

ABOUT YOU Q2 21/22 Factsheet

9th of November 2021

ABOUT YOU[®]

Highlights

- **Strong revenue growth across all segments** leading to 53% YoY growth for the group in Q2 21/22
- **All customer metrics improved (LTM)¹**: active customers 9.7m (+34% YoY), AOF² 2.9x (+8% YoY), AOV €58.5 (+5% YoY)
- **International roll-out continued** with successful market launch campaigns in Italy, France, Greece, and Portugal in Q3 21/22
- **Hypergrowth in TME segment**: +181% YoY as all B2B revenue streams scaled rapidly and profitably in Q2 21/22
- **Improved Group profitability**: Adj. EBITDA margin at (3.3)% vs. (5.0)% in Q2 20/21, driven by a higher gross margin
- **FY revenue guidance confirmed** at €1,725-1,775m (+48-52% YoY), **Adj. EBITDA guidance** (c. €(70)m) **unchanged**

Figures

<i>(€m, unless otherwise stated)</i>	Q2 20/21	Q2 21/22	YoY Growth
Group Key Customer Metrics			
Customer reach metrics			
User sessions per month (in million)	72.4	111.1	53.5%
Mobile sessions (in % of user sessions)	83.5%	83.5%	0.0pp
Customer engagement metrics LTM¹			
Active customers (in million)	7.2	9.7	34.1%
Average order frequency (#)	2.7	2.9	7.6%
Total number of orders (in million)	19.4	28.0	44.2%
Average order value (€)	55.6	58.5	5.3%
Financial segment Information			
Group revenue	258.0	395.6	53.3%
DACH	138.7	197.4	42.4%
RoE	108.5	162.9	50.1%
TME	14.1	39.5	181.0%
Reconciliation	(3.2)	(4.2)	30.9%
Adjusted EBITDA	(12.9)	(13.1)	
DACH	8.6	7.8	
RoE	(17.6)	(24.4)	
TME	(1.1)	6.1	
Reconciliation	(2.8)	(2.5)	
Adjusted EBITDA margin	(5.0%)	(3.3%)	
DACH	6.2%	3.9%	
RoE	(16.2%)	(15.0%)	
TME	(8.1%)	15.4%	
Group key financial metrics			
Gross profit	88.7	154.2	
Gross margin	34.4%	39.0%	
Net working capital	(26.6)	(46.7)	
% of revenue LTM ¹	(2.8%)	(3.2%)	
Capex	(3.3)	(8.2)	
% of revenue	(1.3%)	(2.1%)	
Profit / (loss) for the period	(15.4)	(35.0)	
Free Cash Flow	(14.6)	(30.7)	

Definitions are available in the financial reports

FY 21/22 Outlook

- Revenues guidance remains unchanged after it was raised in the publication of the Q2 21/22 preliminary results, expected to achieve EUR 1,725 to 1,775 million guided Group revenue range (+48 to 52% YoY growth)
- Adjusted EBITDA is assumed to remain at c. EUR -70 million as the increased revenue is planned to be invested in the business
- For the fiscal year ending 28 February 2022, estimated a total capital expenditure of approximately €34m and continue to expect net working capital to remain negative in a low single digit area as a percentage of revenue

1. LTM: last twelve months
2. AOF: Average order frequency

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