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, >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: active customers up +34.8% YoY to 11.4m in FY 21/22, AOF: 2.9x (+5.2% YoY) and AOV: 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%)
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