

# ABOUT YOU FY 21/22 Factsheet

24 May 2022

**ABOUT YOU**<sup>®</sup>

## FY 21/22 Highlights

- **Delivered on targets:** Group revenue growth of +48.5% YoY in FY 21/22 despite market volatility, Group adj. EBITDA of EUR -66.9m (margin -3.9%) slightly ahead of guidance regardless of continued growth investments
- **Successful execution of market entry campaigns in Nordics and Southern Europe** leading to >25% brand awareness<sup>1</sup>, >1.5m new customers, and EUR >100m in revenues in FY 21/22
- **Strong progress in product, assortment, and customer experience drives improvements across customer metrics<sup>2</sup>:** active customers up +34.8% YoY to 11.4m in FY 21/22, AOF<sup>3</sup>: 2.9x (+5.2% YoY) and AOV<sup>4</sup>: EUR 57.8 (+1.2% YoY)
- **DACH segment sustains high revenue growth (+27.3% YoY)** while improving adj. EBITDA margin to 6.6% (up 1%pp YoY) – Rest of Europe growth remains extraordinarily high (+65.6% YoY), AY now active in 26 markets across Europe
- **Segment Tech, Media, and Enabling (TME) with triple-digit growth (+100.4% YoY) and high adj. EBITDA margin of 17.3%** – partly driven by successful introduction of new SCAYLE brand and enhanced go-to-market of its SaaS products
- **Outlook for FY 22/23:** realistic to reach Group revenue growth of +25 to 35% YoY (EUR 2,165 to 2,338m) and an adj. EBITDA of EUR -70 to -50m (margin -3.2 to -2.1%)

## FY 21/22 Figures

(EUR million, unless stated otherwise)	FY 20/21	FY 21/22	YoY Growth
<b>Group Key Customer Metrics</b>			
<b>Customer Reach Metrics LTM<sup>2</sup></b>			
User sessions per month (in million)	89.5	135.7	51.7%
Mobile sessions (in % of user sessions)	83.4%	85.4%	1.9pp
<b>Customer engagement metrics LTM<sup>2</sup></b>			
Active customers (in million)	8.4	11.4	34.8%
Average order frequency (in #)	2.7	2.9	5.2%
Number of orders (in million)	23.2	32.9	41.9%
Average order value (in EUR incl. VAT)	57.1	57.8	1.2%
<b>Financial Segment Information</b>			
<b>Group revenue</b>	1,166.5	1,731.6	48.5%
DACH	660.0	839.9	27.3%
RoE	463.5	767.7	65.6%
TME	83.5	167.4	100.4%
Reconciliation	(40.6)	(43.3)	-
<b>Adjusted EBITDA</b>	(35.5)	(66.9)	-
DACH	36.8	55.5	-
RoE	(83.3)	(145.1)	-
TME	10.1	29.0	-
Reconciliation	0.8	(6.3)	-
<b>Adjusted EBITDA margin</b>	(3.0)%	(3.9)%	-
DACH	5.6%	6.6%	-
RoE	(18.0)%	(18.9)%	-
TME	12.0%	17.3%	-
<b>Key Group Financial Metrics</b>			
<b>Gross profit</b>	473.1	703.7	-
Gross margin (% of Group revenue)	40.6%	40.6%	-
<b>NWC (net working capital)</b>	(13.2)	9.5	-
% of Group revenue LTM <sup>2</sup>	(1.1)%	0.6%	-
<b>Capex (capital expenditure)</b>	(18.9)	(45.8)	-
% of Group revenue	(1.6)%	(2.6)%	-
<b>Profit / (loss) for the period (EAT)</b>	(59.9)	(124.4)	-
<b>Free cash flow</b>	(25.4)	(155.9)	-

Please refer to ABOUT YOU's FY 2021/2022 Annual Report for definitions.

## FY 22/23 Outlook

- Based on the solid start of FY 2022/2023, ABOUT YOU is confident to achieve sustainable growth and an improved profitability in the new financial year.
- For FY 2022/2023, ABOUT YOU expects to generate a guided Group revenue growth range of 25 to 35% year-on-year (EUR 2,165 to 2,338 million) and adjusted EBITDA of EUR -70 to -50 million<sup>5</sup> (margin -3.2 bis -2.1%).
- ABOUT YOU predicts a total Capex of EUR 60 to 80 million<sup>5</sup> and net working capital is expected to remain neutral in this financial year.

1. Based on a market study conducted by quantilope on behalf of ABOUT YOU in FI, SE, DK, ES, IT, GR, PT, FR

2. LTM: last twelve months

3. AOF: average order frequency

4. AOV: average order value

5. Excluding potential M&A activities

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## Disclaimer

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