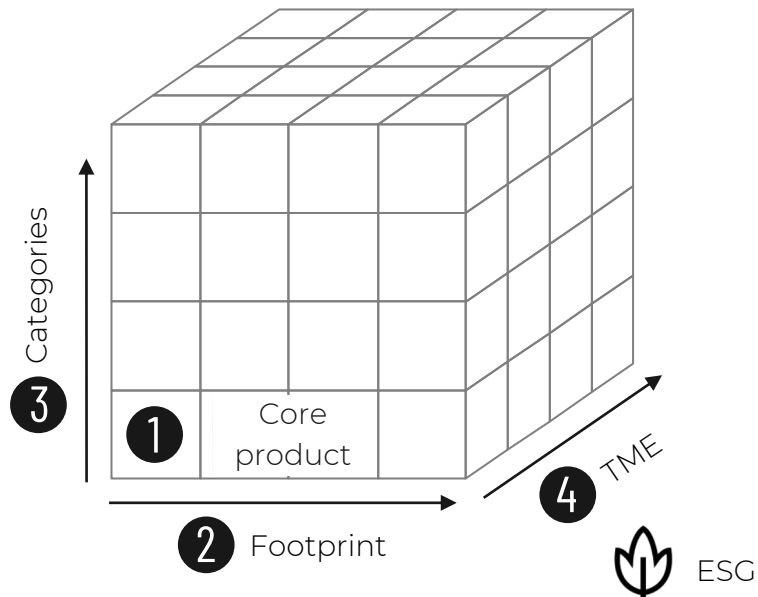
REVENUE ABOUT YOU GROUP (EUR M)



**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



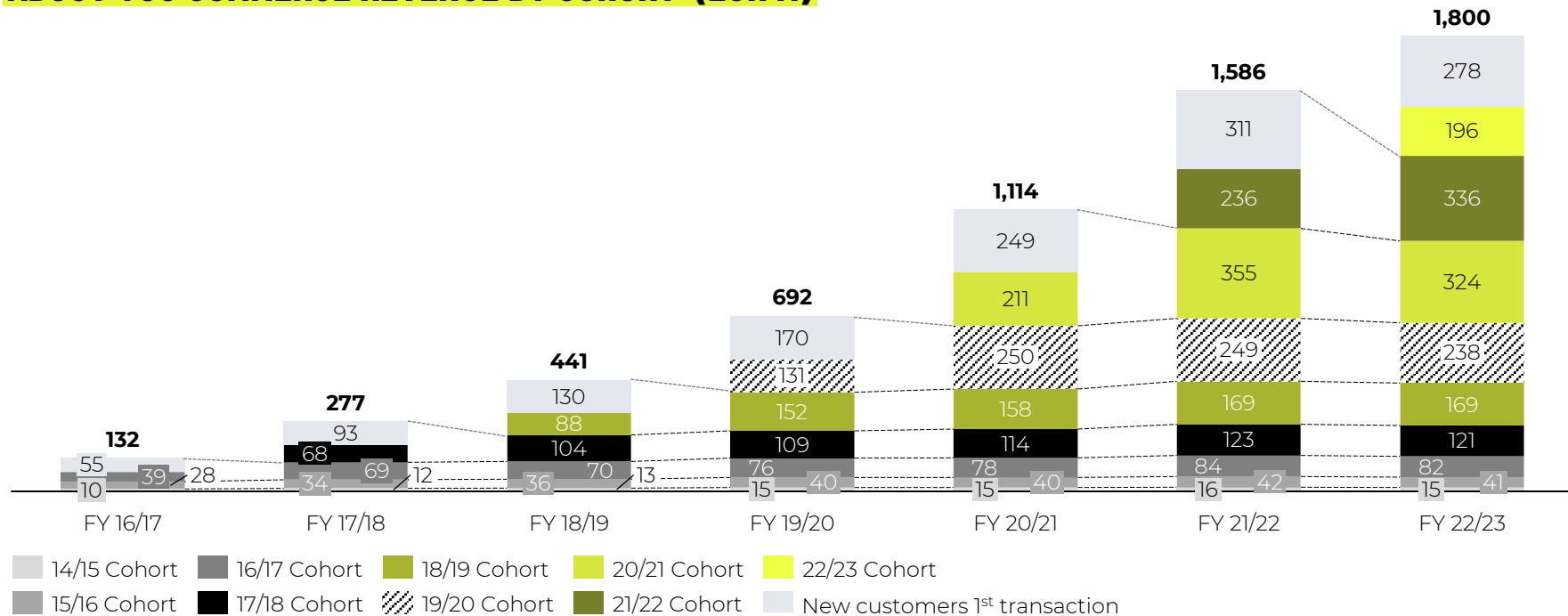
Category optimization



Scaling TME

COHORT REVENUES REMAIN ABOVE PRE-PANDEMIC LEVELS

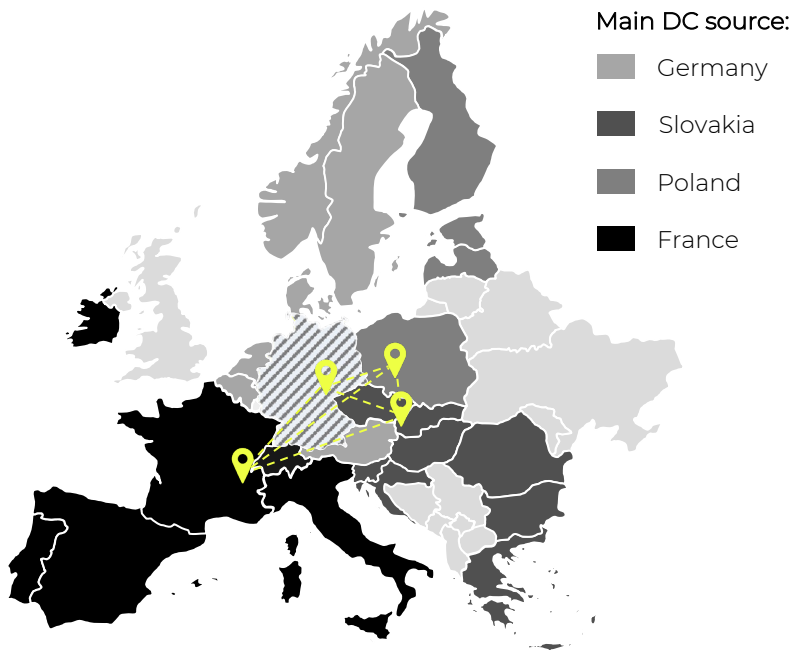
ABOUT YOU COMMERCE REVENUE BY COHORT¹ (EUR M)



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

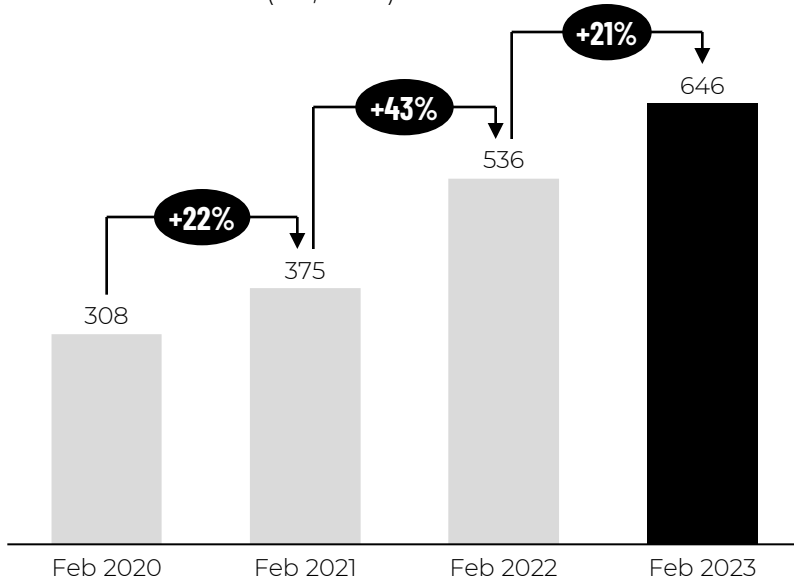


- **Integrated logistics network** run by proprietary technology
- **Four** main **distribution centers** and **two** main **returns centers**
- Cumulative capacity to serve **>EUR 3bn in revenue**
- Local carrier shipping to **all key markets in Continental Europe**
- **In total**, shipping to around **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 count¹ (#k, BoP)



