

# ABOUT YOU Q3 21/22 Factsheet

11 January 2021

**ABOUT YOU**<sup>®</sup>

## Highlights

- **Strong growth across all segments**, leading to a 48% YoY revenue increase for the Group in Q3 21/22
- **Key customer metrics improved (LTM)<sup>1</sup>**: active customers 10.7m (+34% YoY), AOF<sup>2</sup> 2.9x (+6% YoY), AOV €58.8 (+5% YoY)
- **International rollout continues** with strong scaling in Southern Europe and launch of AY Global Shipping Platform
- **SCAYLE builds prominence** with core product improvements and enhanced go-to-market (TME revenue +109% YoY)
- **Adj. EBITDA margin** at -6.0% vs. -4.1% in Q3 20/21, driven by one-off marketing investments in Southern Europe
- **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)

## Figures

<i>(in EUR million, unless otherwise stated)</i>	Q3 20/21	Q3 21/22	YoY Growth
<b>Group Key Customer Metrics</b>			
<b>Customer reach metrics</b>			
User sessions per month (in million)	81.4	124.0	52.2%
Mobile sessions (in % of user sessions)	83.4%	84.6%	1.2pp
<b>Customer engagement metrics LTM<sup>1</sup></b>			
Active customers (million)	8.0	10.7	33.6%
Average order frequency (#)	2.7	2.9	6.4%
Total number of orders (million)	21.7	30.8	42.2%
Average order value (EUR)	56.1	58.8	5.0%
<b>Financial segment Information</b>			
<b>Group revenue</b>	346.2	512.5	48.0%
DACH	195.6	248.4	27.0%
RoE	142.8	239.6	67.7%
TME	23.3	48.7	109.1%
Reconciliation	(15.6)	(24.2)	55.1%
<b>Adjusted EBITDA</b>	(14.3)	(30.5)	-
DACH	15.8	13.6	-
RoE	(29.7)	(50.5)	-
TME	1.0	7.1	-
Reconciliation	(1.5)	(0.7)	-
<b>Adjusted EBITDA margin</b>	(4.1)%	(6.0)%	-
DACH	8.1%	5.5%	-
RoE	(20.8)%	(21.1)%	-
TME	4.3%	14.6%	-
<b>Group key financial metrics</b>			
<b>Gross profit</b>	140.9	199.3	-
Gross margin	40.7%	38.9%	-
<b>Net working capital</b>	(37.7)	(47.1)	-
% of revenue LTM <sup>1</sup>	(3.5)%	(2.9)%	-
<b>Capex</b>	(4.2)	(9.5)	-
% of revenue	(1.2)%	(1.9)%	-
<b>Profit / (loss) for the period (EAT)</b>	(17.7)	(39.9)	-
<b>Free Cash Flow</b>	(6.3)	(52.5)	-

Definitions are available in ABOUT YOU's Quarterly Statement Q3 21/22.

## FY 21/22 Outlook

- Revenue guidance remains unchanged, expected to achieve EUR 1,725 to 1,775 million guided Group revenue range (+48 to 52% YoY growth), but now believe it is realistic to reach the upper half of the guided net revenue range
- 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 financial year ending 28 February 2022, estimated a total capital expenditure of c. EUR 50 million (previously c. EUR 34 million) 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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