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

GROWING AND DESIRABLE ASSORTMENT

~3,800 brands

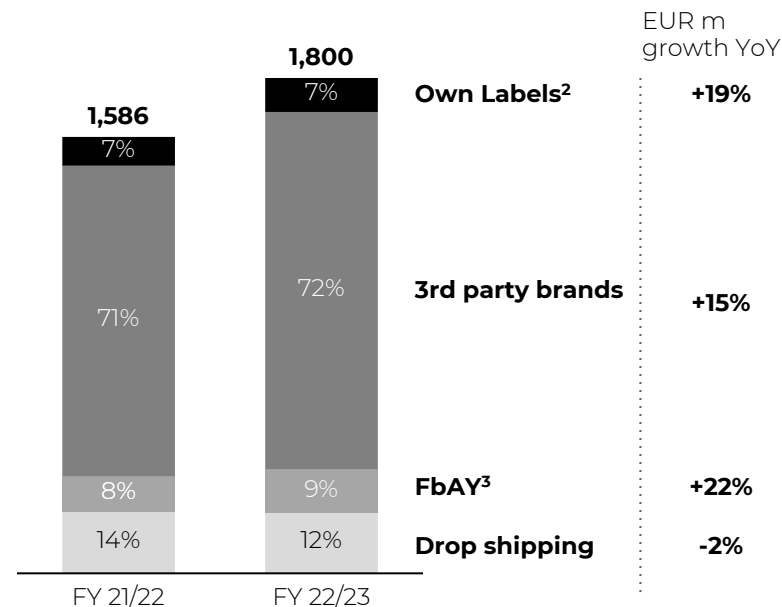


HYBRID 1P/3P MODEL FOR OPTIMIZED UNIT ECONOMICS

ABOUT YOU OPERATING MODELS

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

OPERATING MODEL REVENUE¹ 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 **defendable**
- Supplier-services from ABOUT YOU Commerce ecosystem (commerce-adjacent)
- Stand-alone SaaS/B2B products to external enterprise customers (SCAYLE branded)

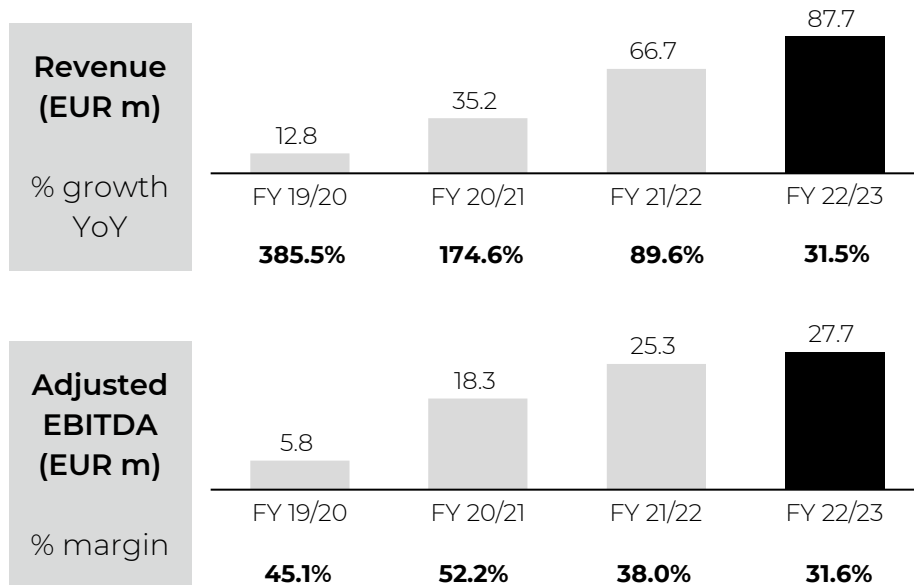
TME REVENUE BY STREAM AND BRAND

(LTM, illustrative)

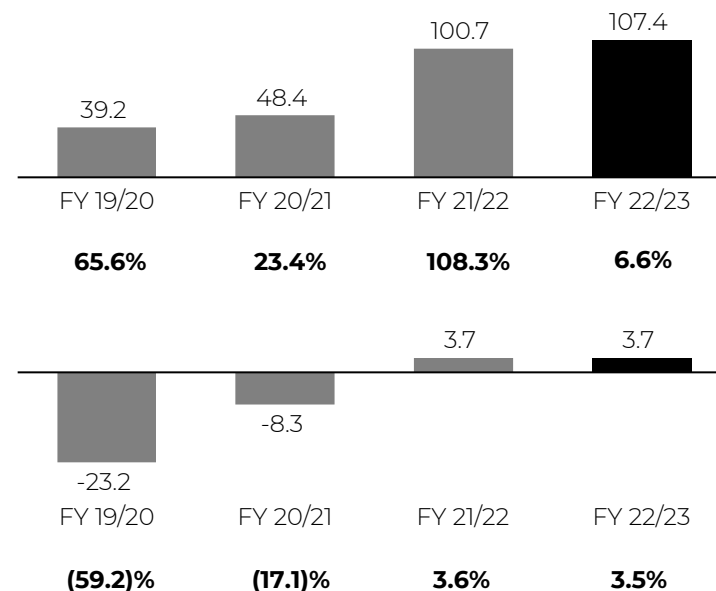
	ABOUT YOU[®] Commerce-related revenues	SCAYLE[®] <small>COMMERCE ENGINE</small> Independent B2B revenues
TECH		
MEDIA		
ENABLING		

TME GROWTH FUELED BY PROFITABLE SCAYLE BUSINESS

SCAYLE¹



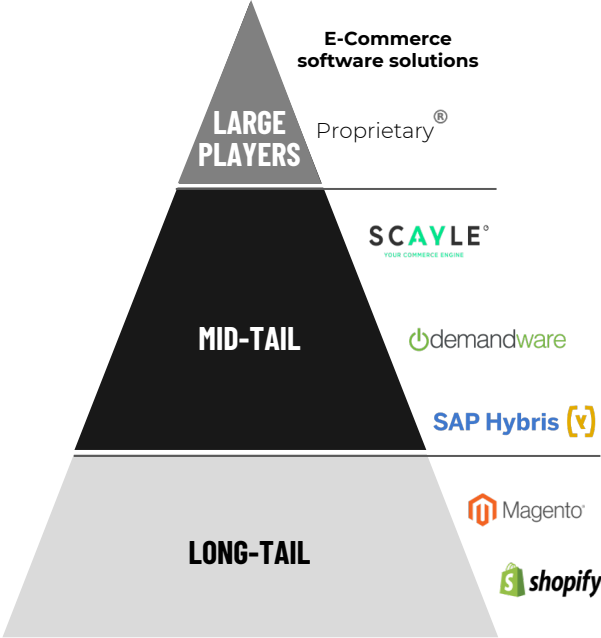
COMMERCE-ADJACENT²



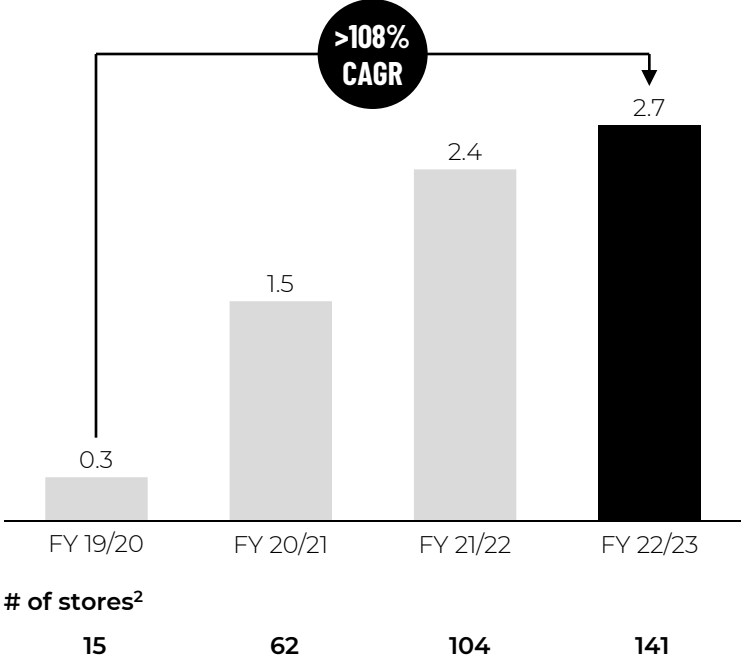
1. Tech and operations services for external and internal enterprise customers (rendered independent of ABOUT YOU Commerce); 2. Media and fulfillment services for external and internal enterprise customers (rendered as part of ABOUT YOU Commerce)

SCAYLE EXPLOITS A HUGE SAAS/B2B OPPORTUNITY

SCAYLE ONLINE MARKET STRUCTURE



EXT. TRANSACTION VOLUME¹ 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 CUSTOMERS¹ BY VERTICAL

(SELECTION)

FASHION D2C

s.Oliver

Marc O'Polo[®]

TOM TAILOR

LASCANA
IT'S A WOMAN'S WORLD

LIEBESKIND
BERLIN

comma,

van Tilburg

LeGer
BY LENA GERKE

FASHION MULTI BRAND

D
DEICHMANN

snipes[®]

DEFSHOP.

WITT
weiden

h
van Haren

W
wäschepur

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

		COMMERCE		B2B
	Group	DACH	RoE	TME
Revenue ¹ (EUR m)	1,905	916	900	195
% growth YoY	10%	9%	17%	17%
Adjusted EBITDA ² (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

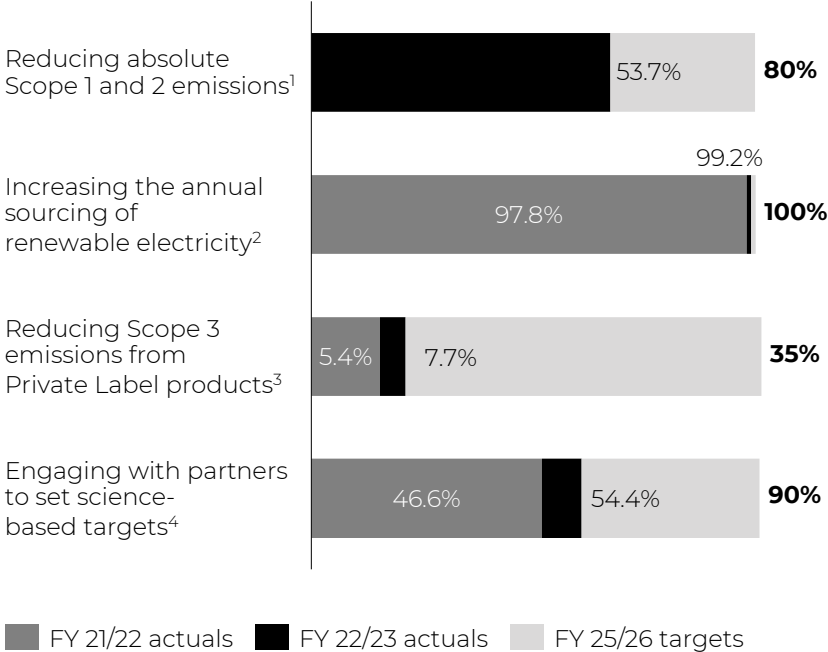


- Maintaining a consistent and continuous ESG strategy, whilst remaining flexible enough to recalibrate when needed
- Establishing effective governance structures to manage increasing complexity efficiently
- Measuring progress by utilizing ESG frameworks
- Building worthwhile partnerships to multiply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

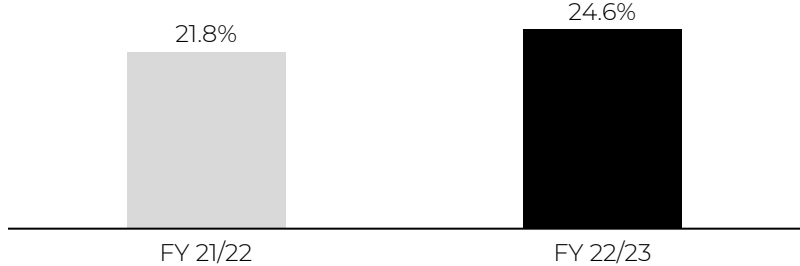


PLANET: PROGRESS IN MANAGING ENVIRONMENTAL IMPACT

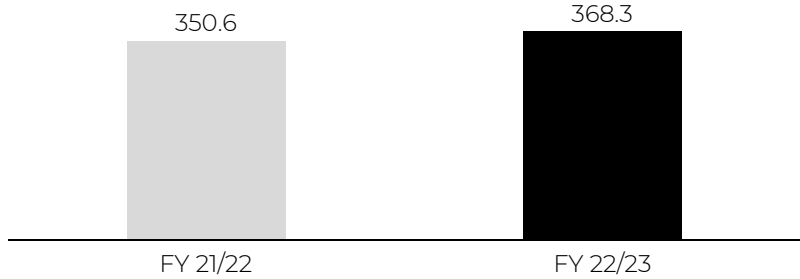
ADVANCES IN OUR SCIENCE-BASED TARGETS



MORE SUSTAINABLE PRODUCT REVENUE⁵ (%)



SECOND-HAND ITEMS AVAILABLE ONLINE (#K)



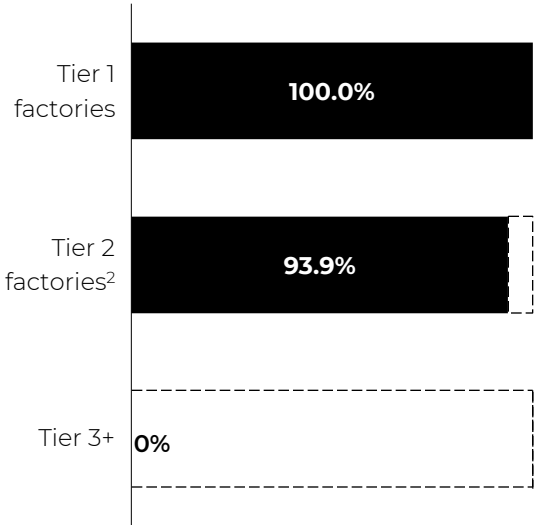
1. From a FY 19/20 base year, FY 21/22 values have been restated in FY 22/23, FY 22/23 showed an increase vs. FY 21/22; 2. As a percentage of total electricity sourced, FY 21/22 values have been restated in FY 22/23; 3. Per unit of value-added from a FY 19/20 base year; 4. In % by GHG emissions, covering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

PEOPLE: DUE DILIGENCE, TRANSPARENCY, AND DE&I¹

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



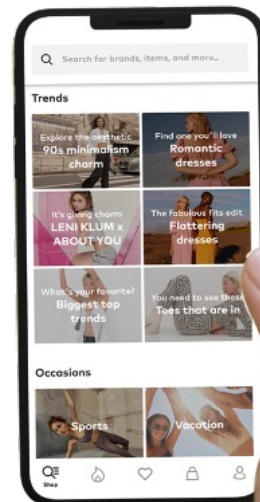


Q3 23/24 BUSINESS AND FINANCIAL UPDATE

DATA AS OF JANUARY 2024

Q3 23/24 KEY TAKEAWAYS

- 01** Strong increase in profitability with an adjusted EBITDA¹ 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

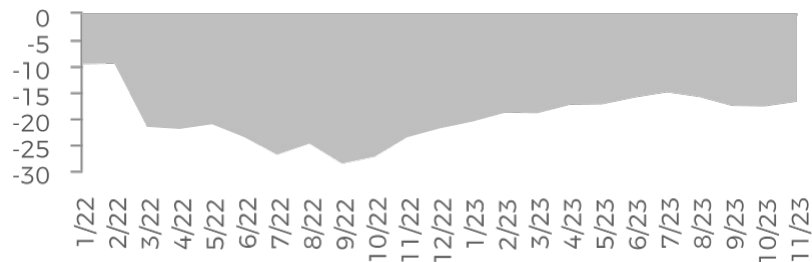


1. EBITDA adjusted for (i) equity-settled share-based compensation expenses, (ii) restructuring costs, and (iii) one-time effects; 2. LTM: last twelve months

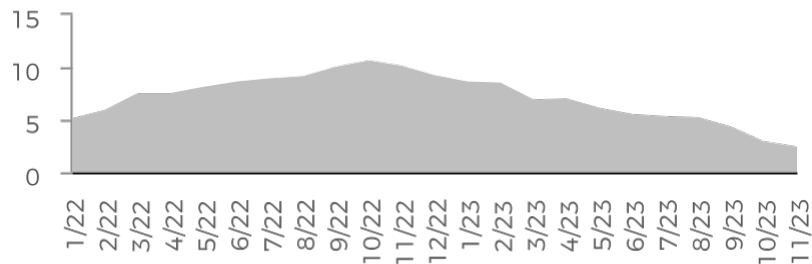
STRONG JUMP IN PROFITABILITY DESPITE MARKET HEADWINDS IN Q3 23/24

CONSUMER CONFIDENCE REMAINS LOW

Consumer Confidence Index in eurozone¹



Inflation in % in eurozone²



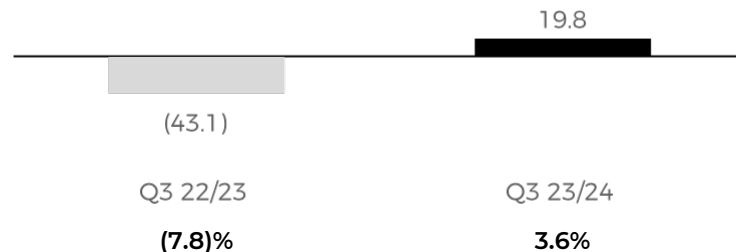
1. Bloomberg (2023) – Consumer Confidence Index eurozone; 2. Bloomberg (2023) – Inflation data eurozone

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 USERS¹

~750M PAGE VIEWS

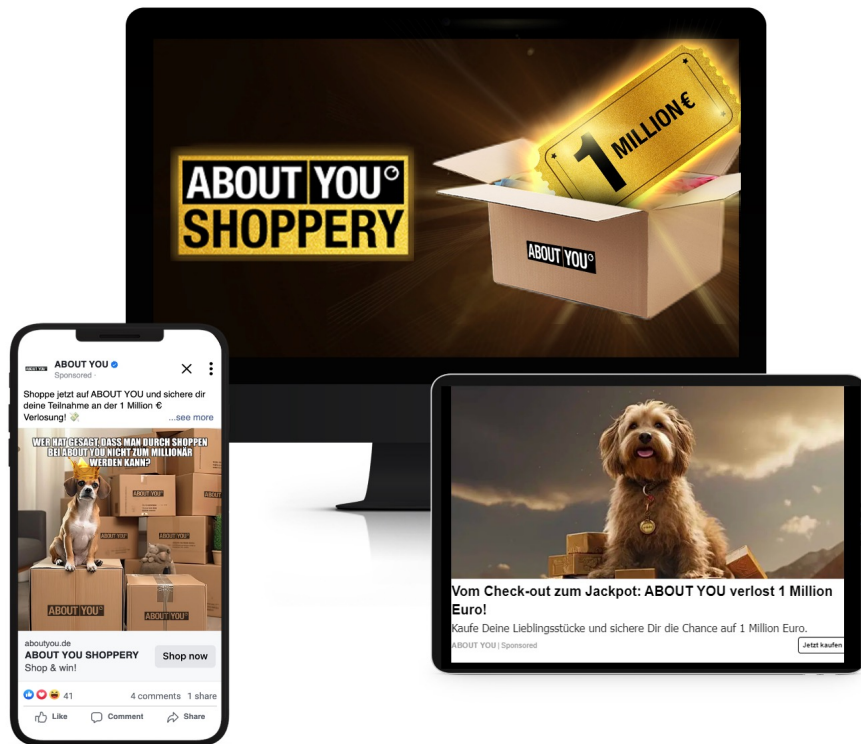


Note: All data refers to the timeframe of October 31, 2023 to November 27, 2023

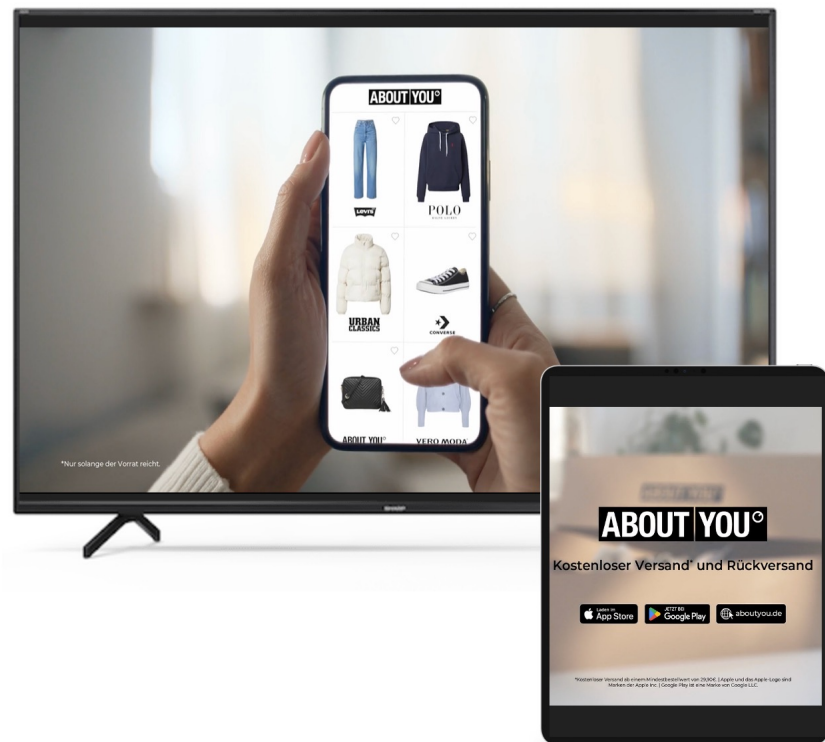
1. Unique reach generated through performance marketing ads, i.e. Facebook and Instagram

CONTINUED INVESTMENTS IN BRAND BUILDING

ABOUT YOU SHOPPERY

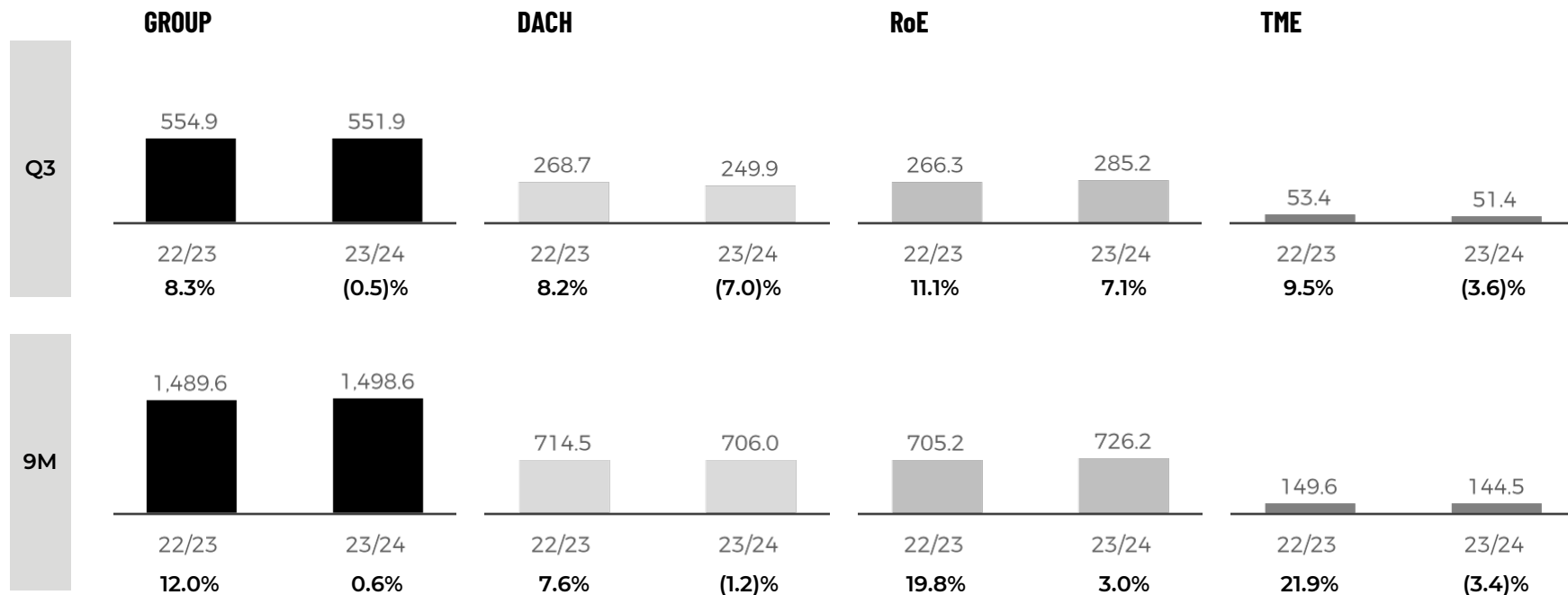


TV CAMPAIGNS



REVENUE GROWTH IN ROE OFFSETS DECLINE IN DACH

REVENUE¹ (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 CUSTOMERS¹
(M)



AVERAGE ORDER FREQUENCY²
(#)



AVERAGE ORDER VALUE³
(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 EBITDA¹ (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
	(7.8)%	3.6%	(1.6)%	4.3%	(17.6)%	(4.5)%	15.6%	38.3%
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
	(7.7)%	0.7%	0.9%	3.9%	(18.7)%	(6.5)%	12.9%	26.9%

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

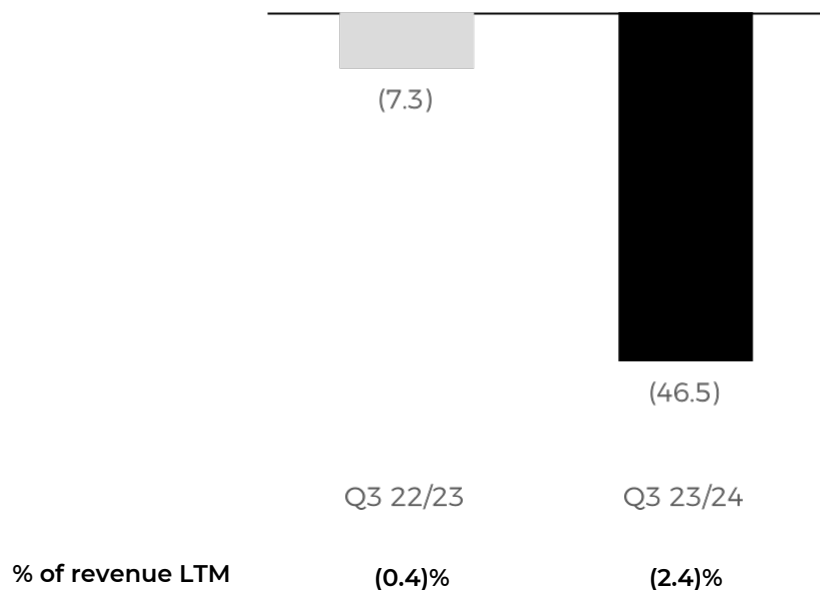
ABOUT YOU GROUP'S KEY MARGIN AND COST LINES

	Q3			9M		
% of revenue	22/23	23/24	YoY delta	22/23	23/24	YoY delta
Gross margin¹	35.4%	40.3%	4.9pp	38.9%	38.5%	(0.4)pp
(-) Fulfillment costs¹	23.4%	20.4%	(3.0)pp	24.3%	22.5%	(1.8)pp
(-) Marketing costs¹	16.4%	12.4%	(3.9)pp	17.7%	10.6%	(7.1)pp
(-) Admin. expenses¹	3.4%	4.0%	0.5pp	4.6%	4.6%	0.0pp
Adjusted EBITDA margin	(7.8)%	3.6%	11.4pp	(7.7)%	0.7%	8.4pp

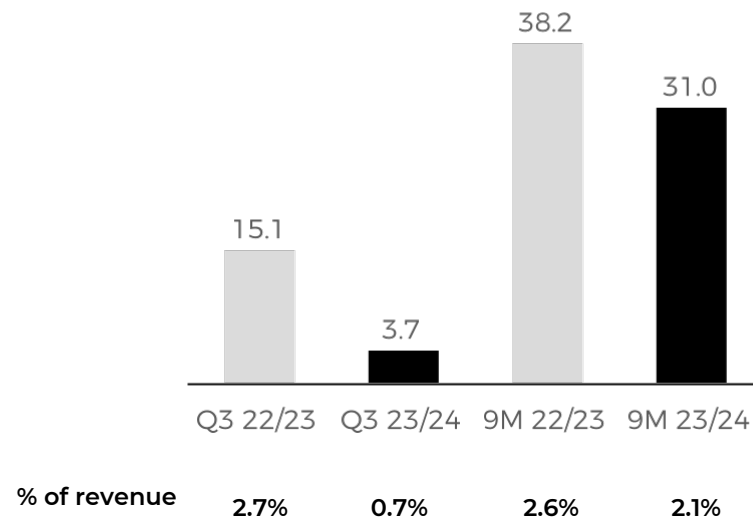
1. Defined as Alternative Performance Measures (APM) and not recognized under IFRS

NET WORKING CAPITAL RETURNS TO NEGATIVE TERRITORY REFLECTING OPTIMIZATION MEASURES

NET WORKING CAPITAL¹ (EUR M)



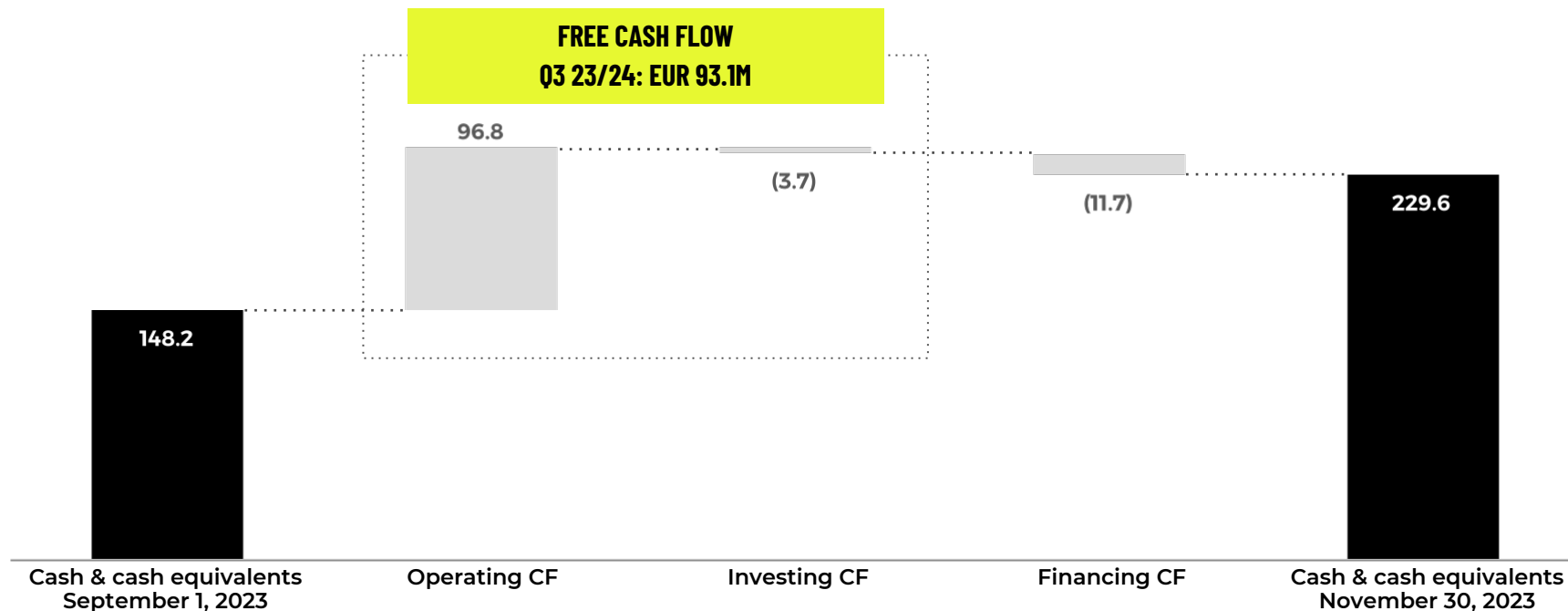
CAPITAL EXPENDITURES² (EUR M)



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

REVENUE

Around lower end of
+1% to +11% YoY range

ADJUSTED EBITDA

Break-even

CAPEX¹ & NET WORKING CAPITAL

CAPEX of EUR 30m to 50m and
net working capital around FY 22/23 levels

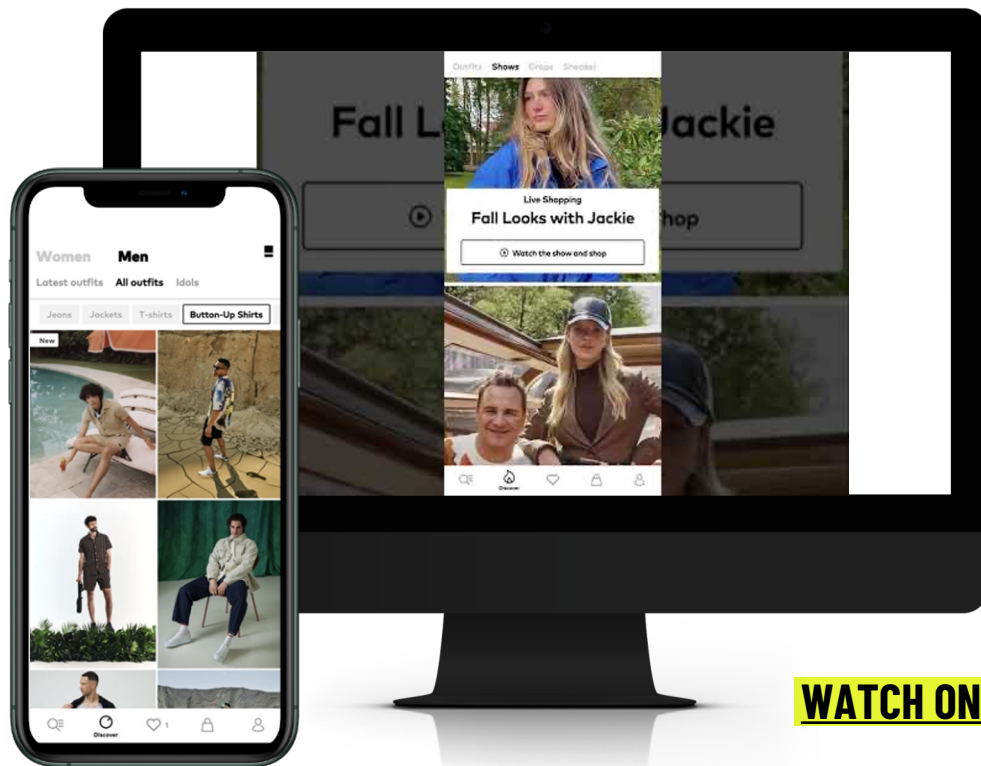
The current guidance is partially dependent on the duration, intensity, and outcome of external events.

1. Excluding potential M&A activities

APPENDIX

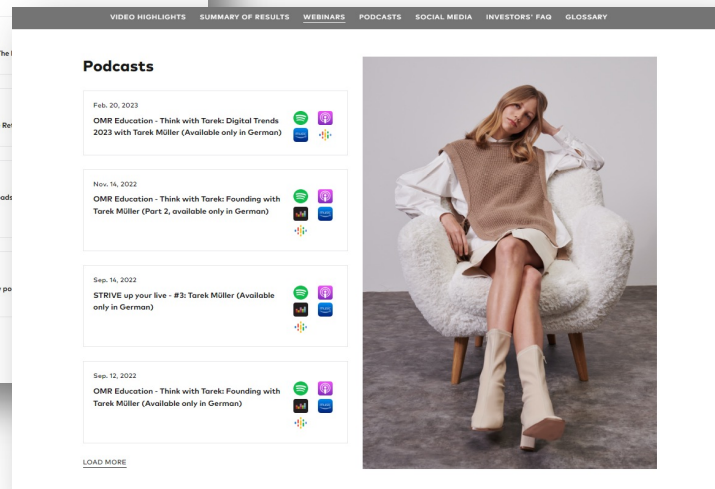
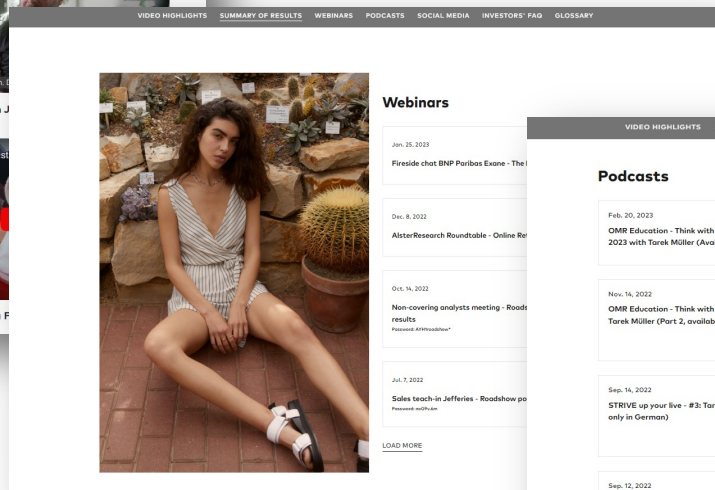
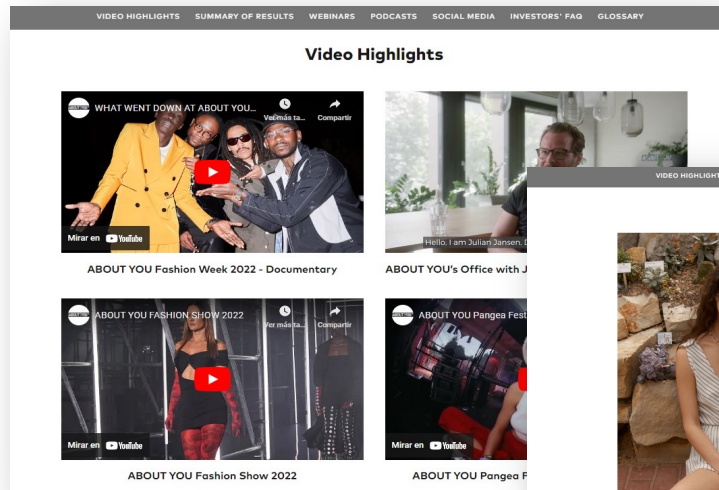


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GROUP KEY PERFORMANCE METRICS

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
Revenue ¹	743.4	255.1	258.0	346.2	307.1	1,166.5	422.1	395.6	512.5	401.4	1,731.6	504.1	430.6	554.9	415	1,904.6	507.1	439.6	551.9
% growth y-o-y	61.2%	66.8%	67.2%	51.9%	47.6%	56.9%	65.5%	53.3%	48.0%	30.7%	48.5%	19.4%	8.9%	8.3%	3.4%	10.0%	0.6%	2.1%	(0.5)%
Cost of sales ²	(425.0)	(150.9)	(169.4)	(205.3)	(167.8)	(693.3)	(245.8)	(241.4)	(313.2)	(227.5)	(1,028.0)	(289.3)	(262.2)	(358.5)	(274.0)	(1,184.0)	(307.0)	(285.5)	(329.3)
Gross profit	318.4	104.2	88.7	140.9	139.3	473.1	176.3	154.2	199.3	173.9	703.7	214.8	168.4	196.4	141.0	720.6	200.1	154.1	222.6
% margin	42.8%	40.9%	34.4%	40.7%	45.4%	40.6%	41.8%	39.0%	38.9%	43.3%	40.6%	42.6%	39.1%	35.4%	34.0%	37.8%	39.5%	35.1%	40.3%
Fulfilment costs ²	(157.0)	(53.9)	(53.6)	(66.0)	(60.2)	(233.7)	(81.1)	(80.4)	(96.3)	(89.6)	(347.4)	(110.2)	(122.6)	(129.8)	(103.7)	(466.2)	(120.5)	(104.5)	(112.4)
% of revenue	(21.1)%	(21.1)%	(20.8)%	(19.1)%	(19.6)%	(20.0)%	(19.2)%	(20.3)%	(18.8)%	(22.3)%	(20.1)%	(21.9)%	(28.5)%	(23.4)%	(25.0)%	(24.5)%	(23.8)%	(23.8)%	(20.4)%
Marketing costs ²	(166.7)	(44.5)	(33.9)	(66.9)	(45.1)	(190.3)	(83.7)	(67.0)	(108.7)	(69.1)	(328.5)	(104.9)	(68.2)	(90.7)	(38.8)	(302.7)	(51.3)	(39.7)	(68.6)
% of revenue	(22.4)%	(17.4)%	(13.1)%	(19.3)%	(14.7)%	(16.3)%	(19.8)%	(16.9)%	(21.2)%	(17.2)%	(19.0)%	(20.8)%	(15.8)%	(16.4)%	(9.4)%	(15.9)%	(10.1)%	(9.0)%	(12.4)%
Admin & other costs ²	(64.6)	(16.6)	(14.0)	(22.3)	(31.6)	(84.6)	(23.8)	(20.0)	(24.7)	(26.2)	(94.7)	(28.5)	(20.5)	(19.0)	(20.8)	(88.7)	(24.2)	(22.8)	(21.8)
% of revenue	(8.7)%	(6.5)%	(5.4)%	(6.4)%	(10.3)%	(7.3)%	(5.6)%	(5.0)%	(4.8)%	(6.5)%	(5.5)%	(5.7)%	(4.8)%	(3.4)%	(5.0)%	(4.7)%	(4.8)%	(5.2)%	(4.0)%
Adjusted EBITDA ³	(69.9)	(10.7)	(12.9)	(14.3)	2.4	(35.5)	(12.3)	(13.1)	(30.5)	(11.0)	(66.9)	(28.8)	(42.8)	(43.1)	(22.3)	(137.0)	4.2	(12.9)	19.8
% margin	(9.4)%	(4.2)%	(5.0)%	(4.1)%	0.8%	(3.0)%	(2.9)%	(3.3)%	(6.0)%	(2.7)%	(3.9)%	(5.7)%	(9.9)%	(7.8)%	(5.4)%	(7.2)%	0.8%	(2.9)%	3.6%
Adjustments	0.0	0.0	0.0	0.0	(8.5)	(8.5)	(6.3)	(16.7)	(0.2)	(4.8)	(28.1)	(2.5)	(4.3)	(0.5)	(7.2)	(14.6)	(6.9)	(7.5)	(10.1)
EBITDA	(69.9)	(10.7)	(12.9)	(14.3)	(6.1)	(44.0)	(18.6)	(29.8)	(30.7)	(15.8)	(95.0)	(31.3)	(47.1)	(43.6)	(29.5)	(151.6)	(2.8)	(20.4)	9.7
% margin	(9.4)%	(4.2)%	(5.0)%	(4.1)%	(2.0)%	(3.8)%	(4.4)%	(7.5)%	(6.0)%	(3.9)%	(5.5)%	(6.2)%	(10.9)%	(7.9)%	(7.1)%	(8.0)%	(0.5)%	(4.6)%	1.8%
Depreciation & amortization	(9.5)	(2.7)	(2.7)	(2.8)	(3.2)	(11.4)	(3.8)	(3.9)	(7.7)	(9.6)	(25.0)	(11.6)	(14.6)	(15.8)	(19.6)	(61.6)	(17.5)	(17.5)	(17.1)
EBIT	(79.4)	(13.4)	(15.6)	(17.2)	(9.3)	(55.5)	(22.4)	(33.7)	(38.5)	(25.4)	(119.9)	(43.0)	(61.8)	(59.4)	(49.1)	(213.2)	(20.2)	(37.8)	(7.4)
% margin	(10.7)%	(5.2)%	(6.0)%	(5.0)%	(3.0)%	(4.8)%	(5.3)%	(8.5)%	(7.5)%	(6.3)%	(6.9)%	(8.5)%	(14.3)%	(10.7)%	(11.8)%	(11.2)%	(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
Revenue	743.4	255.1	258.0	346.2	307.1	1,166.5	422.1	395.6	512.5	401.4	1,731.6	504.1	430.6	554.9	415.0	1,904.6	507.1	439.6	551.9
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)
Revenue growth YoY	61.2%	66.8%	67.2%	51.9%	47.6%	56.9%	65.5%	53.3%	48.0%	30.7%	48.5%	19.4%	8.9%	8.3%	3.4%	10.0%	0.6%	2.1%	(0.5)%
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)%
Adjusted EBITDA¹	(69.9)	(10.7)	(12.9)	(14.3)	2.4	(35.5)	(12.3)	(13.1)	(30.5)	(11.0)	(66.9)	(28.8)	(42.8)	(43.1)	(22.3)	(137.0)	4.2	(12.9)	19.8
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
Adjusted EBITDA margin	(9.4)%	(4.2)%	(5.0)%	(4.1)%	0.8%	(3.0)%	(2.9)%	(3.3)%	(6.0)%	(2.7)%	(3.9)%	(5.7)%	(9.9)%	(7.8)%	(5.4)%	(7.2)%	0.8%	(2.9)%	3.6%
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
Customer reach metrics																			
User sessions per month (m) ¹	54.6	64.0	72.4	81.4	89.5	89.5	102.1	111.1	124.0	135.7	135.7	143.3	139.8	138.6	133.1	133.1	138.6	136.1	131.9
Mobile sessions (% of user sessions) ²	81.9%	82.9%	83.5%	83.4%	83.4%	83.4%	83.6%	83.5%	84.6%	85.4%	85.4%	86.1%	86.2%	86.7%	87.1%	87.1%	88.0%	88.2%	88.9%
Customer engagement metrics LTM ³																			
Active customers (m) ⁴	5.8	6.5	7.2	8.0	8.4	8.4	9.2	9.7	10.7	11.4	11.4	11.8	12.3	12.5	12.7	12.7	12.8	12.6	12.4
Average order frequency (#) ⁵	2.6	2.6	2.7	2.7	2.7	2.7	2.8	2.9	2.9	2.9	2.9	3.0	3.0	3.0	3.1	3.1	3.1	3.1	3.1
Total number of orders (m) ⁶	14.9	17.2	19.4	21.7	23.2	23.2	25.9	28.0	30.8	32.9	32.9	34.9	36.9	38.2	39.4	39.4	39.6	39.1	38.4
Average order value (EUR) ⁷	55.3	55.8	55.6	56.1	57.1	57.1	58.1	58.5	58.8	57.8	57.8	56.8	55.5	55.3	54.8	54.8	54.8	55.6	56.0
Customer engagement metrics																			
Total number of orders (m)	14.9	5.3	5.5	6.6	5.8	23.2	8.0	7.5	9.5	7.9	32.9	9.9	9.6	10.7	9.2	39.4	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
Revenue¹	743.4	255.1	258.0	346.2	307.1	1,166.5	422.1	395.6	512.5	401.4	1,731.6	504.1	430.6	554.9	415.0	1,904.6	507.1	439.6	551.9
% growth y-o-y	61.2%	66.8%	67.2%	51.9%	47.6%	56.9%	65.5%	53.3%	48.0%	30.7%	48.5%	19.4%	8.9%	8.3%	3.4%	10.0%	0.6%	2.1%	(0.5)%
Cost of materials	(422.5)	(150.3)	(169.0)	(204.4)	(167.8)	(691.5)	(244.3)	(239.7)	(311.7)	(227.6)	(1,023.3)	(286.6)	(260.3)	(360.9)	(270.6)	(1,178.4)	(302.2)	(284.3)	(326.2)
Personnel expenses	(34.9)	(10.5)	(11.7)	(13.0)	(24.6)	(59.8)	(17.0)	(16.1)	(19.0)	(25.4)	(86.0)	(24.4)	(27.1)	(25.6)	(29.6)	(106.7)	(29.9)	(27.4)	(28.6)
Other operating expenses	(367.5)	(107.5)	(93.8)	(147.4)	(129.2)	(477.8)	(184.0)	(157.4)	(221.7)	(172.7)	(744.1)	(232.9)	(199.0)	(223.5)	(167.4)	(822.8)	(187.8)	(157.9)	(199.2)
Other operating income	21	0.2	0.8	1.0	1.3	3.2	0.7	0.7	1.3	0.4	3.1	0.7	0.7	0.3	13.6	15.3	0.9	0.6	3.4
Own work capitalized	9.5	2.2	2.8	3.3	7.1	15.4	3.8	3.8	8.0	8.1	23.8	7.8	8.0	11.2	9.4	36.4	9.1	9.0	8.5
EBITDA	(69.9)	(10.7)	(12.9)	(14.3)	(6.1)	(44.0)	(18.6)	(29.8)	(30.7)	(15.8)	(95.0)	(31.3)	(47.1)	(43.6)	(29.5)	(151.6)	(2.8)	(20.4)	9.7
% margin	(9.4)%	(4.2)%	(5.0)%	(4.1)%	(2.0)%	(3.8)%	(4.4)%	(7.5)%	(6.0)%	(3.9)%	(5.5)%	(6.2)%	(10.9)%	(7.9)%	(7.1)%	(8.0)%	(0.5)%	(4.6)%	1.8%
Depreciation & amortization	(9.5)	(2.7)	(2.7)	(2.8)	(3.2)	(11.4)	(3.8)	(3.9)	(7.7)	(9.6)	(25.0)	(11.6)	(14.6)	(15.8)	(19.6)	(61.6)	(17.5)	(17.5)	(17.1)
EBIT	(79.4)	(13.4)	(15.6)	(17.2)	(9.3)	(55.5)	(22.4)	(33.7)	(38.5)	(25.4)	(119.9)	(43.0)	(61.8)	(59.4)	(49.1)	(213.2)	(20.2)	(37.8)	(7.4)
% margin	(10.7)%	(5.2)%	(6.0)%	(5.0)%	(3.0)%	(4.8)%	(5.3)%	(8.5)%	(7.5)%	(6.3)%	(6.9)%	(8.5)%	(14.3)%	(10.7)%	(11.8)%	(11.2)%	(4.0)%	(8.6)%	(1.3)%
Financial result	(0.9)	(0.6)	0.3	(0.4)	(0.9)	(1.6)	(1.1)	(1.2)	(0.5)	0.1	(2.7)	(1.1)	(1.2)	(1.9)	(9.8)	(14.0)	(2.8)	(5.1)	(3.1)
EBT	(80.2)	(14.0)	(15.3)	(17.6)	(10.2)	(57.1)	(23.5)	(34.9)	(39.0)	(25.2)	(122.6)	(44.1)	(62.9)	(61.3)	(58.9)	(227.2)	(23.1)	(43.0)	(10.5)
Income taxes	0.4	(0.1)	(0.1)	(0.1)	(2.5)	(2.8)	(0.0)	(0.1)	(0.9)	(0.8)	(1.8)	(0.3)	0.5	(0.7)	(0.3)	(1.9)	(0.7)	(3.0)	0.1
Profit / (loss) for the period (EAT)	(79.8)	(14.1)	(15.4)	(17.7)	(12.7)	(59.9)	(23.5)	(35.0)	(39.9)	(26.0)	(124.4)	(44.4)	(63.4)	(62.0)	(59.2)	(229.0)	(23.8)	(46.0)	(10.4)

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
Adjusted EBITDA¹	(69.9)	(10.7)	(12.9)	(14.3)	2.4	(35.5)	(12.3)	(13.1)	(30.5)	(11.0)	(66.9)	(28.8)	(42.8)	(43.1)	(22.3)	(137.0)	4.2	(12.9)	19.8
Equity-settled share-based compensation	0.0	0.0	0.0	0.0	(8.4)	(8.4)	(1.6)	(8.4)	(0.2)	(4.6)	(14.8)	(2.5)	(4.3)	(0.5)	(5.1)	(12.4)	(5.3)	(3.8)	(4.5)
Restructuring costs and one-time effects	0.0	0.0	0.0	0.0	(0.2)	(0.2)	(4.7)	(8.3)	0.0	(0.2)	(13.2)	0.0	0.0	0.0	(2.1)	(2.1)	(1.6)	(3.7)	(5.6)
EBITDA	(69.9)	(10.7)	(12.9)	(14.3)	(6.1)	(44.0)	(18.6)	(29.8)	(30.7)	(15.8)	(95.0)	(31.3)	(47.1)	(43.6)	(29.5)	(151.6)	(2.8)	(20.4)	9.7
Depreciation & amortization	(9.5)	(2.7)	(2.7)	(2.8)	(3.2)	(11.4)	(3.8)	(3.9)	(7.7)	(9.6)	(25.0)	(11.6)	(14.6)	(15.8)	(19.6)	(61.6)	(17.5)	(17.5)	(17.1)
Financial result	(0.9)	(0.6)	0.3	(0.4)	(0.9)	(1.6)	(1.1)	(1.2)	(0.5)	0.1	(2.7)	(1.1)	(1.2)	(1.9)	(9.8)	(14.0)	(2.8)	(5.1)	(3.1)
Income taxes	0.4	(0.1)	(0.1)	(0.1)	(2.5)	(2.8)	(0.0)	(0.1)	(0.9)	(0.8)	(1.8)	(0.3)	(0.5)	(0.7)	(0.3)	(1.9)	(0.7)	(3.0)	0.1
Profit / (loss) for the period (EAT)	(79.8)	(14.1)	(15.4)	(17.7)	(12.7)	(59.9)	(23.5)	(35.0)	(39.9)	(26.0)	(124.4)	(44.4)	(63.4)	(62.0)	(59.2)	(229.0)	(23.8)	(46.0)	(10.4)

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)

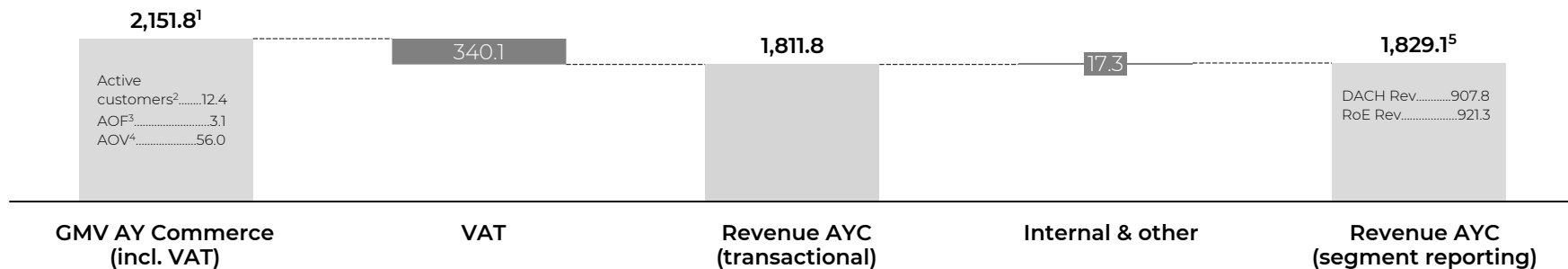
EUR m	FY 18/19	FY 19/20	FY 20/21	Q1 21/22	Q2 21/22	Q3 21/22	Q4 21/22	FY 21/22	Q1 22/23	Q2 22/23	Q3 22/23	Q4 22/23	FY 22/23	Q1 23/24	Q2 23/24	Q3 23/24
Total non-current assets	17.7	39.3	48.3	63.0	66.0	122.6	130.8	130.8	232.5	267.4	310.4	300.9	300.9	303.8	295.8	281.0
Intangible assets	15.2	23.4	32.6	34.2	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
Total current assets	277.0	267.6	408.9	461.9	1,015.0	1,080.9	1,053.5	1,053.5	1,093.4	1,031.2	1,010.0	880.5	880.5	886.7	888.8	1,020.0
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
Total assets	294.7	306.9	457.2	524.9	1,081.0	1,203.6	1,184.3	1,184.3	1,325.9	1,298.6	1,320.4	1,181.4	1,181.4	1,190.5	1,184.6	1,301.0

BALANCE SHEET (2/2)

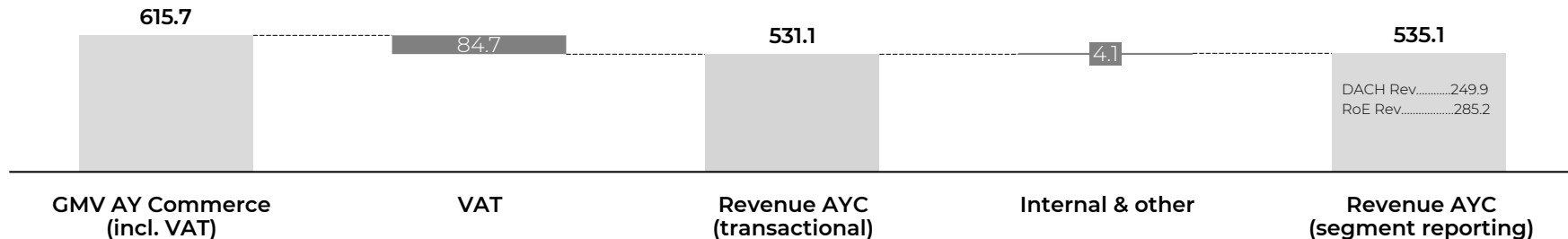
EUR m	FY 18/19	FY 19/20	FY 20/21	Q1 21/22	Q2 21/22	Q3 21/22	Q4 21/22	FY 21/22	Q1 22/23	Q2 22/23	Q3 22/23	Q4 22/23	FY 22/23	Q1 23/24	Q2 23/24	Q3 23/24
Total equity	177.1	102.2	55.4	33.8	644.6	604.9	583.5	583.5	541.7	482.6	420.9	366.6	366.6	348.2	305.9	300.4
Subscribed capital	4.2	4.3	4.3	157.6	186.2	186.2	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
Total non-current liabilities	1.8	10.2	87.6	94.8	15.3	53.1	53.0	53.0	136.7	159.8	188.3	179.9	179.9	190.1	178.8	163.7
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
Total current liabilities	115.8	194.5	314.1	396.2	421.2	545.5	547.8	547.8	647.5	656.3	711.2	634.9	634.9	652.2	700.0	836.8
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
Total equity and liabilities	294.7	306.9	457.2	524.9	1,081.0	1,203.6	1,184.3	1,184.3	1,325.9	1,298.6	1,320.4	1,181.4	1,181.4	1,190.5	1,184.6	1,301.0

GMV TO REVENUE BRIDGE

Q3 23/24 LTM (EUR M)



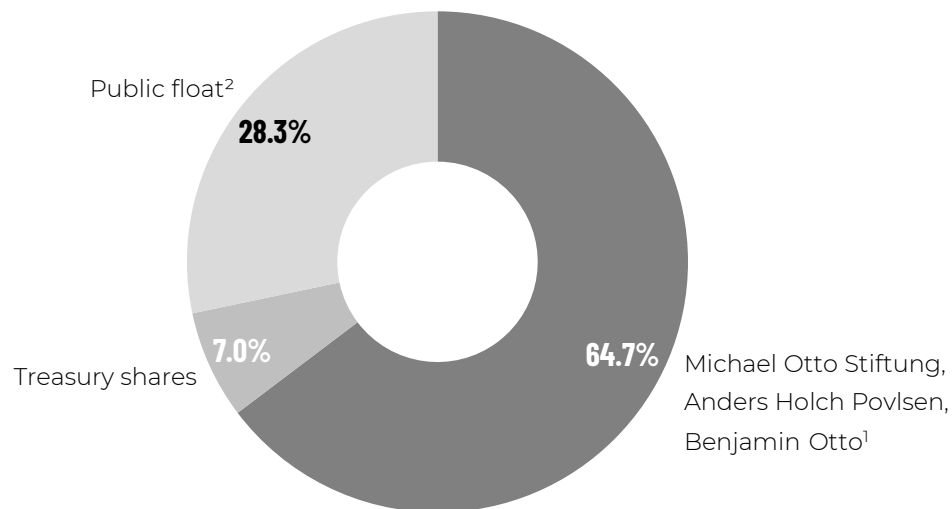
Q3 23/24 (EUR M)



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 September 5, 2023

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

First day of trading	June 16, 2021
Issuer	ABOUT YOU Holding SE
Listing venue	Frankfurt Stock Exchange
Market segment	Regulated Market (Prime Standard) of Frankfurt Stock Exchange
ISIN	DE000A3CNK42
WKN	A3CNK4
Ticker symbol	YOU
Total # of shares outstanding	173,047,998
Total # of shares issued	186,153,487
Share capital	EUR 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

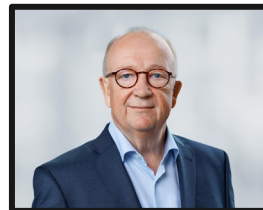
Chairperson
(Casting vote)

Former Partner 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)

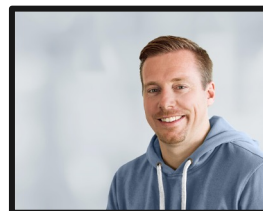
Member of the
administrative council
at Emmi and Optikart



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



NORA PUHALA

Investor Relations
Manager

nora.puhala@aboutyou.com



DANIELA MARIN

Investor Relations
Manager

daniela.marin@aboutyou.com



SINAH BRENDING

Financial Communications
Manager

sinah.brending@aboutyou.com

IR TEAM CONTACT

+49 40 638 569 – 359

ir@aboutyou.com

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

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